RAIFFEISEN BANK SH.A.

Independent auditor's report and
Consolidated Financial Statements
as at and for the year ended 31 December 2011

CONTENTS

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INDEPENDENT AUDITOR'S REPORT

To the shareholders of Raiffeisen Bank sh.a.

Report on the Consolidated Financial Statements

We have audited the accompanying consolidated financial statements of Raiffeisen Bank sh.a., which comprise the consolidated statement of financial position as at December 31, 2011, and the consolidated statement of comprehensive income, consolidated statement of changes in equity and consolidated statement of cash flows for the year then ended, and a summary of significant accounting policies and other explanatory information.

Management's Responsibility for the Consolidated Financial Statements

Management is responsible for the preparation and fair presentation of these consolidated financial statements in accordance with International Financial Reporting Standards and for such internal control as management determines is necessary to enable the preparation of consolidated 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 consolidated financial statements are free from material misstatement.

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

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

Opinion

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

Deloitte Albania shpk.

July 4, 2012
Tirana, Albania

RAIFFEISEN BANK SH.A.

Consolidated statement of financial position as at 31 December 2011

(amounts in Lek'000)

	Note	31 December 2011	31 December 2010
Assets			
Cash and cash equivalents	7	24,076,796	19,253,928
Restricted balances	8	25,671,451	23,297,417
Investments held for trading	9.1	39,202,048	38,668,174
Held-to-maturity investment securities	9.2	105,760,202	95,361,970
Loans and advances to customers	10	124,126,282	98,398,431
Property and equipment	11	1,808,116	1,565,787
Intangible assets	11	609,060	296,588
Equity investments	12	25,713	17,237
Goodwill	13	92,783	92,783
Other assets	14	1,481,846	1,031,336
Total assets		**322,854,297**	**277,983,651**
Liabilities			
Due to financial institutions	15	5,335,409	3,885,069
Repurchase agreements sold	16	8,150,088	8,311,578
Due to customers	17	278,515,611	236,595,234
Current income tax payable		10,258	81,296
Deferred tax liabilities	18	125,375	134,597
Other liabilities	19	1,238,209	1,322,235
Total liabilities		**293,374,950**	**250,330,009**
Equity			
Share capital	20	9,926,093	9,926,093
General reserve	21	6,314,300	2,801,000
Since acquisition reserves of the subsidiary	22	63,773	-
Revaluation reserve		25,713	17,237
Retained earnings		13,064,551	14,840,357
Total equity attributable to equity holder of the Bank		**29,394,430**	**27,584,687**
Non-controlling interest	23	**84,917**	**68,955**
Total equity		**29,479,347**	**27,653,642**
Total liabilities and equity		**322,854,297**	**277,983,651**

These consolidated financial statements have been approved by the Supervisory Board on March 8th 2012 and signed on its behalf by:

Christian Canacaris
Chief Executive Officer

Alexander Zsolnai
Vice-chairman of the Management Board

The consolidated statement of financial position is to be read in conjunction with the notes to and forming part of the consolidated financial statements set out on pages 5 to 51.

RAIFFEISEN BANK SH.A.

Consolidated statement of comprehensive income for the year ended 31 December 2011
(amounts in Lek'000)

	Note	Year ended 31 December 2011	Year ended 31 December 2010
Interest income	24	19,975,992	19,086,520
Interest expense	25	(7,673,450)	(7,105,850)
Net interest income		**12,302,542**	**11,980,670**
Fee and commission income	26	1,405,700	1,385,638
Fee and commission expense	27	(307,220)	(277,499)
Net fee and commission income		**1,098,480**	**1,108,139**
Net trading income	28	1,980,684	2,092,358
Net other operating income	29	(101,834)	4,012
		1,878,850	**2,096,370**
Deposit insurance premium	30	(722,809)	(690,046)
Personnel expenses	31	(2,219,571)	(2,040,820)
Depreciation and amortisation	11	(560,938)	(538,024)
General and administrative expenses	32	(1,911,283)	(1,577,777)
Net impairment loss on financial assets	10,19	(2,008,781)	(4,283,461)
		(7,423,382)	**(9,130,128)**
Profit before income tax		**7,856,490**	**6,055,051**
Income tax	33	(771,208)	(694,072)
Profit for the year		**7,085,282**	**5,360,979**
Other comprehensive income			
Fair value reserve (available for sale financial assets)			
Net change in fair value	11	8,476	(2,497)
Total comprehensive income for the year		**7,093,758**	**5,358,482**
Attributable to			
Equity holders of the Bank		7,069,320	5,344,032
Non-controlling interest		15,962	16,947

The consolidated statement of comprehensive income is to be read in conjunction with the notes to and forming part of the consolidated financial statements set out on pages 5 to 51.

Consolidated statement of changes in equity for the year ended 31 December 2011

(amounts in Lek'000)

	Attributable to equity holders of the Bank							
	Share capital	**General reserves**	**Revaluation reserve**	**Since acquisition reserves of the subsidiary**	**Retained earnings**	**Total**	**Non-controlling interest**	**Total equity**
Balance as at 31 December 2009	**4,348,233**	**2,800,000**	**19,734**	-	**17,281,448**	**24,449,415**	**52,008**	**24,501,423**
Capital increase	5,577,860	-	-	-	(5,577,860)	-	-	-
Transfer of retained earnings in general reserve	-	1,000	-	-	(1,000)	-	-	-
Dividend payment	-	-	-	-	(2,206,263)	**(2,206,263)**	-	**(2,206,263)**
Net profit for the year	-	-	-	-	5,344,032	**5,344,032**	16,947	**5,360,979**
Other comprehensive income (Note 11)	-	-	(2,497)	-	-	**(2,497)**	-	**(2,497)**
Balance as at 31 December 2010	**9,926,093**	**2,801,000**	**17,237**	-	**14,840,357**	**27,584,687**	**68,955**	**27,653,642**
Transfer of retained earnings in general reserve	-	3,513,300	-	-	(3,513,300)	-	-	-
Dividend payment	-	-	-	-	(5,268,053)	**(5,268,053)**	-	**(5,268,053)**
Since acquisition reserves of the subsidiary	-	-	-	63,773	(63,773)	-	-	-
Net profit for the year	-	-	-	-	7,069,320	**7,069,320**	15,962	**7,085,282**
Other comprehensive income (Note 11)	-	-	8,476	-	-	**8,476**	-	**8,476**
Balance as at December 31, 2011	**9,926,093**	**6,314,300**	**25,713**	**63,773**	**13,064,551**	**29,394,430**	**84,917**	**29,479,347**

The consolidated statement of changes in equity is to be read in conjunction with the notes to and forming part of the consolidated financial statements set out on pages 5 to 51.

Consolidated statement of cash flows for the year ended 31 December 2011

(amounts in Lek'000)

	Year ended 31 December 2011	Year ended 31 December 2010
Cash flows from operating activities		
Net profit for the period before taxation	**7,856,490**	**6,055,051**
Non-cash items in the statement of income		
Depreciation and amortisation	560,938	538,024
Fixed assets written off	31,841	14,099
Net impairment loss on financial assets	2,008,781	4,283,461
Net interest income	(12,302,542)	(11,980,670)
Change in provision for other debtors	(11,226)	39,175
	(1,855,718)	**(1,050,860)**
Increase in loans and advances to credit institutions	(2,372,510)	(2,951,639)
Increase in loans and advances to customers	(27,609,464)	(14,343,226)
Increase in trading securities	(533,874)	(2,143,983)
(Increase) / decrease in other assets	(450,513)	491,971
Decrease in reverse repurchase agreements/in repurchase agreements	(164,355)	(9,553,470)
Increase in due to financial institutions	1,447,261	1,685,146
Increase in due to customers	41,377,537	28,817,051
(Decrease) / increase in other liabilities	(70,083)	401,080
	9,768,281	**1,352,071**
Interest received	19,720,869	19,178,026
Interest paid	(7,124,666)	(7,032,976)
Corporate income tax paid	(854,184)	(527,256)
Net cash generated from operating activities	**21,510,300**	**12,969,864**
Cash flows from investing activities		
Purchases of property and equipment	(1,571,599)	(544,820)
Proceeds from sales of intangible assets	424,019	89,051
Net proceeds from purchase and redemption of securities held to maturity	(10,271,799)	(2,274,263)
Net cash used in investing activities	**(11,419,379)**	**(2,730,033)**
Cash flows from financing activities		
Dividends paid from retained earnings for the previous year	(5,268,053)	(2,206,263)
Net cash used in financing activities	**(5,268,053)**	**(2,206,263)**
Increase in cash and cash equivalents during the year	**4,822,868**	**8,033,568**
Cash and cash equivalents at the beginning of the year	**19,253,928**	**11,220,360**
Cash and cash equivalents at the end of the year (Note 7)	**24,076,796**	**19,253,928**

The consolidated cash flow statement is to be read in conjunction with the notes to and forming part of the consolidated financial statements set out on pages 5 to 51.

(amounts in Lek'000, unless otherwise stated)

1. INTRODUCTION

The name was changed to Raiffeisen Bank Sh.a. (the "Bank") on 1 October 2004 from Banka e Kursimeve Sh.a (Savings Bank of Albania). Banka e Kursimeve was established in 1991, from part of the previous "Insurance and Savings Institute" entity, to collect deposits from individuals and enterprises, grant and maintain loans to private individuals, enterprises and state owned entities and carry out general banking services.

On 11 December 1992, the Bank was registered to operate as a bank in the Republic of Albania, in accordance with Law No. 7560 "On the Banking system in Albania". The Bank of Albania at that time granted a non-transferable general banking license for an unlimited time period. On 27 July 1997, the Bank was incorporated as a Joint Stock Company based on Decision No. 17426 of the Tirana District Court. The sole shareholder of the Bank was the Ministry of Finance with a paid up capital of Lek 700 million, which consists of 7,000 shares of Lek 100,000 nominal value each. Based on this decision, the Bank of Albania updated the license of the Bank to reflect these changes on 11 January 1999.

On 14 April 2004, the Ministry of Finance of Albania sold 100% of the issued and outstanding shares of the Group to Raiffeisen Zentralbank Osterreich Aktiengesellshafft (RZB AG).

On 21 July 2004, RZB AG transferred its 100% share in the Bank to RZB AG's fully owned subsidiary Raiffeisen International AG, Vienna, Austria, which therefore is now the holder of 100% of the issued and outstanding shares of the Bank.

On July 2010, the sole shareholder has changed the name, from Raiffeisen International Bank-Holding AG, to Raiffeisen Bank International AG. This change is registered in the Austrian commercial register on October 2010.

On 28 April 2006, the Bank and Raiffeisen Leasing International established Raiffeisen Leasing Sh.a. The Bank is the owner of 75% of the shares of the company. On January 15, 2009 the Bank obtained ownership of 100% of the issued and outstanding shares of Instituti Amerikan i Pensioneve Private Suplementare te Shqiperise - American Pension Fund of Albania Sh.A based on sale purchase agreement dated on 26 December 2008. On 23 April 2009, Instituti Amerikan i Pensioneve Private Suplementare te Shqiperise - American Pension Fund of Albania Sh.A changed its name to Instituti Privat i Pensioneve Suplementare Raiffeisen – Raiffeisen Pensions Sh.A.

On March 31, 2010, the name of the subsidiary was changed from "Instituti Privat i Pensioneve Suplementare Raiffeisen - Raiffeisen Pensions sh.a.", to "Shoqëria Administruese e Fondeve të Pensionit Raiffeisen – Raiffeisen Pension Funds Management Company sh.a" and further on November 30, 2011 the name was changed into "Raiffeisen INVEST- Shoqëri Administruese e Fondeve të Pensionit dhe Sipërmarrjeve të Investimeve Kolektive" sh.a (hereinafter referred to as "Raiffeisen INVEST").

The consolidated financial statements of the group as at 31 December 2011 and as at 31 December 2010 comprise the Bank, Raiffeisen Leasing and Raiffeisen INVEST (together referred to as the "Group").

The Bank operates through a banking network as of 31 December 2011 of 103 service points (31 December 2010: 103 service points) throughout Albania, which are managed through 8 districts.

Directors and management as of 31 December 2011 and 2010

Board of Directors (Supervisory Board)

Heinz Höedl	Chairman
Herbert Stepic	Member
Peter Lennkh	Member
Martin Grüll	Member
Aris Bogdaneris	Member

Audit Committee

Heinz Hödl	Chairman
Johannes Kellner	Member
Susana Mitter	Member

Management Board

Christian Canacaris	Chief Executive Officer
Alexander Zsolnai	Vice-chairman of the Management Board
John McNaughton	Member
Raphaela Bischof-Rothauer	Member

2. BASIS OF PREPARATION

(a) Statement of compliance

The consolidated financial statements have been prepared in accordance with International Financial Reporting Standards (IFRSs) and its interpretations adopted by the International Accounting Standards Board (IASB).

(b) Basis of measurement

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

- derivative financial instruments are measured at fair value;
- financial instruments at fair value through profit or loss are measured at fair value;
- available-for-sale financial assets are measured at fair value.

(c) Functional and presentation currency

These consolidated financial statements are presented in Albanian Lek ("Lek"), which is the Group's functional currency. Except as indicated, financial information presented in Lek has been rounded to the nearest thousand.

(d) Use of estimates and judgments

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

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

In particular, information about significant areas of estimation uncertainty and critical judgments in applying accounting policies that have the most significant effect on the amount recognized in the consolidated financial statements are described in note 4.

3. SIGNIFICANT ACCOUNTING POLICIES

The accounting policies set out below have been applied consistently to all the periods presented in these consolidated financial statements.

The accounting policies have been applied consistently by Group entities, therefore no adjustments are made to the financial statements of subsidiaries to bring their accounting policies into line with those used by other members of the Group.

