

# Fibank

*My bank*



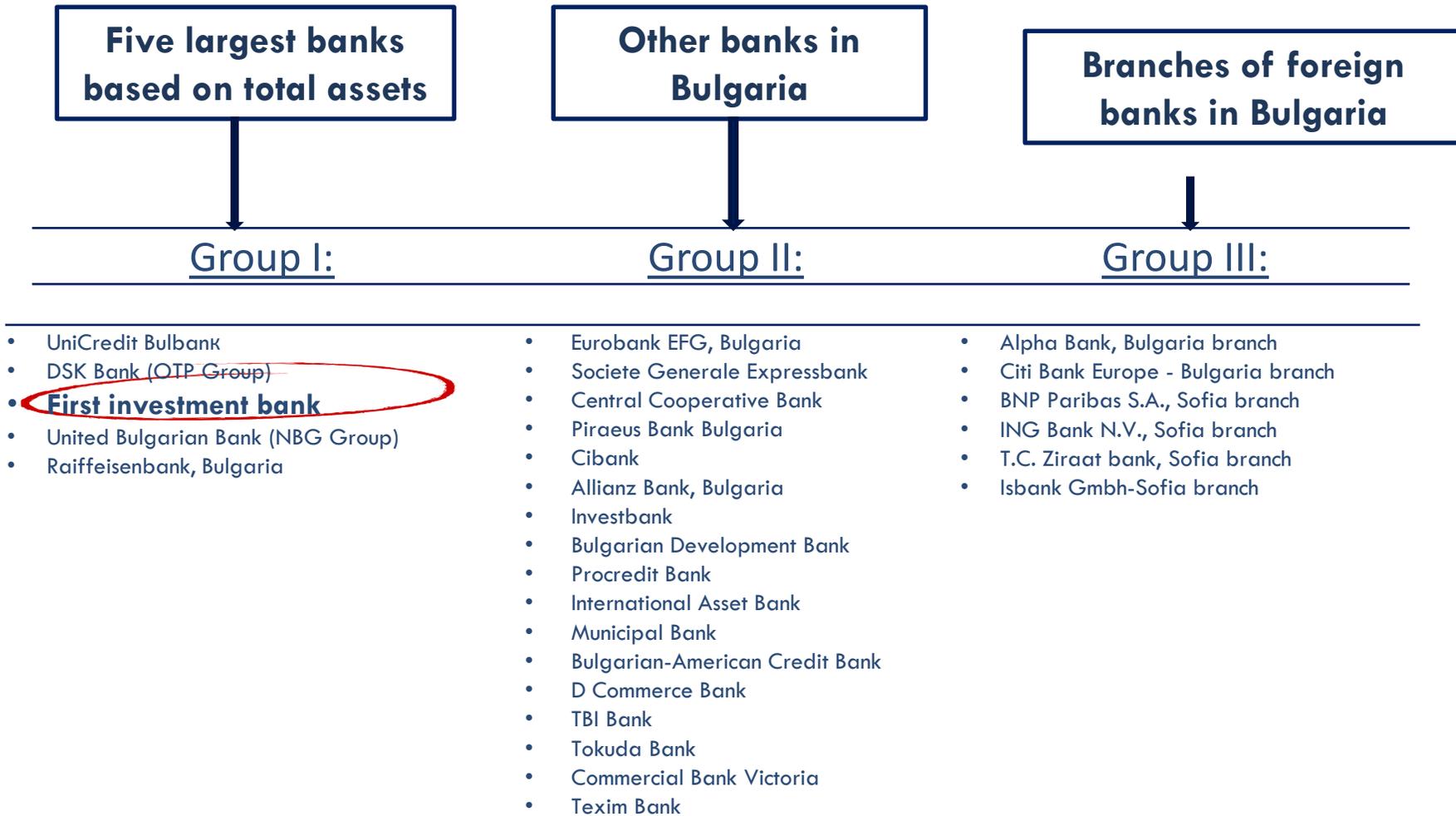
## Highlights 2015

\*unconsolidated, unaudited data

01/02/2016  
Sofia

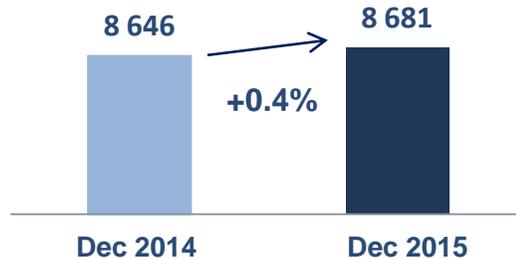
- ◆ Banking sector and FIBank's market position at the end of Q3 of 2015
- ◆ Balance sheet as at 31/12/2015
- ◆ Profit as at 31/12/2015
- ◆ Key ratios

The Bulgarian banking sector consists of 28 banks, subdivided into three groups based on BNB classification :