(a) Basis of consolidation

(i) Business combinations

In accordance with IFRS 3 "Business Combinations", a business combination is the bringing together of separate enterprises or businesses into one reporting entity. If the transaction meets the criteria for a business combination, it should be determined if the business combination is involving companies under common control. According to IFRS 3, two enterprises are under common control, when the combining enterprises or businesses are ultimately controlled by the same party (parties) both before and after the business combination and when the control is not temporary (transitional).

Business combinations are accounted for using the acquisition method as at the acquisition date, which is the date on which control is transferred to the Group. Control is the power to govern the financial and operating policies of an entity so as to obtain benefits from its activities. In assessing control, the Group takes into consideration potential voting rights that currently are exercisable.

3. SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

(a) Basis of consolidation (continued)

(i) Business combinations (continued)

Goodwill represents the excess of the cost of the acquisition over the Group's interest in the recognized amount (generally fair value) of the identifiable assets, liabilities and contingent liabilities of the acquiree. Goodwill arising on business acquisitions is carried at cost as established at the date of acquisition of the business, less accumulated impairment losses, if any. For the purpose of impairment testing, goodwill is allocated to each of the Group's cash-generating units (or groups of cash-generating units) that is expected to benefit from the synergies of the combination.

A cash-generating unit to which goodwill has been allocated is tested for impairment annually, or more frequently when there is indication that the unit may be impaired. If the recoverable amount of the cash-generating unit is less than its carrying amount, the impairment loss is allocated first to reduce the carrying amount of any goodwill allocated to the unit and then to the other assets of the unit pro rata based on the carrying amount of each asset in the unit. Any impairment loss for goodwill is recognized directly in profit or loss in the consolidated statement of comprehensive income. An impairment loss recognized for goodwill is not reversed in subsequent periods.

On disposal of the cash-generating unit, the attributable amount of goodwill is included in the determination of the profit or loss on disposal.

(ii) Subsidiaries

Subsidiaries are entities controlled by the Group. Control exists when the Group has the power, directly or indirectly, to govern the financial and operating policies of an entity so as to obtain benefits from its activities. In assessing control, potential voting rights that presently are exercisable or convertible are taken into account. Income and expenses of subsidiaries acquired or disposed of during the year are included in the consolidated statement of comprehensive income from the effective date of acquisition and up to the effective date of disposal, as appropriate. Total comprehensive income of subsidiaries is attributed to the owners of the Bank and to the non-controlling interests even if this results in the non-controlling interests having a deficit balance.

The Group prepares consolidated financial statements and separate financial statements in accordance with IFRS and the financial reporting period is the same for all entities of the group.

Based on the nature of the activity, the Groups' subsidiaries have several specific accounting policies which are detailed in note 3 (n) for Raiffeisen Leasing sh.a. and in notes 3 (r) and 3 (s), for Raiffeisen INVEST.

(iii) Transactions eliminated on consolidation

Intra-group balances, and any unrealised income and expenses arising from intra-group transactions, are eliminated in full 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.

(b) Foreign currency transactions

Transactions in foreign currencies are translated to the functional currency at exchange rates at the dates of the transactions. Monetary assets and liabilities denominated in foreign currencies at the reporting date are retranslated to the functional currency at the exchange rate at that date.

The foreign currency gain or loss on monetary items is the difference between amortised cost in the functional currency at the beginning of the period, adjusted for effective interest and payments during the period, and the amortised cost in foreign currency translated at the exchange rate at the end of the period. Non-monetary assets and liabilities denominated in foreign currencies that are measured at fair value are retranslated to the functional currency at the exchange rate at the date that the fair value was determined. Foreign currency differences arising on retranslation are recognised in profit or loss.

3. SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

(c) Interest

Interest income and expense are recognised in the consolidated statement of comprehensive income using the effective interest method. The effective interest rate is the rate that exactly discounts the estimated future cash payments and receipts through the expected life of the financial asset or liability (or, where appropriate, a shorter period) to the carrying amount of the financial asset or liability. The effective interest rate is established on initial recognition of the financial asset and liability and is not revised subsequently.

The calculation of the effective interest rate includes all fees paid or received, transaction costs, and discounts or premiums that are an integral part of the effective interest rate. Transaction costs are incremental costs that are directly attributable to the acquisition, issue or disposal of a financial asset or liability.

Interest income and expense presented in the statement of comprehensive income include interest on financial assets and liabilities at amortised cost and interest on available-for-sale investment securities calculated on an effective interest rate basis.

(d) Fees and commission

Fees 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.

Other fees and commission income, including account servicing fees, sales commission, and placement fees, are recognised as the related services are performed.

Other fees and commission expense relates mainly to transaction and service fees, which are expensed as the services are received.

(e) Net trading income

Net trading income comprises gains less losses related to trading assets and liabilities and includes all realised and unrealised fair value changes, interest and foreign exchange differences.

(f) Operating lease and other operating expenses

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.

The operating expenses are recognized when incurred.

(g) Employee benefits

- *Defined contribution plans*

Obligations for contributions to defined contribution pension plans are recognised as an expense in profit or loss when they are due. The Group makes compulsory social security contributions that provide pension benefits for employees upon retirement. The local authorities are responsible for providing the legally set minimum threshold for pensions in Albania under a defined contribution pension plan.

- *Paid annual leave*

The Group recognizes as a liability the undiscounted amount of the estimated costs related to annual leave expected to be paid in exchange for the employee's service for the period completed.

- *Short-term benefits*

Short-term employee benefit obligations are measured on an undiscounted basis and are expensed as the related service is provided.

3. SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

(g) Employee benefits (continued)

- *Short-term benefits (continued)*

A provision is recognised for the amount expected to be paid under short-term cash bonus or profit-sharing plans if the Group has a present legal or constructive obligation to pay this amount as a result of past service provided by the employee and the obligation can be estimated reliably.

- *Termination benefits*

Termination benefits are recognized as an expense when the Group is demonstrably committed, without realistic possibility of withdrawal, to a formal detailed plan to terminate employment before the normal retirement date. Termination benefits for voluntary redundancies are recognized if the Group has made an offer encouraging voluntary redundancy, it is probable that the offer will be accepted, and the number of acceptances can be estimated reliably.

(h) Income tax expense

Income tax expense comprises current and deferred tax. Income tax expense is recognized in the consolidated statement of comprehensive income except to the extent that it relates to items recognized directly in equity, in which case it is recognized in equity. Current tax is the expected tax payable on the taxable income for the year, using tax rates enacted or substantively enacted at the reporting date, and any adjustment to tax payable in respect of previous years. Taxable profit differs from profit as reported in the consolidated statement of comprehensive income because of items of income or expense that are taxable or deductible in other years and items that are never taxable or deductible.

Deferred tax is recognized on temporary differences between the carrying amounts of assets and liabilities in the consolidated financial statements and the corresponding tax bases used in the computation of taxable profit. Deferred tax is measured at the tax rates that are expected to apply in the period in which the liability is settled or the asset realized, based on the tax rates (and tax laws) that have been enacted or substantively enacted by the end of the reporting period.

A deferred tax asset is recognized only to the extent that it is probable that future taxable profits will be available against which deductible temporary differences can be utilized. Deferred tax liabilities are generally recognized for all taxable temporary differences. The carrying amount of deferred tax assets is reviewed at the end of each reporting period and reduced to the extent that it is no longer probable that sufficient taxable profits will be available to allow all or part of the asset to be recovered.

Additional income taxes that arise from the distribution of dividends are recognized at the same time as the liability to pay the related dividend is recognized.

The measurement of deferred tax liabilities and assets reflects the tax consequences that would follow from the manner in which the Group expects, at the end of the reporting period, to recover or settle the carrying amount of its assets and liabilities.

(i) Financial assets and liabilities

i Recognition

The Group initially recognizes loans and advances, and deposits at cost, on the date that they originate. All other financial assets and liabilities are initially recognized on the trade date at which the Group becomes a party to the contractual provisions of the instrument.

ii Derecognition

The Group derecognizes a financial asset when the contractual rights to the cash flows from the asset expire, or 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 Group is recognized as a consolidated asset or liability.

The Group derecognizes a financial liability when its contractual obligations are discharged or cancelled or expire.

3. SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

(i) Financial assets and liabilities (continued)

ii Derecognition (continued)

The Group enters into transactions whereby it transfers assets recognized on its statement of financial position, but retains either all risks and rewards of the transferred assets, or a portion of them. If all or substantially all risks and rewards are retained, then the transferred assets are not derecognized 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. When assets are sold to a third party with a concurrent total rate of return swap on the transferred assets, the transaction is accounted for as a secured financing transaction similar to repurchase transactions.

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

The rights and obligations retained in the transfer are recognized separately as assets and liabilities as appropriate.

In transfers where control over the asset is retained, the Group continues to recognize 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.

iii Amortized 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 amortization using the effective interest method of any difference between the initial amount recognised and the maturity amount, minus any reduction for impairment.

iv Fair value measurement

The determination of fair values of financial assets and financial liabilities is based on quoted market prices or dealer price quotations for financial instruments traded in active markets. For all other financial instruments, fair value is determined by using valuation techniques. Valuation techniques include net present value techniques, the discounted cash flow method, comparison to similar instruments for which market observable prices exist, and valuation models.

The Group uses widely recognised valuation models for determining the fair value of common and more simple financial instruments like options and interest rate and currency swaps. For these financial instruments, inputs into models are market observable.

v Offsetting

Financial assets and liabilities are set off and the net amount presented in the statement of financial position when, and only when, the Group has a legal right to set off the amounts and intends either to settle on a net basis or to realise the asset and settle the liability simultaneously.

Income and expenses are presented on a net basis only when permitted by the accounting standards, or for gains and losses arising from a group of similar transactions such as in the Group's trading activity.

vi Identification and measurement of impairment

At each reporting date the Group assesses whether there is objective evidence that financial assets not carried at fair value through profit or loss are impaired. Financial assets are impaired when objective evidence demonstrates that a loss event has occurred after the initial recognition of the asset, and that the loss event has an impact on the future cash flows on the asset that can be estimated reliably.

The Group considers evidence of impairment at both a specific asset and collective level. All individually significant financial assets are assessed for specific impairment. All significant assets found not to be specifically impaired are then collectively assessed for any impairment that has been incurred but not yet identified. Assets that are not individually significant are then collectively assessed for impairment by grouping together financial assets (carried at amortised cost) with similar risk characteristics.

3. SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

(i) Financial assets and liabilities (continued)

vi Identification and measurement of impairment (continued)

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

In assessing collective impairment the Group uses statistical modelling of historical trends of the probability of default, timing of recoveries and the amount of loss incurred, adjusted for management's judgement as to whether current economic and credit conditions are such that the actual losses are likely to be greater or less than suggested by historical modelling. Default rates, loss rates and the expected timing of future recoveries are benchmarked against actual outcomes to ensure that they remain appropriate.

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

vii Designation at fair value through profit or loss

The Group has designated financial assets and liabilities at fair value through profit or loss when either:

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

(j) Cash and cash equivalents

Cash and cash equivalents include notes and coins on hand, unrestricted balances held with central banks and highly liquid financial assets with original maturities of less than three months, which are subject to insignificant risk of changes in their fair value, and are used by the Group in the management of its short-term commitments.

Cash and cash equivalents are carried at amortised cost in the consolidated statement of financial position.

(k) Trading assets and liabilities

Trading assets and liabilities are those assets and liabilities that the Group acquires or incurs principally for the purpose of selling or repurchasing in the near term, or holds as part of the portfolio that is managed together for the short-term profit or position taking.

Trading assets and liabilities are initially recognised and subsequently measured at fair value in the consolidated statement of financial position with transaction costs taken directly to profit or loss. All changes in fair value are recognised as part of the trading income in profit or loss. Trading assets and liabilities are not reclassified subsequent to their initial recognition.

3. SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

(l) Non-trading derivatives

Derivatives held for risk management purposes include all derivative assets and liabilities that are not classified as trading assets or liabilities. Derivatives are measured at fair value in the consolidated statement of financial position. When a derivative is not held for trading, and is not designated in a qualifying hedge relationship, all changes in its fair value are recognised immediately in profit or loss as a component of net trading income.

The fair value of interest rate swaps is the estimated amount that the Group would receive or pay to terminate the swap at the reporting date, taking into account current interest rates and the current creditworthiness of the swap counterparties. The fair value of forward exchange contracts is their quoted market price at the reporting date, being the present value of the quoted forward price.

(m) Loans and advances

Loans and advances are non-derivative financial assets with fixed or determinable payments that are not quoted in an active market and that the Group does not intend to sell immediately or in the near term.

When the Group is the lessor in a lease agreement that transfers substantially all of the risks and rewards incidental to ownership of an asset to the lessee, the arrangement is presented within loans and advances.

When the Group purchases a financial asset and simultaneously enters into an agreement to resell the asset (or a substantially similar asset) at a fixed price on a future date ("reverse repo"), the arrangement is accounted for as a loan or advance, and the underlying asset is not recognised in the Group's consolidated financial statements.

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.

(n) Finance Leasing

Leases are classified as finance leases whenever substantially all the risks and rewards incidental to legal ownership are transferred by the lessor to the lessee, and thus the lease payment receivables are treated by the Group as repayment of principal and finance income to reimburse and reward for the Group's investment and services. All other leases are classified as operating leases.

Amounts due from lessees under finance leases are recognized as receivables at the amount of the Group net investment in the leases.

Initial direct costs incurred by the Group are included in the initial measurement of the finance lease receivable and reduce the amount of income recognised over the lease term. The interest rate implicit in the lease is defined in such a way that the initial direct costs are included automatically in the finance lease receivable; there is no need to add them separately.

The allocation of finance income is based on a pattern reflecting a constant periodic return on the Company's net investment in the finance lease. Lease payments relating to the period, excluding costs for services, are applied against the gross investment in the lease to reduce both the principal and the unearned finance income.

Minimum lease payments received under finance leases are apportioned between the finance income and the reduction of the outstanding asset.