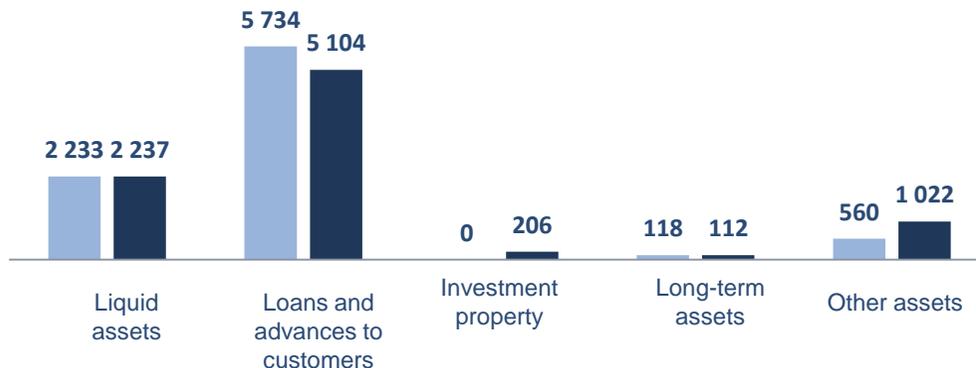
(in mln BGN)

## Total assets



## Asset structure

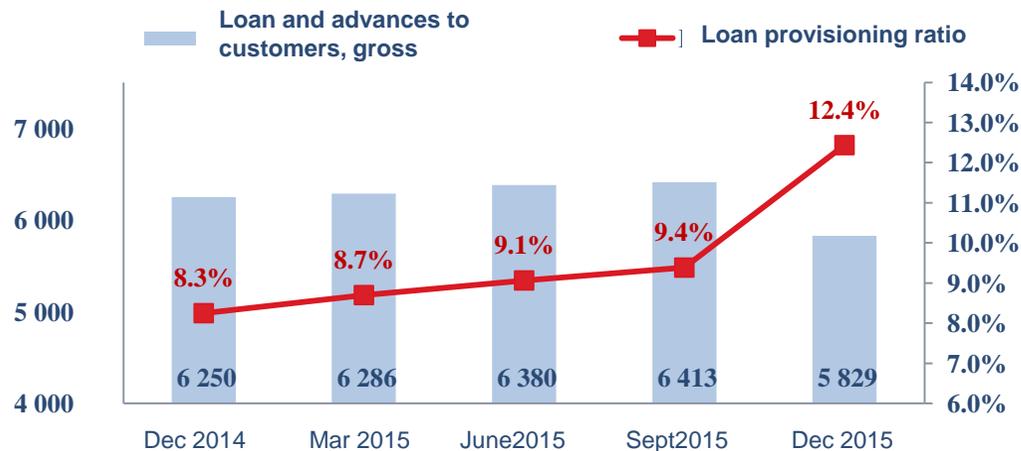
■ 2014 ■ 2015



- Preserved balance sheet positions
- Solid liquid base: liquidity ratio 25.36%
- In order to earn rentals and for capital appreciation in 2015 the Bank started accounting for a new asset class – “investment property” which at 31.12.2015 amounted to BGN 206 million and includes land and property

(in mln BGN)

Loans and advances to customers	31.12.2015	%	31.12.2014	%
Retail	1 345	26%	1 206	21%
Corporate lending	3 760	74%	4 528	79%
<b>Total loans, net</b>	<b>5 104</b>	<b>100%</b>	<b>5 734</b>	<b>100%</b>



Loans and advances to customers	31.12.2015	31.12.2014	%
Total loans	5 829	6 250	-7%
Impairment	-725	-516	41%
<b>Total loans, net</b>	<b>5 104</b>	<b>5 734</b>	<b>-11%</b>

- The change in the structure of loans in 2015 reflects the Bank's strategy to be the bank preferred by Bulgarians

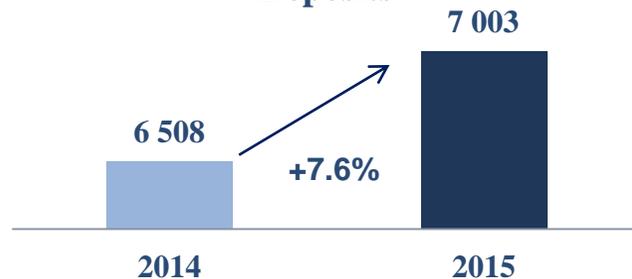
- In 2015 Fibank continued to place great emphasis on the quality of the loan portfolio and assessed credit risk conservatively. The loan provisioning ratio increased to 12.4% compared to 8.3% at the end of 2014

(in BGN mln)