Contingent lease payments are accounted for by revising the minimum lease payments over the remaining term of the lease when adjustment is confirmed.

3. SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

(o) Investment securities

Investment securities are initially measured at fair value plus incremental direct transaction costs and subsequently accounted for depending on their classification as either held-to-maturity, fair value through profit or loss, or available-for-sale.

i Held-to-maturity

Held-to-maturity investments are assets with fixed or determinable payments and fixed maturity that the Group has the positive intent and ability to hold to maturity, and which are not designated at fair value through profit or loss or available-for-sale. Held-to-maturity investments are carried at amortised cost using the effective interest method.

Any sale or reclassification of a significant amount of held-to-maturity investments not close to their maturity would result in the reclassification of all held-to-maturity investments as available-for-sale, and prevent the Group from classifying investment securities as held-to-maturity for the current and the following two financial years.

ii Fair value through profit or loss

The Group carries some investment securities at fair value, with fair value changes recognised immediately in profit or loss as described in accounting policy 3(i) (vii).

iii Available-for-sale

Available-for-sale investments are non-derivative investments that are not designated as 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.

Interest income is recognised in profit or loss using the effective interest method. Foreign exchange gains or losses on available-for-sale debt security investments are recognised in profit or loss. Other fair value changes are recognised directly in equity until the investment is sold or impaired and the balance in equity is recognised in profit or loss.

(p) Property and equipment

i Recognition and measurement

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

Cost includes expenditures that are directly attributable to the acquisition of the asset. The cost of self-constructed assets includes the cost of materials and direct labour, any other costs directly attributable to bringing the asset to a working condition for its intended use, and the costs of dismantling and removing the items and restoring the site on which they are located.

When parts of an item of property or equipment have different useful lives, they are accounted for as consolidated items (major components) of property and equipment.

ii Subsequent costs

The cost of replacing part of an item of property or equipment is recognised in the carrying amount of the item if it is probable that the future economic benefits embodied within the part will flow to the Group and its cost can be measured reliably. The costs of the day-to-day servicing of property and equipment are recognised in profit or loss as incurred.

(amounts in Lek'000, unless otherwise stated)

3. SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

(p) Property and equipment (continued)

iii Depreciation

Depreciation is recognised in profit or loss on a straight-line basis over the estimated useful lives of each part of an item of property and equipment. Leased assets are depreciated over the shorter of the lease term and their useful lives. Land and work in progress are not depreciated.

The estimated useful lives for the current and comparative periods are as follows:

	2011 (in years)	2010 (in years)
• Buildings	20	20
• Computers, ATM, and IT equipment	4	4
• Vehicles	5	5
• Leasehold improvements	2-4	2-4
• Other (office furniture)	5	5

Useful lives and residual values are reassessed at the reporting date.

(q) Intangible assets

Intangible assets acquired by the Group are stated at cost less accumulated amortisation and accumulated impairment losses.

Subsequent expenditure on intangible assets are capitalised only when it increases the future economic benefits embodied in the specific asset to which it relates. All other expenditure is expensed as incurred.

Amortisation is recognised in profit or loss on a straight-line basis over the estimated useful life of the intangible asset, from the date that it is available for use. The estimate useful life of intangible assets is four years.

Expenditure on research activities, undertaken with the prospect of gaining new scientific or technical knowledge and understanding, is recognised in the consolidated statement of comprehensive income as an expense as incurred.

(r) Raiffeisen voluntary pension fund

Raiffeisen INVEST acts as a Management Company for a Defined Contribution Fund "Fondin e Pensionit Vullnetar Raiffeisen / Raiffeisen Voluntary Pension Fund" (the "Fund") which was approved by the Albanian Financial Supervisory Authority on October 18, 2010.

New law No. 10197 dated on December 10, 2009 "On voluntary pension funds" requirements, include responsibility of the Management Company to prepare separate financial statements for the Company and the Fund.

Raiffeisen Pension Funds Management Company made proper preparations to be in compliance with the new law as of January 1, 2011 including here keeping separate books for the operations of the Company and also of the Fund. In order to achieve this, a software system was purchased in order to calculate the Fund parameters according to the new law on daily basis.

However, due to uncertainties related to the legal reporting framework and lack of policy or regulation regarding the reporting requirements for separate financial statements of the Company and of the Fund at the date of preparation and approval of the financial statements as at and for the year ending December 31, 2010; separate financial statements were not prepared as at December 31, 2010 and therefore the activity and assets of the Fund were included in the Company's operations and financial statements. The Management Company's and Fund's first separate financial statements have been prepared as at and for the year ending December 31, 2011.

3. SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

(r) Raiffeisen voluntary pension fund (continued)

On November 30, 2011, based on decision of the General Assembly of the Sole Shareholder the Management Company's object of activity was extended to include:

- manage voluntary pension funds through collecting and investing funds based on the Law no. 10197, dated December 10, 2009 "On Voluntary Pension Funds", as well as in accordance with the principle of risk-spreading (diversification), for the purpose of providing retirement benefits for the persons that participate in the pension fund. The Company may provide also pensions delivery,
- to establish and/or manage the Collective Investment Undertakings based on the Law no. 10198, dated December 10, 2009 "On collective investment undertakings",
- other activities as defined in the Law no. 10198, dated December 10, 2009 "On collective Investment undertakings".

As at December 31, 2011, the net assets of Raiffeisen voluntary pension fund amount to Lek 73,865 thousand (2010: 66,262 thousand). The number of units offered by the Fund equals to 68,315 units as at December 31, 2011, with unit price amounting to Lek 1,081 (2010: 66,262 units with unit price amounting to Lek 1,000).

(s) Defined contribution plans (Voluntary Pension Fund)

Under a defined contribution plan, the amount of a participant's future benefits is determined by the contributions paid, and the investment earnings of the fund. Obligations are recognized in profit or loss when they are due and are disclosed as interest credited to the pension fund within investment income and income from transactions.

The Fund operates according to law no. 10197, dated December 10, 2009 "For the Voluntary Pension Fund". Also, the investment strategy of Raiffeisen Voluntary Pension Fund's assets is based on the internal policy of investment of the Management Company and the regulation "For the permitted assets, the limitations and maximum limit of the investment of the pension fund" approved by the Albanian Financial Supervisory Authority.

As at December 31, 2011 and 2010 the investment portfolio of the Fund includes government bonds and treasury bills, short term deposits in second level Banks in Albania and other cash and cash equivalents. First Investment Bank Albania sh.a. acts as the custodian bank of Raiffeisen Voluntary Pension Fund.

Net value of assets
The net value of assets is equal with the total of the net assets minus the Fund's obligations.

The value of pension fund unit

The Value of the unit is equal to the net value of assets divided with the number of units at the reporting date. Based in the Fund's policy, the opening value of one unit has been equal to Lek 1,000.

Interest income

Interest income includes incomes from bonds' coupons and interest from deposits. Interest income is presented based on accrual basis.

The fee to the Management company

The Fund should pay to the Management Company a fee of 3% (annually) of net value of assets, expense which is calculated on a daily basis.

Realized gain / losses and unrealized gain / losses

Realized gain / losses are recognized based on the sale of the securities with a difference between the offered price with the value of principal and matured interest of securities bought with premium or discount. These differences are recognized in profit or loss when occurred. Unrealized gain/losses are recognized as the difference between the cost and the fair value. When the securities are sold the unrealized gain/loss is transferred in the profit and loss for the period.

3. SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

(t) Deposits and other financial liabilities

Deposits and other financial liabilities are the Group's main sources of debt funding.

When the Group sells a financial asset and simultaneously enters into a "repo" agreement to repurchase the asset (or a similar asset) at a fixed price on a future date, the arrangement is accounted for as a deposit, and the underlying asset continues to be recognised in the Group's consolidated financial statements.

The Group classifies capital instruments as financial liabilities or equity instruments in accordance with the substance of the contractual terms of the instrument.

Deposits and other financial liabilities are initially measured at fair value plus transaction costs, and subsequently measured at their amortised cost using the effective interest method.

(u) Impairment of non-financial assets

The carrying amounts of the Group's non-financial assets, other than deferred tax assets, are reviewed at each reporting date to determine whether there is any indication of impairment. If any such indication exists then the asset's recoverable amount is estimated.

An impairment loss is recognised if the carrying amount of an asset or its cash-generating unit exceeds its recoverable amount. A cash-generating unit is the smallest identifiable asset group that generates cash flows that largely are independent from other assets and groups. Impairment losses are recognised in profit or loss.

The recoverable amount of an asset or cash-generating unit is the greater of its value in use and its fair value less costs to sell. In assessing value in use, the estimated future cash flows are discounted to their present value using a pre-tax discount rate that reflects current market assessments of the time value of money and the risks specific to the asset.

Impairment losses recognised in prior periods are assessed at each reporting date for any indications that the loss has decreased or no longer exists. An impairment loss is reversed if there has been a change in the estimates used to determine the recoverable amount. An impairment loss is reversed only to the extent that the asset's carrying amount does not exceed the carrying amount that would have been determined, net of depreciation or amortisation, if no impairment loss had been recognised.

(v) Provisions

A provision is recognised if, as a result of a past event, the Group has a present legal or constructive obligation that can be estimated reliably, and it is probable that an outflow of economic benefits will be required to settle the obligation. 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.

(x) Standards and interpretations effective in the current period

The following amendments to the existing standards issued by the International Accounting Standards Board and interpretations issued by the International Financial Reporting Interpretations Committee are effective for the current period:

- **Amendments to IFRS 1 "First-time Adoption of IFRS"** - Severe Hyperinflation and Removal of Fixed Dates for First-time Adopters (effective for annual periods beginning on or after 1 July 2011),
- **Amendments to IFRS 7 "Financial Instruments: Disclosures"** - Transfers of Financial Assets (effective for annual periods beginning on or after 1 July 2011),
- **Amendments to IAS 12 "Income Taxes"** - Deferred Tax: Recovery of Underlying Assets (effective for annual periods beginning on or after 1 January 2012).

The adoption of these amendments to the existing standards and interpretations has not led to any changes in the Group's accounting policies.

3. SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

(y) Standards and Interpretations in issue not yet adopted

At the date of authorisation of these consolidated financial statements the following standards, revisions and interpretations were in issue but not yet effective:

- **IFRS 9 "Financial Instruments"** (effective for annual periods beginning on or after 1 January 2015), published by IASB on 12 November 2009. On 28 September 2010 IASB reissued IFRS 9, incorporating new requirements on accounting for financial liabilities and carrying over from IAS 39 the requirements for derecognition of financial assets and financial liabilities. Standard uses a single approach to determine whether a financial asset is measured at amortised cost or fair value, replacing the many different rules in IAS 39. The approach in IFRS 9 is based on how an entity manages its financial instruments (its business model) and the contractual cash flow characteristics of the financial assets. The new standard also requires a single impairment method to be used, replacing the many different impairment methods in IAS 39. The new requirements on accounting for financial liabilities address the problem of volatility in profit or loss arising from an issuer choosing to measure its own debt at fair value. The IASB decided to maintain the existing amortised cost measurement for most liabilities, limiting change to that required to address the own credit problem. With the new requirements, an entity choosing to measure a liability at fair value will present the portion of the change in its fair value due to changes in the entity's own credit risk in the other comprehensive income section of the income statement, rather than within profit or loss. The adoption of the first phase of IFRS 9, will primary have an effect on the classification and measurement of the bank's financial assets. The Bank is currently assessing the impact of adopting IFRS 9, however, the impact of adoption depends on the assets held by the Bank at the date of adoption, it is not practical to quantify the effect.
- **IFRS 10 "Consolidated Financial Statements"** (effective for annual periods beginning on or after 1 January 2013), published by IASB on 12 May 2011. IFRS 10 replaces the consolidation guidance in IAS 27 Consolidated and Separate Financial Statements and SIC-12 Consolidation — Special Purpose Entities by introducing a single consolidation model for all entities based on control, irrespective of the nature of the investee (i.e., whether an entity is controlled through voting rights of investors or through other contractual arrangements as is common in special purpose entities). Under IFRS 10, control is based on whether an investor has 1) power over the investee; 2) exposure, or rights, to variable returns from its involvement with the investee; and 3) the ability to use its power over the investee to affect the amount of the returns.
- **IFRS 11 "Joint Arrangements"** (effective for annual periods beginning on or after 1 January 2013),
- **IFRS 12 "Disclosures of Involvement with Other Entities"** (effective for annual periods beginning on or after 1 January 2013),
- **IFRS 13 "Fair Value Measurement"** (effective for annual periods beginning on or after 1 January 2013),
- **IAS 27 (revised in 2011) "Separate Financial Statements"** (effective for annual periods beginning on or after 1 January 2013), the requirements relating to separate financial statements are unchanged and are included in the amended IAS 27. The other portions of IAS 27 are replaced by IFRS 10.
- **IAS 28 (revised in 2011) "Investments in Associates and Joint Ventures"** (effective for annual periods beginning on or after 1 January 2013),
- **Amendments to IFRS 1 "First-time Adoption of IFRS"** - Government Loans (effective for annual periods beginning on or after 1 January 2013),
- **Amendments to IFRS 7 "Financial Instruments: Disclosures"** - Offsetting Financial Assets and Financial Liabilities (effective for annual periods beginning on or after 1 January 2013),

3. SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

(y) Standards and interpretations in issue not yet adopted (continued)

- **Amendments to IFRS 9 "Financial Instruments" and IFRS 7 "Financial Instruments: Disclosures"** - Mandatory Effective Date and Transition Disclosures, published by IASB on 16 December 2011. Amendments defer the mandatory effective date from 1 January 2013 to 1 January 2015. The amendments also provide relief from the requirement to restate comparative financial statements for the effect of applying IFRS 9. This relief was originally only available to companies that chose to apply IFRS 9 prior to 2012. Instead, additional transition disclosures will be required to help investors understand the effect that the initial application of IFRS 9 has on the classification and measurement of financial instruments.
- **Amendments to IAS 1 "Presentation of financial statements"** - Presentation of Items of Other Comprehensive Income (effective for annual periods beginning on or after 1 July 2012),
- **Amendments to IAS 19 "Employee Benefits"** - Improvements to the Accounting for Post-employment Benefits (effective for annual periods beginning on or after 1 January 2013),
- **Amendments to IAS 32 "Financial instruments: presentation"** - Offsetting Financial Assets and Financial Liabilities (effective for annual periods beginning on or after 1 January 2014),
- **Amendments to various standards "Improvements to IFRSs (2012)"** resulting from the annual improvement project of IFRS published on 17 May 2012 (IFRS 1, IAS 1, IAS 16, IAS 32, IAS 34) primarily with a view to removing inconsistencies and clarifying wording (amendments are to be applied for annual periods beginning on or after 1 January 2013),
- **IFRIC 20 "Stripping Costs in the Production Phase of a Surface Mine"** (effective for annual periods beginning on or after 1 January 2013).

The Group has elected not to adopt these standards, revisions and interpretations in advance of their effective dates. Except as described above relating to IFRS 9, the Group anticipates that the adoption of these standards, revisions and interpretations will have no material impact on the consolidated financial statements of the Group in the period of initial application.

4. USE OF ESTIMATES AND JUDGMENTS

Management discussed with the Audit Committee the development, selection and disclosure of the Group's critical accounting policies and estimates, and the application of these policies and estimates.

These disclosures supplement the commentary on financial risk management (note 5).

Key sources of estimation uncertainty

Allowances for credit losses

Assets accounted for at amortised cost are evaluated for impairment on a basis described in accounting policy 3(i) (vi). The specific counterparty component of the total allowances for impairment applies to claims evaluated individually for impairment and is based upon management's best estimate of the present value of the cash flows that are expected to be received. In estimating these cash flows, Management makes judgements about the counterparty's financial situation and the net realisable value of any underlying collateral. Each impaired asset is assessed on its merits, and the workout strategy and estimate of cash flows considered recoverable are independently estimated by the Credit Risk function.

Collectively assessed impairment allowances cover credit losses inherent in portfolios of claims with similar economic characteristics when there is objective evidence to suggest that they contain impaired claims, but the individual impaired items cannot yet be identified. A component of collectively assessed allowances is for country risks. In assessing the need for collective loan loss allowances, management considers factors such as credit quality, portfolio size, concentrations, and economic factors. In order to estimate the required allowance, assumptions are made to define the way inherent losses are modelled and to determine the required input parameters, based on historical experience and current economic conditions. The accuracy of the allowances depends on how well these estimate future cash flows for specific counterparty allowances and the model assumptions and parameters used in determining collective allowances.

Determining fair values

The Group measures fair value using Level 2 of the fair value hierarchy that reflects the significance of the inputs used in making the measurements, which is explained as follows:

- 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.

Fair values of financial assets and liabilities that are traded in active markets are based on quoted market process or dealer price quotations. For all other financial instruments the Bank determines fair value using valuation techniques as described in accounting policy 3(i) (iv). For financial instruments that trade infrequently and have little price transparency, fair value is less objective, and requires varying degrees of judgement depending on liquidity, concentration, uncertainty of market factors, pricing assumptions and other risks affecting the specific instrument.

5. FINANCIAL RISK MANAGEMENT

(a) Overview

The Group has exposure to the following risks from its use of financial instruments:

- credit risk
- liquidity risk
- market risks
- operational risks.

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

Risk management framework

The Board of Directors has overall responsibility for the establishment and oversight of the Group's risk management framework. The Board has established the Group Asset and Liability (ALCO) and Credit Committees, which are responsible for developing and monitoring Bank risk management policies in their specified areas. All Board committees have both executive and non-executive members and report regularly to the Board of Directors on their activities.

The Group's risk management policies are established to identify and analyse the risks faced by the Group, to set appropriate risk limits and controls, and to monitor risks and adherence to limits. Risk management policies and systems are reviewed regularly to reflect changes in market conditions, products and services offered. The Group, through its training and management standards and procedures, aims to develop a disciplined and constructive control environment, in which all employees understand their roles and obligations.

The Group Audit Committee is responsible for monitoring compliance with the Group's risk management policies and procedures, and for reviewing the adequacy of the risk management framework in relation to the risks faced by the Group. The Group Audit Committee is assisted in these functions by Internal Audit. Internal Audit undertakes both regular and ad-hoc reviews of risk management controls and procedures, the results of which are reported to the Audit Committee.

Current developments

The Group operates in the condition of a dynamically developing global financial and economic crisis. Its further extension might result in negative implications on the financial position of the Group. The management of the Group performs daily monitoring over all positions of assets and liabilities, income and expenses, as well as the development of the international financial markets, applying the best banking practices. The Management, based on this, analyses profitability, liquidity and the cost of funds and implements adequate measures in respect to credit, market (primarily interest rate) and liquidity risk, thus limiting the possible negative effects from the global financial and economic crisis. In this way the Group responds to the challenges of the market environment, maintaining a stable capital and liquidity position.

(b) Credit risk

Credit risk is the risk of financial loss to the Group if a customer or counterparty to a financial instrument fails to meet its contractual obligations, and arises principally from the Group's loans and advances to customers and other banks and investment securities. For risk management reporting purposes, the Group considers all elements of credit risk exposure (such as individual obligor default risk, country and sector risk).

For risk management purposes, credit risk arising on trading securities is managed independently, but reported as a component of market risk exposure.

(amounts in Lek'000, unless otherwise stated)

5. FINANCIAL RISK MANAGEMENT (CONTINUED)

(b) Credit risk (continued)

Management of credit risk

The Board of Directors has delegated responsibility for the management of credit risk to its Bank Credit Committee. A consolidated Bank Credit Risk Management division, reporting to the Bank Credit Committee, is responsible for oversight of the Group's credit risk, including:

- Formulating credit policies in consultation with business units, covering collateral requirements, credit assessment, risk grading and reporting, documentary and legal procedures, and compliance with regulatory and statutory requirements.
- Establishing the authorisation structure for the approval and renewal of credit facilities. Authorisation limits are allocated to Bank Credit Committee or the Board of Directors as appropriate.
- Reviewing and assessing credit risk Bank Credit assesses all credit exposures in excess of designated limits, prior to facilities being committed to customers by the business unit concerned. Renewals and reviews of facilities are subject to the same review process.
- Limiting concentrations of exposure to counterparties, geographies and industries (for loans and advances), and by issuer, credit rating band, market liquidity and country (for investment securities).
- Developing and maintaining the Group's risk grading in order to categorise exposures according to the degree of risk of financial loss faced and to focus management on the attendant risks. The risk grading system is used in determining where impairment provisions may be required against specific credit exposures. The current risk grading framework consists of ten grades reflecting varying degrees of risk of default and the availability of collateral or other credit risk mitigation. The responsibility for setting risk grades lies with the final approving executive as appropriate. Risk grades are subject to regular reviews by Bank Credit Risk Management Division.
- Reviewing compliance of business units with agreed exposure limits, including those for selected industries, country risk and product types. Regular reports are provided to Bank Credit Risk Management division on the credit quality of local portfolios and appropriate corrective action is taken.
- Providing advice, guidance and specialist skills to business units to promote best practice throughout the Group in the management of credit risk.

Each business unit is required to comply with Bank credit policies and procedures. Regular audits of business units and Bank Credit Risk Management Division processes are undertaken by Internal Audit.

(i) Investment securities

	Investments held for trading		Held-to-maturity investment securities	
	2011	**2010**	**2011**	**2010**
Neither past due nor impaired (internal rating used)				
Country rate: B4	39,202,048	38,668,174	105,760,202	95,361,970
Carrying amount	**39,202,048**	**38,668,174**	**105,760,202**	**95,361,970**

(amounts in Lek'000, unless otherwise stated)

5. FINANCIAL RISK MANAGEMENT (CONTINUED)

(b) Credit risk (continued)

(ii) Loans and advances to customers

	Loans and advances to customers	
	2011	**2010**
Individually impaired		
Grade 5: Impaired	12,930,870	13,756,492
Gross amount	12,930,870	13,756,492
Allowance for impairment	(9,294,945)	(7,371,477)
Carrying amount (A)	**3,635,925**	**6,385,015**
Portfolio based allowance for losses		
Enterprises		
Grade 1	428,255	1,779,924
Grade 1.5	4,952,394	2,455,105
Grade 2	9,096,202	6,996,709
Grade 2.5	9,923,276	6,159,445
Grade 3	7,861,843	8,883,553
Grade 3.5	30,023,186	27,622,333
Grade 4	19,655,201	10,996,767
Grade 4.5	11,359,095	5,662,388
Grade 5 (unrated)	5,312,078	3,094,198
	98,611,530	**73,650,422**
Private individuals	23,449,830	20,269,831
Gross amount	122,061,361	93,920,253
Allowance for impairment	(1,571,004)	(1,906,837)
Carrying amount (B)	**120,490,357**	**92,013,416**
Past due but not impaired comprises:		
30-60 days:	8,687,743	4,062,973
60-180 days:	5,430,914	5,920,829
Carrying amount	**14,118,658**	**9,983,802**
Total carrying amount (A+B)	**124,126,282**	**98,398,431**

Impaired loans and securities

Impaired loans and securities are loans and securities for which the Group determines that it is probable that it will be unable to collect all principal and interest due according to the contractual terms of the loan / securities agreement(s). These loans are graded 0.5 to 5 in the Group's internal credit risk grading system.

Past due but not impaired loans

Loans and securities where contractual interest or principal payments are past due but the Group believes that impairment is not appropriate on the basis of the level of security / collateral available and / or the stage of collection of amounts owed to the Group.

(amounts in Lek'000, unless otherwise stated)

5. FINANCIAL RISK MANAGEMENT (CONTINUED)

(b) Credit risk (continued)

Loans with renegotiated terms

Loans with renegotiated terms are loans that have been restructured due to deterioration in the borrower's financial position and where the Group has made concessions that it would not otherwise consider. Once the loan is restructured it remains in this category independent of satisfactory performance after restructuring.

Allowances for impairment

The Group establishes an allowance for impairment losses that represents its estimate of incurred losses in its loan portfolio. The main components of this allowance are a specific loss component that relates to individually significant exposures, and a collective loan loss allowance established for Banks of homogeneous assets in respect of losses that have been incurred but have not been identified on loans subject to individual assessment for impairment.

Write-off policy

The Group writes off a loan / security balance (and any related allowances for impairment losses) when the Bank Problem Loans Committee determines that the loans / securities are uncollectible. This determination is reached after considering information such as the occurrence of significant changes in the borrower / issuer's financial position such that the borrower / issuer can no longer pay the obligation, or that proceeds from collateral will not be sufficient to pay back the entire exposure.

Set out below is an analysis of the gross and net (of allowances for impairment) amounts of individually impaired assets by risk grade.

	Loans and advances to customers	
	Gross	**Net**
31 December 2011		
Individually impaired		
Grade 5:Impaired	12,930,870	3,635,925
Total	**12,930,870**	**3,635,925**
31 December 2010		
Individually impaired		
Grade 5:Impaired	13,756,492	6,385,015
Total	**13,756,492**	**6,385,015**

(amounts in Lek'000, unless otherwise stated)

5. FINANCIAL RISK MANAGEMENT (CONTINUED)

(b) Credit risk (continued)

The Group holds collateral against loans and advances to customers in the form of mortgage interests over property, other registered securities over assets, and guarantees. Estimates of fair value are based on the value of collateral assessed at the time of borrowing, and generally are not updated except when a loan is individually assessed as impaired. Collateral generally is not held over loans and advances to banks, except when securities are held as part of reverse repurchase and securities borrowing activity. Collateral usually is not held against investment securities, and no such collateral was held at 31 December 2011 and 31 December 2010.

			2011	2010
	Against individually impaired	**Against collectively impaired**	**Total**	**Total**
Property	2,687,430	29,537,713	32,225,143	30,545,492
Pledge	1,033,614	13,297,683	14,331,297	16,275,405
Cash	-	2,362,302	2,362,302	1,464,482
Guarantee	-	8,568,610	8,568,610	5,605,221
Total	**3,721,044**	**53,766,308**	**57,487,352**	**53,890,600**

Minimum lease payments receivable

The finance lease is presented within loans and advances to customers. A reconciliation of gross investment to present value of minimum lease payments receivable is presented below:

	Finance lease 2011	2010
Gross investment in the lease	5,229,009	4,376,787
Unearned financial income	(702,103)	(460,328)
	4,526,906	**3,916,459**

Settlement risk

The Group's activities may give rise to risk at the time of settlement of transactions and trades. Settlement risk is the risk of loss due to the failure of a company to honour its obligations to deliver cash, securities or other assets as contractually agreed.

For certain types of transactions the Group mitigates this risk by conducting settlements through a settlement / clearing agent to ensure that a trade is settled only when both parties have fulfilled their contractual settlement obligations. Settlement limits form part of the credit approval / limit monitoring process described earlier. Acceptance of settlement risk on free settlement trades requires transaction specific or counterparty specific approvals from Group Risk Management.

(amounts in Lek'000, unless otherwise stated)

5. FINANCIAL RISK MANAGEMENT (CONTINUED)

(b) Credit risk (continued)

The Group monitors concentrations of credit risk by sector and by geographic location. An analysis of concentrations of credit risk as at 31 December 2011 and 31 December 2010 is shown below:

						31 December 2011
	Individual	Corporate	SME	Micro - Business	Employees	Total
Overdraft	**2,642,981**	**45,407,105**	**6,770,969**	**1,620,777**	**61,162**	**56,502,994**
Credit Card	**228,592**	-	-	-	**31,427**	**260,019**
Loans						
Short term	138,979	327,478	183,357	42,942	1,971	**694,727**
Medium term	3,823,889	22,859,189	3,677,216	1,933,416	160,827	**32,454,537**
Long term	9,603,044	17,415,120	3,460,370	408,470	429,692	**31,316,696**
minus Administrative fee	(184,390)	(251,533)	(62,858)	(41,936)	-	**(540,717)**
	13,381,522	**40,350,254**	**7,258,085**	**2,342,892**	**592,490**	**63,925,243**
Mortgage	**7,818,371**	-	-	**363,262**	**1,294,814**	**9,476,447**
Other	**479,391**	**2,817,067**	**1,259,795**	**266,074**	**5,200**	**4,827,527**
Total (Note 10)	**24,550,857**	**88,574,426**	**15,288,849**	**4,593,005**	**1,985,093**	**134,992,230**

						31 December 2010
	Individual	Corporate	SME	Micro - Business	Employees	Total
Overdraft	**2,140,669**	**41,451,933**	**6,170,865**	**1,438,393**	**47,346**	**51,249,206**
Credit Card	**139,727**	-	-	-	**21,380**	**161,107**
Loans						
Short term	167,179	859,802	67,832	11,020	1,353	**1,107,186**
Medium term	3,301,330	12,323,906	4,014,808	1,388,944	139,835	**21,168,823**
Long term	8,480,345	10,610,195	2,831,090	145,627	220,878	**22,288,135**
minus Administrative fee	(171,862)	(201,341)	(73,273)	(35,302)	-	**(481,778)**
	11,776,992	**23,592,562**	**6,840,457**	**1,510,289**	**362,066**	**44,082,366**
Mortgage	**6,741,975**	-	-	**289,329**	**1,112,391**	**8,143,695**
Other	**390,269**	**2,319,627**	**1,103,222**	**222,322**	**4,931**	**4,040,371**
Total (Note 10)	**21,189,632**	**67,364,122**	**14,114,544**	**3,460,333**	**1,548,114**	**107,676,745**

(amounts in Lek'000, unless otherwise stated)

5. FINANCIAL RISK MANAGEMENT (CONTINUED)

(b) Credit risk (continued)

Carrying amount at 31 December 2011	Loans and advances to customers	Restricted balances	Investments held for trading	Held-to-maturity investments
Albania	128,241,875	24,967,257	39,202,048	105,760,202
North America	-	-	-	-
Europe	6,750,355	704,194	-	-
Total	**134,992,230**	**25,671,451**	**39,202,048**	**105,760,202**

Carrying amount at 31 December 2010	Loans and advances to customers	Restricted balances	Investments held for trading	Held-to-maturity investments
Albania	106,845,558	23,450,374	38,668,174	95,361,970
North America	-	194,082	-	-
Europe	831,187	15,872,197	-	-
Total	**107,676,745**	**39,516,653**	**38,668,174**	**95,361,970**

(c) Liquidity risk

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

Management of liquidity risk

The Group's approach to managing liquidity is to ensure, as far as possible, that it will always have sufficient liquidity to meet its liabilities when due, under both normal and severe market or internal conditions, without incurring unacceptable losses or risking damage to the Group's reputation.

Treasury receives information from other business units regarding the liquidity profile of their financial assets and liabilities and details of other projected cash flows arising from projected future business. Treasury then maintains a portfolio of short-term liquid assets, largely made up of short-term liquid investment securities, loans and advances to banks and other inter-bank facilities, to ensure that sufficient liquidity is maintained within the Group. The liquidity requirements of business units and subsidiaries are met through short-term loans from Treasury to cover any short-term fluctuations and longer term funding to address any structural liquidity requirements.

The daily liquidity position is monitored and regular liquidity stress testing is conducted under a variety of scenarios covering both normal and more severe market conditions. All liquidity policies and procedures are subject to review and approval by ALCO.

(amounts in Lek'000, unless otherwise stated)

5. FINANCIAL RISK MANAGEMENT (CONTINUED)

(c) Liquidity risk (continued)

The following table shows the undiscounted cash flows on the Group's financial assets and liabilities on the basis of their earliest possible contractual maturity. The Group's expected cash flows on these instruments vary significantly from this analysis. For example, demand deposits from customers are expected to maintain a stable or increasing balance; and unrecognised loan commitments are not all expected to be drawn down immediately.

Residual contractual maturities of financial assets and liabilities

							31 December 2011
	Up to 1 month	1 to 3 months	3 to 6 months	6 to 12 months	Over 1 year	Non-specific	Total
Assets							
Cash and cash equivalents	24,076,796	-	-	-	-	-	**24,076,796**
Restricted balances	25,671,451	-	-	-	-	-	**25,671,451**
Investments held for trading	154	183,589	351	3,422,133	35,567,460	28,361	**39,202,048**
Investments held to maturity	5,154,953	7,841,373	21,790,003	20,397,332	50,576,541	-	**105,760,202**
Loans and advances to customers	15,017,849	12,101,269	9,351,355	37,798,823	60,722,934	(10,865,948)	**124,126,282**
Other assets	56,673	203,854	746,212	50	-	-	**1,006,789**
Total	**69,977,876**	**20,330,085**	**31,887,921**	**61,618,338**	**146,866,935**	**(10,837,587)**	**319,843,568**
Liabilities							
Due to financial institutions	4,224,854	-	1,110,555	-	-	-	**5,335,409**
Repurchase agreements sold	6,200,238	1,949,850	-	-	-	-	**8,150,088**
Due to customers	97,190,318	36,822,061	35,126,592	104,209,111	5,167,529	-	**278,515,611**
Other liabilities	988,439	248,703	-	1,067	-	-	**1,238,209**
Total	**108,603,849**	**39,020,614**	**36,237,147**	**104,210,178**	**5,167,529**	**-**	**293,239,317**
Liquidity risk at 31 December 2011	**(38,625,973)**	**(18,690,529)**	**(4,349,226)**	**(42,591,840)**	**141,699,406**	**(10,837,587)**	**26,604,251**
Cumulative	**(38,625,973)**	**(57,316,502)**	**(61,665,728)**	**(104,257,568)**	**37,441,838**	**26,604,251**	**-**

(amounts in Lek'000, unless otherwise stated)

5. FINANCIAL RISK MANAGEMENT (CONTINUED)

(c) Liquidity risk (continued)

							31 December 2010
	Up to 1 month	1 to 3 months	3 to 6 months	6 to 12 months	Over 1 year	Non-specific	Total
Assets							
Cash and cash equivalents	19,253,928	-	-	-	-	-	**19,253,928**
Restricted balances	23,297,417	-	-	-	-	-	**23,297,417**
Investments held for trading	940,102	2,437,593	540,620	8,736,179	26,013,680	-	**38,668,174**
Investments held to maturity	3,355,359	7,374,413	17,145,885	21,221,561	46,264,752	-	**95,361,970**
Loans and advances to customers	10,498,949	8,273,110	17,458,292	28,503,709	42,942,685	(9,278,314)	**98,398,431**
Other assets	304,783	91,272	635,239	42	-	-	**1,031,336**
Total	**57,650,538**	**18,176,388**	**35,780,036**	**58,461,491**	**115,221,117**	**(9,278,314)**	**276,011,256**
Liabilities							
Due to financial institutions	2,772,814	-	1,112,255	-	-	-	**3,885,069**
Repurchase agreements sold	5,769,403	2,542,175	-	-	-	-	**8,311,578**
Due to customers	91,790,507	31,430,567	27,247,817	81,188,305	4,871,776	66,262	**236,595,234**
Other liabilities	1,272,053	50,182	-	-	-	-	**1,322,235**
Total	**101,604,777**	**34,022,924**	**28,360,072**	**81,188,305**	**4,871,776**	**66,262**	**250,114,116**
Liquidity risk at 31 December 2010	**(43,954,239)**	**(15,846,536)**	**7,419,964**	**(22,726,814)**	**110,349,341**	**(9,344,576)**	**25,897,140**
Cumulative	**(43,954,239)**	**(59,800,775)**	**(52,380,811)**	**(75,107,625)**	**35,241,716**	**25,897,140**	**-**

(amounts in Lek'000, unless otherwise stated)

5. FINANCIAL RISK MANAGEMENT (CONTINUED)

(d) Market risk

Market risk is the risk that changes in market prices, such as interest rate, equity prices, foreign exchange rates and credit spreads (not relating to changes in the obligor's / issuer's credit standing) will affect the Group's income or the value of its holdings of financial instruments. The objective of market risk management is to manage and control market risk exposures within acceptable parameters, while optimising the return on risk.

Management of market risks

The Group separates its exposure to market risk between trading and non-trading portfolios. Trading portfolios include positions arising from market making and proprietary position taking, together with financial assets and liabilities that are managed on a fair value basis.

Overall authority for market risk is vested in ALCO. Bank Risk is responsible for the development of detailed risk management policies (subject to review and approval by ALCO) and for the day-to-day review of their implementation.

The Group is exposed to the effects of fluctuations in the prevailing foreign currency exchange rates on its financial position and cash flows.

Exposure to foreign exchange risk

The Group is exposed to currency risk through transactions in foreign currencies. As the currency in which the Group presents it financial statements is the Albanian Lek, the Group's financial statements are effected by movements in the exchange rates between the Albanian Lek and other currencies. The Board of Directors sets limits on the level of exposure for both overnight and intra-day positions, which are monitored daily by Treasury and the Middle-office.

Exposure to interest rate risk

The principal risk to which non-trading portfolios are exposed is the risk of loss from fluctuations in the future cash flows or fair values of financial instrument because of a change in market interest rates. Interest rate risk is managed principally through monitoring interest rate gaps and by having pre-approved limits for reprising bands. The ALCO is the monitoring body for compliance with these limits and is assisted by Risk Management in its day-to-day monitoring activities.

The management of interest rate risk against interest rate gap limits is supplemented by monitoring the sensitivity of the Group's financial assets and liabilities to various standard and non-standard interest rate scenarios. Standard scenarios that are considered on a regular basis include a 100 basis point (bp) parallel fall or rise in all yield curves. An analysis of the Group's sensitivity to an increase or decrease in market interest rates (assuming no asymmetrical movement in yield curves and a constant financial position) is as follows:

2011	**up to 1 Year scenarios**		**over 1 Year scenarios**	
	100 bp increase	100 bp decrease	100 bp increase	100 bp decrease
Estimated profit / (loss) effect	(525,831)	525,831	1,416,994	(1,416,994)

2010	**up to 1 Year scenarios**		**over 1 Year scenarios**	
	100 bp increase	100 bp decrease	100 bp increase	100 bp decrease
Estimated profit / (loss) effect	(266,108)	266,108	1,103,493	(1,103,493)

(amounts in Lek'000, unless otherwise stated)

5. FINANCIAL RISK MANAGEMENT (CONTINUED)

(d) Market risks (continued)

Overall interest rate risk positions are managed by Treasury, which uses investment securities, advances to banks and deposits from banks to manage the overall position arising from the Group's trading and non-trading activities.

A summary of the Group's interest rate re-pricing analysis is as follows:

							31 December 2011
	Up to 1 month	**1 to 3 months**	**3 to 6 months**	**6 to 12 months**	**Over 1 year**	**Non-specific**	**Total**
Assets							
Cash and cash equivalents	24,076,796	-	-	-	-	-	**24,076,796**
Restricted balances	25,671,451	-	-	-	-	-	**25,671,451**
Investments held for trading	154	183,589	351	3,422,133	35,567,460	28,361	**39,202,048**
Investments held to maturity	5,154,953	7,841,373	21,790,003	20,397,332	50,576,541	-	**105,760,202**
Loans and advances to customers	14,707,838	21,992,400	19,166,141	62,405,245	8,571,620	(2,716,962)	**124,126,282**
Other assets	56,673	203,854	746,212	50	-	-	**1,006,789**
Total	**69,667,865**	**30,221,216**	**41,702,707**	**86,224,760**	**94,715,621**	**(2,688,601)**	**319,843,568**
Liabilities							
Due to financial institutions	4,224,854	-	1,110,555	-	-	-	**5,335,409**
Repurchase agreements sold	6,200,238	1,949,850	-	-	-	-	**8,150,088**
Due to customers	97,190,318	36,822,061	35,126,592	104,209,111	5,167,529	-	**278,515,611**
Other liabilities	988,439	248,703	-	1,067	-	-	**1,238,209**
Total	**108,603,849**	**39,020,615**	**36,237,147**	**104,210,178**	**5,167,529**	**-**	**293,239,317**
Gap as at 31 December 2011	**(38,935,983)**	**(8,799,398)**	**5,465,560**	**(17,985,418)**	**89,548,092**	**(2,688,601)**	**26,604,251**

(amounts in Lek'000, unless otherwise stated)

5. FINANCIAL RISK MANAGEMENT (CONTINUED)

(d) Market risks (continued)

	Up to 1 month	1 to 3 months	3 to 6 months	6 to 12 months	Over 1 year	Non-specific	31 December 2010 Total
Assets							
Cash and cash equivalents	19,253,928	-	-	-	-	-	**19,253,928**
Restricted balances	23,297,417	-	-	-	-	-	**23,297,417**
Investments held for trading	940,102	2,437,593	540,620	8,736,179	26,013,680	-	**38,668,174**
Investments held to maturity	3,355,359	7,374,413	17,145,885	21,221,561	46,264,752	-	**95,361,970**
Loans and advances to customers	56,667,711	5,008,359	12,507,798	23,017,208	4,121,537	(2,924,182)	**98,398,431**
Other assets	304,782	91,272	635,240	42	-	-	**1,031,336**
Total	**103,819,299**	**14,911,637**	**30,829,543**	**52,974,990**	**76,399,969**	**(2,924,182)**	**276,011,256**
Liabilities							
Due to financial institutions	2,772,814	-	1,112,255	-	-	-	**3,885,069**
Repurchase agreements sold	5,769,403	2,542,175	-	-	-	-	**8,311,578**
Due to customers	91,790,507	31,430,567	27,247,817	81,188,305	4,871,776	66,262	**236,595,234**
Other liabilities	1,272,053	50,182	-	-	-	-	**1,322,235**
Total	**101,604,777**	**34,022,924**	**28,360,072**	**81,188,305**	**4,871,776**	**66,262**	**250,114,116**
Gap asat 31 December 2010	**2,214,522**	**(19,111,287)**	**2,469,471**	**(28,213,315)**	**71,528,193**	**(2,990,444)**	**25,897,140**

(amounts in Lek'000, unless otherwise stated)

5. FINANCIAL RISK MANAGEMENT (CONTINUED)

(d) Market risks (continued)

The analysis of assets and liabilities as at 31 December 2011 and 31 December 2010 by the foreign currencies in which they were denominated was as follows:

					31 December 2011					31 December 2010
	Lek	EUR	USD	Other	Total	Lek	EUR	USD	Other	Total
Assets										
Cash and cash equivalents	1,650,416	18,134,089	655,624	3,636,667	**24,076,796**	2,305,046	13,183,654	291,341	3,473,887	**19,253,928**
Restricted balances	14,686,115	9,565,521	1,419,815	-	**25,671,451**	14,095,123	7,807,619	1,394,675	-	**23,297,417**
Investments held for trading	39,202,048	-	-	-	**39,202,048**	38,668,174	-	-	-	**38,668,174**
Investments held to maturity	105,760,202	-	-	-	**105,760,202**	95,361,970	-	-	-	**95,361,970**
Loans and advances to customers	36,424,392	73,233,659	14,011,743	456,488	**124,126,282**	32,681,022	54,878,236	10,360,745	478,428	**98,398,431**
Property and equipment	1,808,116	-	-	-	**1,808,116**	1,565,787	-	-	-	**1,565,787**
Intangibles	609,060	-	-	-	**609,060**	296,588	-	-	-	**296,588**
Equity Investments	25,713	-	-	-	**25,713**	17,237	-	-	-	**17,237**
Goodwill	92,783	-	-	-	**92,783**	92,783	-	-	-	**92,783**
Other assets	475,348	974,755	22,746	8,995	**1,481,846**	152,753	840,834	30,367	7,382	**1,031,336**
Total	**200,734,193**	**101,908,024**	**16,109,928**	**4,102,152**	**322,854,297**	**185,236,483**	**76,710,343**	**12,077,128**	**3,959,697**	**277,983,651**
Liabilities										
Due to financial institutions	709,542	3,870,046	491,162	264,659	**5,335,409**	733,595	2,500,320	261,356	389,798	**3,885,069**
Repurchase agreements sold	8,150,088	-	-	-	**8,150,088**	8,311,578	-	-	-	**8,311,578**
Due to customers	164,166,405	95,408,013	15,038,674	3,902,519	**278,515,611**	149,892,603	71,769,546	11,451,566	3,481,519	**236,595,234**
Income tax payable	125,375	-	-	-	**125,375**	81,296	-	-	-	**81,296**
Deferred tax liabilities	10,258	-	-	-	**10,258**	134,597	-	-	-	**134,597**
Other liabilities	910,931	165,522	93,371	68,385	**1,238,209**	838,927	412,740	231,559	(160,991)	**1,322,235**
Non-Controlling Interest	84,917	-	-	-	**84,917**	68,955	-	-	-	**68,955**
Shareholder's equity	29,394,430	-	-	-	**29,394,430**	27,584,687	-	-	-	**27,584,687**
Total	**203,551,946**	**99,443,581**	**15,623,207**	**4,235,563**	**322,854,297**	**187,646,238**	**74,682,606**	**11,944,481**	**3,710,326**	**277,983,651**
Net Position	**(2,817,753)**	**2,464,443**	**486,721**	**(133,411)**	**-**	**(2,409,755)**	**2,027,737**	**132,647**	**249,371**	**-**

5. FINANCIAL RISK MANAGEMENT (CONTINUED)

(e) Operational risks

Operational risk is the risk of direct or indirect loss arising from a wide variety of causes associated with the Group's processes, personnel, technology and infrastructure, and from external factors other than credit, market and liquidity risks such as those arising from legal and regulatory requirements and generally accepted standards of corporate behaviour. Operational risks arise from all of the Group's operations and are faced by all business entities.

The Group's objective is to manage operational risk so as to balance the avoidance of financial losses and damage to the Group's reputation with overall cost effectiveness and to avoid control procedures that restrict initiative and creativity.

The primary responsibility for the development and implementation of controls to address operational risk is assigned to senior management within each business unit. This responsibility is supported by the development of overall Group standards for the management of operational risk in the following areas:

- requirements for appropriate segregation of duties, including the independent authorisation of transactions
- requirements for the reconciliation and monitoring of transactions
- compliance with regulatory and other legal requirements
- documentation of controls and procedures
- requirements for the periodic assessment of operational risks faced, and the adequacy of controls and procedures to address the risks identified
- requirements for the reporting of operational losses and proposed remedial action
- development of contingency plans
- training and professional development
- ethical and business standards
- risk mitigation, including insurance where this is effective.

Compliance with Bank standards is supported by a programme of periodic reviews undertaken by Internal Audit. The results of Internal Audit reviews are discussed with the management of the business unit to which they relate, with summaries submitted to the Audit Committee and senior management of the Group.

(f) Capital management

Regulatory capital of the Bank

The Bank monitors the adequacy of its capital using, among other measures, the rules and ratios established by the Albanian regulator, the Bank of Albania ("BoA"), which ultimately determines the statutory capital required to underpin its business. The regulation "On capital adequacy" is issued pursuant to Law No. 8269 date 23.12.1997 "On the Bank of Albania", and "Banking Law of the Republic of Albania".

Capital Adequacy Ratio

The Capital Adequacy Ratio is the proportion of the regulatory capital to risk weighted assets and off balance-sheet items, expressed as a percentage. The minimum required Capital Adequacy Ratio is 12%.

The Modified Capital Adequacy Ratio is the proportion of the base capital to risk-weighted assets and off balance-sheet items, expressed as a percentage. The minimum modified capital adequacy ratio is 6%.

(amounts in Lek'000, unless otherwise stated)

5. FINANCIAL RISK MANAGEMENT (CONTINUED)

(f) Capital management (continued)

Risk-Weighted Assets (RWAs)

Assets are weighted according to broad categories of notional risk, being assigned a risk weighting according to the amount of capital deemed to be necessary to support them. Five categories of risk weights (0%, 20%, 50%, 100%, 150%) are applied; for example cash and money market instruments have a zero risk weighting which means that no capital is required to support the holding of these assets. Property and equipment carries a 100% risk weighting, meaning that it must be supported by capital equal to 12% of the carrying amount.

Off-balance-sheet credit related commitments are taken into account. The amounts are then weighted for risk using the same percentages as for on-balance-sheet assets.

	31 December 2011	31 December 2010
Total risk weighted assets	143,347,914	128,257,915
Total risk weighted off balance exposures	3,236,312	2,179,598
Total	**146,584,226**	**130,437,513**
Regulatory capital	22,214,348	22,323,927
Capital adequacy ratio	**15.15%**	**17.11%**

The modified capital adequacy ratio is equal to the capital adequacy ratio.

Regulatory capital of Supplementary Pension Funds Management Company (subsidiary of the Bank)

Based on Law no 10197 dated December 10, 2010, supplementary pension funds Management Companies, should, at any time, maintain a minimum capital of 15,625 thousand Lek, calculated as the net assets of the Company in the statement of financial position. When the value of pension fund's net assets under administration of the management company, exceeds the amount of Lek 31,250 thousand, the management company should increase the capital, to the extent that increase in capital is at least equal to 0.02% of the amount by which the value of pension fund's net assets under administration exceed the above mentioned limit. However, it is not necessary for the capital to be increased beyond a limit of Lek 1,250,000 thousand. As at December 31, 2011 and 2010, Raiffeisen INVEST (in 2010: Shoqëria Administruese e Fondeve të Pensionit Raiffeisen – Raiffeisen Pension Funds Management Company sh.a) is in compliance with legal requirements on regulatory capital.

Regulatory capital of Leasing Company (subsidiary of the Bank)

Based on the regulation of the Bank of Albania "Licencing of Nonbanking institutions" the finance leasing activity is included in the activities of nonbanking financial institutions and among others, the requirement for minimul capital to start leasing activities is 100,000 thousand Lek. As at December 31, 2011 and 2010, Raiffeisen Leasing sh.a is in compliance with legal requirements on regulatory capital.

The Group's policy is to maintain a strong capital base so as to maintain investor, creditor and market confidence and to sustain future development of the business. The impact of the level of capital on shareholder return is also recognised and the Group recognises the need to maintain a balance between the higher returns that might be possible with greater gearing and the advantages and security afforded by a sound capital position.

The Group and its individually regulated operations have complied with all externally imposed capital requirements throughout the period.

There have been no material changes in the Group's management of capital during the period.

6. FAIR VALUES OF FINANCIAL ASSETS AND LIABILITIES

Cash and cash equivalents

Cash and cash equivalents include inter-bank placements and items in the course of collection. As loans, advances and overnight deposits are short term and at floating rates, their fair value is considered to equate to their carrying amount.

Investment securities

Investment securities include treasury bills, government bonds and municipality bonds. The fair value for these investment securities has been estimated using a discounted cash flow model based on a current yield curve appropriate for the remaining term to maturity.

As at 31 December 2011, the fair value of held-to-maturity investment securities is approximately Lek 105,760,202 thousand (31 December 2010: Lek 93,361,970 thousand) whilst their carrying value is Lek 105,760,202 thousand (31 December 2010: Lek 93,361,970 thousand).

Loans and advances to customers

Loans and advances are net of allowances for impairment. The Group's loan portfolio has an estimated fair value approximately equal to its book value due to either their short term nature or underlying interest rates which approximate market rates. The majority of the loan portfolio is subject to re-pricing within a year.

Due to customers

The estimated fair value of deposits with no stated maturity, which include non-interest bearing deposits, is the amount repayable on demand. The fair value of time deposits with stated maturity as at 31 December 2011 is approximately Lek 278,534,109 thousand (31 December 2010: Lek 236,569,811 thousand) whilst their carrying value is Lek 278,515,611 thousand (31 December 2010: Lek 236,595,234 thousand).

Due to banks and financial institutions

The estimated fair value of amounts due to banks and financial institutions have an estimated fair value approximately equal to their carrying amount because of either their short-term nature and underlying interest rates, which approximate market rates.

(amounts in Lek'000, unless otherwise stated)

7. CASH AND CASH EQUIVALENTS

	31 December 2011	31 December 2010
Cash on hand	3,202,231	2,237,732
Central Bank		
Current accounts	3,785	796,960
Banks		
Current accounts with resident banks	156	1,414
Current accounts with non-resident banks	108,190	124,906
Deposits with resident banks	-	1,151,852
Deposits with non-resident banks	20,762,434	14,941,064
Total	**24,076,796**	**19,253,928**

Current accounts with the Bank of Albania bear no interest.

The annual interest rates on term deposits with non-resident banks as at 31 December 2011 vary from 0.08% to 0.95% (31 December 2010: 0.1% to 0.65%). There are no deposits with resident banks as at 31 December 2011 (31 December 2010: deposits with resident banks bear interest of 1.9 %).

8. RESTRICTED BALANCES

	31 December 2011	31 December 2010
Central Bank		
Statutory reserves	24,967,257	22,297,108
Banks		
Guarantee accounts	704,194	1,000,309
Total	**25,671,451**	**23,297,417**

In accordance with the Bank of Albania's requirement relating to the deposit reserve, the Group should maintain a minimum of 10% of customer deposits with the Central Bank as a reserve account. The statutory reserve is not available for the Groups' day-to-day operations.

Interest on statutory reserves in the Central Bank is calculated as follows:

-Lek balances: 70% of the repurchase agreements rate: 5% per annum as of 31 December 2011 (31 December 2010: 3.5% per annum);

-EUR balances: 0% per annum as of 31 December 2011 (31 December 2010: 0.70% per annum); and

-USD balances: 0% per annum as of 31 December 2011 (31 December 2010: 0.09% per annum).

(amounts in Lek'000, unless otherwise stated)

9. INVESTMENT IN SECURITIES

9.1 Investments held for trading

Securities held for trading comprise treasury bills and bonds of Albanian Government bonds as follows:

	31 December 2011	31 December 2010
Treasury bills	395,779	204,840
Government Bonds	38,806,269	38,463,334
Total	**39,202,048**	**38,668,174**

Treasury bills as at 31 December 2011 relate to zero-coupon treasury bills of the Government of Albania, with maturities ranging between January 2011 to December 2011, with yields ranging from 6.74% to 7.73% per annum (31 December 2010: from 5.4% to 8.95%).

Government Bonds as at 31 December 2011 represent 2-year, 3-year, 5-year and 7-year bonds denominated in Lek issued by the Government of Albania with coupon rates ranging from 7.60% to 11.00% per annum (31 December 2010: from 7.65% to 11.00%).

9.2 Held-to-maturity investment securities

The held-to-maturity investment securities comprise treasury bills and bonds of Albanian Government as follows:

		31 December 2011	31 December 2010
Treasury bills	9.2.1	31,244,414	30,817,440
Government Bonds	9.2.2	74,515,788	64,544,530
Total		**105,760,202**	**95,361,970**

As at 31 December 2011 treasury bills with a carrying amount of Lek 8,150,088 thousand (2010: 8,311,578) were pledged as security for the repurchase agreements portfolio (refer to note 16).

9.2.1 Treasury Bills

Treasury bills as at 31 December 2011 relate to zero-coupon treasury bills of the Government of Albania, with maturities ranging between January 2011 to December 2011, with yields ranging from 7.38% to 11.00% per annum (31 December 2010: from 5.4% to 9.86%).

	31 December 2011	31 December 2010
Nominal value of treasury bills	32,284,819	31,843,453
Unamortized discount	(1,040,405)	(1,026,013)
Total	**31,244,414**	**30,817,440**

(amounts in Lek'000, unless otherwise stated)

9. INVESTMENT IN SECURITIES (CONTINUED)

9.2.2 Government Bonds

Government Bonds as at 31 December 2011 represent 2-year, 3-year, 5-year and 7-year bonds denominated in Lek issued by the Government of Albania with coupon rates ranging from 5.48% to 8.55% per annum (31 December 2010: from 7.65% to 11.29%).

	31 December 2011	31 December 2010
Nominal value of bonds	72,791,688	62,961,254
Unamortized discount	20,655	27,628
Accrued interest	1,703,445	1,555,648
Total	**74,515,788**	**64,544,530**

10. LOANS AND ADVANCES TO CUSTOMERS

	31 December 2011	31 December 2010
Loans and advances to customers	134,992,230	107,676,745
Allowance for loan loss impairment	(10,865,948)	(9,278,314)
Net carrying amount	**124,126,282**	**98,398,431**

Movements in net allowance for loan loss impairment are as follows:

	31 December 2011	31 December 2010
Balance at the beginning of the year	9,278,314	5,948,672
Loan provision expense of the period	1,988,176	4,329,544
Reversal of provision	(60,870)	(46,083)
Usage	(339,672)	(953,819)
Balance at the end of the year	**10,865,948**	**9,278,314**

The interest rates of loans and advances to customers vary from 3.34% to 11.37% p.a. in foreign currencies and from 8.18% to 18.18% p.a. in Lek (31 December 2010: from 4.22% to 10.75% p.a. in foreign currencies and from 10.34% to 18.22% p.a. in Lek).

11. PROPERTY, EQUIPMENT AND INTANGIBLE ASSETS

	31 December 2011	31 December 2010
Property and equipment	1,808,116	1,565,787
Intangible assets	609,060	296,588
Total	**2,417,176**	**1,862,375**

There are no assets pledged as collateral as at 31 December 2011 (2010: none).

(amounts in Lek'000, unless otherwise stated)

11. PROPERTY, EQUIPMENT AND INTANGIBLE ASSETS (CONTINUED)

	Software	Licenses	Land and buildings	Computers and ATMs	Vehicles	Work in progress	Other	Total
Cost								
Balance at 1 January 2010	581,675	244,494	1,087,956	1,737,169	288,863	45,919	501,976	**4,488,052**
Additions	64,796	24,255	1,454	86,105	26,459	215,838	36,863	**455,770**
Disposals	(412)	-	(6,012)	(39,208)	(23,506)	-	(15,587)	**(84,725)**
Transfer from work in progress	-	-	47,519	66,468	432	(124,245)	9,826	-
Balance at 31 December 2010	**646,059**	**268,749**	**1,130,917**	**1,850,534**	**292,248**	**137,512**	**533,078**	**4,859,097**
Balance at 1 January 2011	646,059	268,750	1,130,917	1,850,534	292,248	137,512	533,078	**4,859,098**
Additions	399,770	24,249	-	295,032	47,930	301,034	79,565	**1,147,580**
Disposals	(17,390)	-	(12,770)	(67,035)	(93,591)	(5)	(33,345)	**(224,136)**
Transfer from work in progress	-	-	105,396	70,884	76,474	(282,724)	29,970	-
Balance at 31 December 2011	**1,028,439**	**292,999**	**1,223,543**	**2,149,415**	**323,061**	**155,817**	**609,268**	**5,782,542**
Accumulated Depreciation								
Balance at 1 January 2010	(376,177)	(138,604)	(259,388)	(1,300,494)	(176,886)	-	(277,774)	**(2,529,323)**
Charge for the period	(60,950)	(42,489)	(80,034)	(227,476)	(47,284)	-	(79,792)	**(538,025)**
Disposals	-	-	577	38,461	17,372	-	14,216	**70,626**
Balance at 31 December 2010	**(437,127)**	**(181,093)**	**(338,845)**	**(1,489,509)**	**(206,798)**	-	**(343,350)**	**(2,996,722)**
Balance at 1 January 2011	(437,128)	(181,093)	(338,844)	(1,489,509)	(206,797)	-	(343,352)	**(2,996,723)**
Charge for the period	(57,962)	(47,426)	(85,662)	(230,922)	(53,344)	-	(85,622)	**(560,938)**
Disposals	11,229	-	297	66,651	86,473	-	27,645	**192,295**
Balance at 31 December 2011	**(483,861)**	**(228,519)**	**(424,209)**	**(1,653,780)**	**(173,668)**	-	**(401,329)**	**(3,365,366)**
Carrying amount								
As at 1 January 2010	**205,498**	**105,890**	**828,568**	**436,675**	**111,977**	**45,919**	**224,202**	**1,958,729**
As at 31 December 2010	**208,932**	**87,656**	**792,072**	**361,025**	**85,450**	**137,512**	**189,728**	**1,862,375**
As at 31 December 2011	**544,579**	**64,480**	**799,334**	**495,636**	**149,393**	**155,817**	**207,939**	**2,417,176**

(amounts in Lek'000, unless otherwise stated)

12. EQUITY INVESTMENTS

The Group owns 2,355 shares in Visa Inc. with a total value of Lek 25,713 thousand (2010: Lek 17,237 thousand).

13. GOODWILL

During the year 2008, Raiffeisen Bank has purchased 100% of the shares of the American Suplementary Private Pension Institute of Albania, in amount of Lek 109,648 thousand. The purchase has been approved by the Albanian Financial Supervisory Authority based on decision nr.30, dated March 26, 2010, registered on the Albanian National Register on April 23, 2010 and now it is known as Raiffeisen INVEST – Shoqëri Administruese e Fondeve të Pensionit dhe Sipërmarrjeve të Investimeve Kolektive sh.a. ("Raiffeisen INVEST"). Raiffeisen INVEST has a paid in capital of Lek 90 million. The Group has calculated goodwill on acquisition date as the excess of the cost of the business combination over the identified net assets of the acquired entity, resulting in amount of Lek 92,783 thousand. The indentified net assets of the acquired entity at acquisition date approximate their fair value amounting Lek 16,865 thousand.

Goodwill has been tested for impairment as required by IAS 36 "Impairment of Assets". The recoverable value of the subsidiary (the cash generating unit to which goodwill has been allocated) as at December 31, 2011, is not higher than book value and therefore goodwill is considered not to be impaired. No impairment loss has been recognized in the consolidated statement of comprehensive income.

14. OTHER ASSETS

	31 December 2011	31 December 2010
VAT receivable	740,240	633,675
Inventories	377,085	80,662
Prepaid expenses and accruals	185,493	101,181
Sundry debtors, net	122,542	81,136
Money gram	56,486	133,181
Withholding tax receivable	-	1,501
Total	**1,481,846**	**1,031,336**

Sundry debtors, net are comprised as follows:

	31 December 2011	31 December 2010
Sundry debtors	136,096	94,690
Provisions for losses from other debtors	(13,554)	(13,554)
Total Sundry debtors, net	**122,542**	**81,136**

There is no movement in the provisions for sundry debtors as at December 31, 2011 and 2010.

(amounts in Lek'000, unless otherwise stated)

15. DUE TO FINANCIAL INSTITUTIONS

	31 December 2011	31 December 2010
Current accounts		
Resident banks and financial institutions	29,503	70,764
Non-resident banks and financial institutions	153,137	149,838
	182,640	**220,602**
Deposits		
Resident banks and financial institutions	4,889,503	3,276,020
Non-resident banks and financial institutions	263,266	388,447
Total	**5,335,409**	**3,885,069**

The annual interest rates for borrowed funds from financial institutions varied from 0.25% to 4.70% during the year ended 31 December 2011 (2010: 0.5% to 5.05%).

16. REPURCHASE AGREEMENTS SOLD

The repurchase agreements totalling Lek 8,150,088 thousand as at 31 December 2011 (2010: Lek 8,311,578 thousand) relate to repurchase agreements with Bank of Albania with maturities from 28 to 91 days. They bear interest, which varies from 4.75% to 5.44% p.a (2010: 5.05% to 5.43% p.a). Treasury bills with a carrying amount of Lek 8,150,088 thousand as of 31 December 2011 (2010: Lek 8,311,578 thousand) were pledged as security for these repurchase agreements (see Note 9.2).

17. DUE TO CUSTOMERS

	31 December 2011	31 December 2010
Deposits	228,085,196	192,161,766
Current accounts	47,525,416	42,041,500
Other accounts	2,904,999	2,391,968
Total	**278,515,611**	**236,595,234**

For current accounts and time deposits the annual interest rates applicable for the various fixed terms during the period from 1 January to 31 December 2011 were as follows:

(in %)	Lek	USD	EUR
Current accounts	0.01-1.50	0.01-0.30	0.01-0.50
Demand deposits	0.25-7.00	0.10-4.20	0.10-4.70
Time deposits – 3 month	4.00-5.10	0.40-2.30	1.25-2.30
Time deposits – 6 month	4.30-5.30	0.80-2.70	1.35-2.70
Time deposits – 9 month	4.50-6.00	1.10-3.00	1.40-3.00
Time deposits – 12 month	5.40-7.00	1.15-3.40	1.50-3.40
Time deposits – 24 month	5.50-7.30	1.30-3.45	1.55-3.45
Time deposits – 36 month	5.60-7.50	1.40-3.50	1.60-3.50
Time deposits – 60 month	5.80-7.60	1.60-3.55	1.65-3.55

(amounts in Lek'000, unless otherwise stated)

17. DUE TO CUSTOMERS (CONTINUED)

Balances due to customers by maturity and currency are as follows:

	31 December 2011			31 December 2010		
	Lek	**Foreign currency**	**Total**	**Lek**	**Foreign currency**	**Total**
Current accounts	**24,248,734**	**23,276,682**	**47,525,416**	**23,605,427**	**18,436,073**	**42,041,500**
Deposits						
On demand	3,621,670	3,417,656	**7,039,326**	3,911,039	3,845,356	**7,756,395**
1 month - 3 months	7,512,089	9,603,786	**17,115,875**	6,749,462	10,379,620	**17,129,082**
3 months - 6 months	10,075,884	14,056,827	**24,132,711**	10,723,871	12,911,126	**23,634,997**
6 months - 12 months	17,780,752	12,501,673	**30,282,425**	17,743,940	9,610,270	**27,354,210**
12 months - 24 months	90,200,929	44,940,364	**135,141,293**	76,427,916	28,191,660	**104,619,576**
24 months - 36 months	4,212,036	1,192,579	**5,404,615**	4,536,198	1,085,273	**5,621,471**
36 months	679,639	256,923	**936,562**	793,845	506,824	**1,300,669**
60 months	841,540	3,082,538	**3,924,078**	685,678	490,801	**1,176,479**
Accrued interest on deposits	3,326,752	781,560	**4,108,312**	3,067,767	501,120	**3,568,887**
	138,251,291	**89,833,906**	**228,085,196**	**124,639,716**	**67,522,050**	**192,161,766**
Other accounts						
Guarantee deposits	1,084,002	1,226,522	**2,310,524**	1,012,052	728,516	**1,740,568**
Cheques in circulation	-	-	**-**	-	9	**9**
Dormant customer accounts	122,414	9,897	**132,311**	122,492	8,861	**131,353**
Other	459,964	2,199	**462,163**	513,610	6,428	**520,038**
	1,666,380	**1,238,618**	**2,904,998**	**1,648,154**	**743,814**	**2,391,968**
Total	**164,166,405**	**114,349,206**	**278,515,611**	**149,893,297**	**86,701,937**	**236,595,234**

(amounts in Lek'000, unless otherwise stated)

18. DEFERRED TAX LIABILITIES

The movement in the deferred income tax account is as follows:

	31 December 2011	31 December 2010
Balance at the beginning of the year	(134,597)	(202,464)
Deferred tax benefit relating to the origination and reversal of temporary differences	9,222	67,867
Balance at the end of the year	**(125,375)**	**(134,597)**

Movements in temporary differences during the year are recognised in the consolidated statement of comprehensive income.

Deferred tax has been calculated based on the enacted tax rate for 2011 of 10% (2010: 10%). As at 31 December 2011 and 31 December 2010 deferred tax assets and liabilities have been recognized for the following items:

	31 December 2011	31 December 2010
Deferred tax asset		
Accelerated depreciation	76,564	67,341
Deferred lease disbursement fees	1,383	1,383
Other assets recognized as expenses	181	181
	78,128	**68,905**
Deferred tax liability		
Allowance for impairment losses	(203,503)	(203,503)
	(203,503)	**(203,503)**
Net deferred tax liabilities	**(125,375)**	**(134,597)**

19. OTHER LIABILITIES

	31 December 2011	31 December 2010
Other creditors	376,955	213,852
Accrued expenses	338,454	361,592
Due to employees	221,155	216,634
Withholding tax payable	107,343	109,859
Provision for contingent liabilities	80,530	-
Deferred income	51,301	41,211
Provision for litigation	31,778	43,005
Due to social insurance	29,597	25,372
Other liabilities	1,096	310,710
Total	**1,238,209**	**1,322,235**

Included in "Accrued expenses" is an amount of Lek 180,702 thousand (2010: Lek 172,511 thousand) of accrued deposit insurance premium payable for customers' deposits.

Other liabilities as at December 31, 2010 comprise Bank's suspense accounts. Suspense accounts comprise clearing accounts for debit and credit cards, payments and other items.

(amounts in Lek'000, unless otherwise stated)

19. OTHER LIABILITIES (CONTINUED)

The movements in the provision for litigation are as follows:

	31 December 2011	31 December 2010
Balance at the beginning of the year	43,005	3,829
Provision expense for the year	-	40,276
Reversal of provision for the year	(11,227)	(1,100)
Balance at the end of the year	**31,778**	**43,005**

20. SHARE CAPITAL

The Bank's capital is equal to Lek 9,926,093 thousand compounded by 7,000 shares of nominal value 1,418,013 Lek each. (2010: Lek 9,926,093 thousand compounded by 7,000 shares of nominal value Lek 1,418,013).

21. GENERAL RESERVE

In June 2006, the Group created a general reserve of Lek 850 million based on the decision of the Group's sole shareholder dated 17 May 2006. The general reserve was created from the distribution of net profit after tax and before dividends of fiscal year 2005 in accordance with the law No. 7638, dated 19 November 1992, "On commercial companies" and the decision of the Supervisory Council of the Bank of Albania No. 51, dated 22 April 1999.

In June 2010, the Group created an additional general reserve of Lek 1,950 million based on the decision of the Group's sole shareholder dated 9 June 2011. The general reserve was created from the distribution of net profit after tax and before dividends of fiscal year 2010 in accordance with the law No. 9901, dated April 14, 2008, "On commercial companies" and the decision of the Supervisory Council of the Bank of Albania No. 51, dated 22 April 1999.

On June 25, 2010 the General Assembly of the Sole Shareholder of Raiffeisen INVEST, decided to distribute the net profit of 2009 by creating a legal reserve in the amount of Lek 1 million and transferring the remaining balance to cover accumulated losses.

In May 2011, the Bank created other reserve of Lek 3,500 million based on the decision of the Bank's sole shareholder dated 19 May 2011. The general reserve was created from the distribution of net profit after tax of fiscal year 2010 in accordance with the law No. 9901, dated April 14, 2008, "On commercial companies" and the decision of the Supervisory Council of the Bank of Albania No. 51, dated 22 April 1999.

Also, on May 30, 2011, Raiffeisen Leasing, based on the decision of the Company's sole shareholder, created an additional reserve of Lek 12,3 million. The legal reserve was created from the distribution of net profit after tax of fiscal year 2010.

Further on June 30, 2011 the general reserve was increased by an amount of Lek 1 million transferred from the net profit of 2010 of Raiffeisen INVEST.

22. SINCE ACQUISITION RESERVES OF THE SUBSIDIARY

On May 30, 2011, Raiffeisen Bank Sh.a. and Raiffeisen Leasing International GmbH., as shareholders of Raiffeisen Leasing sh.a. decided to increase the share capital of Raiffeisen Leasing sh.a. by distribution of retained earnings with an amount of Lek 83 million. Since acquisition reserves of the subsidiary represents the excess of the Bank's holding in the subscribed share capital of Raiffeisen Leasing sh.a. amounting to Lek 156 million as at December 31, 2011 (2010: Lek 92.25 million) over the cost of the investment amounting to Lek 92.25 million as at December 31, 2011 and 2010.

(amounts in Lek'000, unless otherwise stated)

23. NON-CONTROLLING INTEREST

Based on the decision of the Group's sole shareholder dated 7 April 2006, in collaboration with Raiffeisen - Leasing International Gesellschaft m.b.H, the Group has incorporated a leasing company in the Republic of Albania in the form of a joint stock company to provide leasing in accordance with the applicable Albanian legislation on Financial Leasing. The Group participates with a share of 75%. The remaining share of 25% is owned by Raiffeisen -Leasing International Gesellschaft m.b.H.

	Raiffeisen -Leasing International Gesellschaft m.b.H.	
	2011	**2010**
% of holding	25%	25%
Capital	52,008	30,750
Current year profit	15,962	16,947
Legal reserve	3,075	-
Accumulated profit	13,872	21,258
Non-controlling interest, net value	**84,917**	**68,955**

24. INTEREST INCOME

Interest income by category is as follows:

	Year ended 31 December 2011	Year ended 31 December 2010
Loans and advances to customers	10,679,349	10,014,180
Investment securities	8,596,747	8,458,365
Bank deposits	699,526	613,975
Reverse repurchase agreement bought	370	-
Total	**19,975,992**	**19,086,520**

25. INTEREST EXPENSE

Interest expense by category is as follows:

	Year ended 31 December 2011	Year ended 31 December 2010
Customers	7,098,295	6,179,096
Reverse repurchase agreement	448,053	820,057
Banks	127,102	106,697
Total	**7,673,450**	**7,105,850**

(amounts in Lek'000, unless otherwise stated)

26. FEE AND COMMISSION INCOME

Fees and commissions received were comprised as follows:

	Year ended 31 December 2011	Year ended 31 December 2010
Funds transfers	853,175	879,800
Lending activities	241,877	253,038
Other banking services	310,648	252,800
Total	**1,405,700**	**1,385,638**

27. FEE AND COMMISSION EXPENSE

Fees and commissions paid were comprised as follows:

	Year ended 31 December 2011	Year ended 31 December 2010
Payments transfer business	245,371	245,503
Loan and guarantee business	6,115	11,768
Other banking services	55,734	20,228
Total	**307,220**	**277,499**

28. NET TRADING INCOME

	Year ended 31 December 2011	Year ended 31 December 2010
Income from transactions with securities	1,742,357	1,981,021
Foreign exchange gains	238,327	111,337
Total	**1,980,684**	**2,092,358**

29. NET OTHER OPERATING INCOME

	Year ended 31 December 2011	Year ended 31 December 2010
Other revenue	81,127	134,940
Other expenses	(182,961)	(130,928)
Total	**(101,834)**	**4,012**

In "Other revenues" is included income from sale of fixed assets amounting to Lek 36,525 thousand (2010: Lek 14,754 thousand). "Other expenses" represent withholding tax amounting to Lek 26,144 thousand (2010: Lek 14,112 thousand) and Penalties and Fees amounting to Lek 99,638 thousand (2010: Lek 10,194 thousand).

(amounts in Lek'000, unless otherwise stated)

30. DEPOSIT INSURANCE PREMIUM

Legislation from 18 October 2002, determined that banks should pay a deposit insurance premium. This premium is based on the rate of 0.5% per annum, payable quarterly and is calculated as a percentage of the daily average deposit balances up to Lek 2,500,000 (2010: Lek 2,500,000) for individuals for the period from October to December of the previous calendar year.

31. PERSONNEL EXPENSES

	Year ended 31 December 2011	Year ended 31 December 2010
Salaries	1,926,041	1,751,581
Social insurance	232,810	202,325
Personnel training	47,779	39,341
Other personnel costs	12,941	47,574
Total	**2,219,571**	**2,040,820**

32. GENERAL AND ADMINISTRATIVE EXPENSES

	Year ended 31 December 2011	Year ended 31 December 2010
Office space expenses	551,228	431,378
IT cost	516,441	355,715
Advertising, PR and promotional expenses	324,672	289,466
Sundry administrative expenses	145,543	135,614
Legal, advisory and consulting expenses	115,341	166,251
Office supplies	84,357	54,320
Communication expenses	68,020	60,424
Car expenses	49,331	34,695
Travelling expenses	32,700	24,014
Security expenses	23,650	25,900
Total	**1,911,283**	**1,577,777**

Consultancy and legal fees include head office management charge totalling Lek 7,641 thousand in 2011 (2010: Lek 76,150 thousand).

(amounts in Lek'000, unless otherwise stated)

33. INCOME TAX

Income tax in Albania is assessed at the rate of 10% (2010: 10%) of taxable income:

	Year ended 31 December 2011	Year ended 31 December 2010
Current tax	780,430	761,939
Deferred taxes	(9,222)	(67,867)
Total	**771,208**	**694,072**

The following is a reconciliation of income taxes calculated at the applicable tax rate to income tax expense.

		Year ended 31 December		
	Tax rate	2011	Tax rate	2010
Profit before taxes		**7,856,490**		**6,055,051**
Prima facie tax calculated at 10% (2010: 10%)	10.00%	785,649	10.0%	605,505
Non tax deductible expenses	(0.09%)	(6,930)	0.5%	88,567
Not recognised temporary differences	(0.10%)	(7,511)	-	-
Reduction in tax rate	-	-	-	-
Income tax expense	**9.82%**	**771,208**	**10.5%**	**694,072**

34. CONTINGENCIES AND COMMITMENTS

	31 December 2011			31 December 2010
	Lek	Foreign currency	Total	Total
Contingent liabilities				
Bank Guarantees issued	802,076	6,860,678	7,662,754	4,590,224
Letters of Credit	391,008	2,938,207	3,329,215	485,827
Unused credit lines	3,890,995	4,034,812	7,925,807	7,606,007
Finance lease commitments	-	-	-	3,960
Litigation	31,778	-	31,778	43,005
Total	**5,115,857**	**13,833,697**	**18,949,554**	**12,729,023**
Contingent assets				
Bank Guarantees received	23,298	419,069	442,367	2,652,161
Operating lease commitments	116,004	1,077,373	1,193,377	698,539
Total	**139,302**	**1,496,442**	**1,635,744**	**3,350,700**

Most of the above bank guarantees and letters of credit are for periods of less than one year and are collateralized by customer escrow deposits.

(amounts in Lek'000, unless otherwise stated)

34. CONTINGENCIES AND COMMITMENTS (CONTINUED)

Litigation

As at 31 December 2011 the Group was involved in various claims and legal proceedings of a nature considered normal to its business. The level of these claims and legal proceedings corresponds to the level of claims and legal proceedings in previous years. The Group's Management is of the opinion that no material losses will be incurred in relation to legal claims outstanding at 31 December 2011 and at 31 December 2010.

Lease commitments

The Group has entered into non-cancelable lease commitments for the Head Office and the branches. Such commitments as at 31 December 2011 and 31 December 2010 are as follows:

	31 December 2011	31 December 2010
Not later than 1 year	379,649	222,480
Later than 1 year and not later than 5 years	762,742	476,060
Later than 5 years	50,986	-
Total	**1,193,377**	**698,540**

35. RELATED PARTIES

Parent and ultimate controlling party and fellow subsidiaries

The Group has a related party relationship with Raiffeisen Bank International AG, Raiffeisen Zentralbank Osterreich Aktiengesellshafft (RZB AG), and with follow subsidiaries.

The aggregate value of transactions and outstanding balances relating to these entities were as follows:

	31 December 2011	31 December 2010
Amounts due from:		
Raiffeisen Bank International AG	14,170,288	2,679,404
Raiffeisen Bank Kosovo	635	4,585
Assets total	**14,170,923**	**2,683,989**
Amounts due to:		
Raiffeisen Bank International AG	(377,850)	(410,195)
Raiffeisen Bank Kosovo	(10,578)	-
Liabilities total	**(388,428)**	**(410,195)**

The aggregate value of the contingent liabilities of the Group to these entities as at 31 December 2011 was Lek 908,110 thousand (31 December 2010: Lek 1,100,442 thousand) and represents Bank Guarantees and Letters of Credit.

(amounts in Lek'000, unless otherwise stated)

34. RELATED PARTIES (CONTINUED)

	2011	2010
Net interest income		
Raiffeisen Bank International AG	57,426	(3,611)
Raiffeisen Bank Kosovo	(28)	37
Net fee and commission expense		
RZB AG		(13,300)
Raiffeisen Bank International AG	(17,299)	816
Raiffeisen Bank d.d. Bosna i Hercegovina	1,001	(5)
Raiffeisen Bank Kosovo	-	(10)
Raiffeisen Bank Bulgaria Ead	-	(29,614)
Tatra Banka	(17,559)	(54,766)
Ukrainian Processing Center	(53,098)	(66,253)
Regional Card Processing Centre,s.r.o	(68,771)	(13,300)
Purchase of assets and operating expenses		
RZB AG	(150)	(36)
Raiffeisen Bank International AG	(225,006)	(193,568)
Tatra Banka	(1,925)	(2,397)
RSC Raiffeisen Daten Service Center GmbH	(304)	(273)
Centralised Raiffeisen International Services & Payments S.R.L.	(20,847)	(10,807)
Raiffeisen Leasing International G. m.b.H	(1,405)	(1,568)
Transactions, net	**(347,965)**	**(388,655)**

Administrators

The aggregate value of transactions and outstanding balances relating to the Administrators were as follows:

	2011	2010
Statement of financial position		
Amounts due from administrators	103,782	81,977
Amounts due to administrators	(54,070)	(15,508)
Net balances due from administrators	**49,712**	**66,469**
Statement of comprehensive income		
Wages, salaries and bonuses	(197,991)	(169,060)
Total	**(197,991)**	**(169,060)**

Subsidiary

The Bank holds 75% of the shares of Raiffeisen Leasing sh.a. Consequently, the Bank consolidates this entity. The Bank holds 100% of the shares of Raiffeisen INVEST. Consequently, the Bank consolidates this entity.

36. EVENTS AFTER THE REPORTING PERIOD

On March 29, 2012 the share capital of Raiffeisen Bank Sh.a. was further increased by EUR 15 mio (equivalent of Lek 2,130 mio) by distribution of retained earnings.

On April 15, 2012, the share capital of Raiffeisen Bank Sh.a., was further increased by EUR 15 mio (equivalent of Lek 2,122.5 mio) by distribution of retained earnings.

Also, based on decision by the Assembly meeting of the sole shareholder as at January 9, 2012, an amount of EUR 15 million was distributed as dividend to the shareholder of the Bank. Dividend distribution was also made of out of retained earnings.

The Supervisory Board of the Bank of Albania, in its meeting on April 25, 2012, gave prior approval for the transfer of 100 % shares of the participation in the share capital of Raiffeisen Bank Sh.a, Albania, from Raiffeisen Bank International AG Austria to Raiffeisen SEE Region Holding Gmbh Austria. After this approval, the Bank has started pursuing the legal requirements for the registration of the new shareholder.

On December 13, 2011, the Albanian Financial Supervisory Authority approved "Raiffeisen Prestigj", the new investment fund to be managed by Raiffeisen INVEST – Shoqëri Administruese e Fondeve të Pensionit dhe Sipërmarrjeve të Investimeve Kolektive, which was subsequently launched in February 2012.

There are no other significant events after the reporting period that may require adjustment or disclosure in the consolidated financial statements.