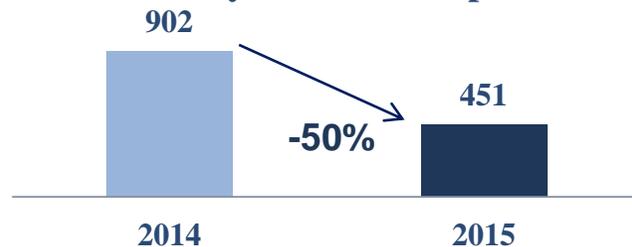
## Total deposits



## Deposits



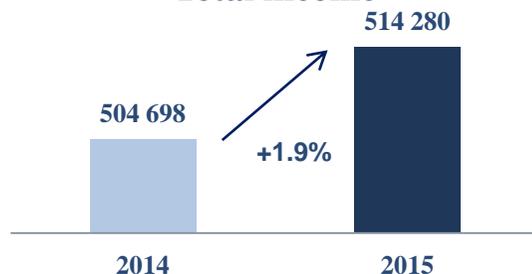
## Ministry of Finance deposit



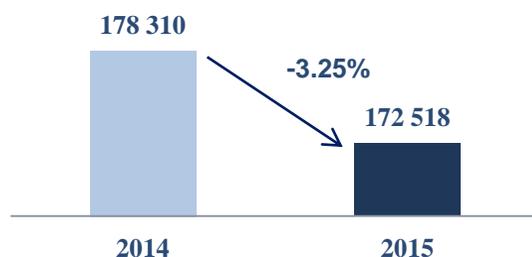
- Stable deposit base, growth by 0.6% (BGN 44 mln) in 2015
- Customers' trust in Fibank continues to grow, leading to the increase in borrowings from private individuals, households and institutions other than financial institutions by BGN 495 million (+7.6%) in 2015.
- As at 31/12/2015 Fibank has repaid ahead of schedule BGN 450 million to the Ministry of Finance. The remaining BGN 450 million are due by 27/05/2016, as approved by the European Commission.

(BGN mln)

## Total income



## Administrative expenses



## Profit before impairment losses



	2015	2014	+ / -	%
Total income	514 280	504 698	9 582	1.90
Administrative expense	(172 518)	(178 310)	5 792	-3.25
Profit before impairment loss	341 762	326 388	15 374	4.71
Impairment expense	(327 422)	(291 827)	-35 595	12.20
Profit before tax	14 340	34 561	-20 221	-58.51
Tax expense	(1 653)	(3 980)	2 327	-58.47
Net profit	12 687	30 581	-17 894	-58.51

- The bank's total income grows as a result of the higher income from banking operations and the accounting for investment property at fair value
- With a view to increasing efficiency, Fibank implements a number of initiatives aimed at improving processes and decreasing costs. As a result in 2015 the administrative expenses decreased by BGN 5.8 million (-3.25%).
- The higher impairment expense in 2015 resulting from the emphasis on conservative credit risk assessment has led to the decrease in net profit by BGN 17.9 mln.

Fibank key ratios	31.12.2015	30.11.2015	31.10.2015	30.09.2015	30.06.2015	31.03.2015	31.12.2014
<b>Capital Adequacy</b>							
Overall cap adequacy*	14.92%	14.61%	14.47%	14.36%	15.06%	14.91%	15.22%
Tier I cap adequacy*	14.42%	14.12%	13.98%	13.88%	13.99%	13.83%	13.96%
CET1 adequacy*	11.43%	11.19%	11.08%	11.02%	11.17%	10.88%	11.01%
<b>Liquidity Ratio</b>							
Liquidity ratio under BNB Regulation 11	25.36%	22.83%	23.68%	22.97%	23.86%	27.21%	25.68%
Liquidity ratio BNB recommendation	26.70%	24.12%	24.92%	24.23%	25.45%	29.01%	27.37%
LCR levels (%)	330.97%	302.93%	384.42%	432.76%	320.25%	507.59%	350.30%
<b>Key ratios</b>							
General administrative expenses/Total income from banki	42.29%	49.95%	50.05%	50.36%	50.86%	51.53%	35.37%
General administrative expenses/Total income from banki	33.55%	53.42%	54.01%	54.37%	54.37%	55.52%	46.28%
Loan provisioning ratio	12.44%	9.72%	9.59%	9.39%	9.07%	8.70%	8.25%
Return-on-equity before taxation	1.95%	2.75%	2.24%	2.01%	2.15%	0.91%	4.99%
Return-on-equity after taxation	1.72%	2.48%	2.03%	1.82%	1.96%	0.81%	4.47%
Return-on-assets before taxation	0.16%	0.23%	0.19%	0.17%	0.18%	0.08%	0.40%
Return-on-assets after taxation	0.14%	0.21%	0.17%	0.15%	0.16%	0.07%	0.36%
Income Diversity Ratio	61.86%	70.79%	71.02%	71.18%	71.91%	71.63%	71.81%
Interest Margin (interest earning assets base)	3.78%	3.67%	3.67%	3.67%	3.78%	3.75%	4.64%
Interest Margin (total assets base)	2.87%	2.80%	2.80%	2.81%	2.84%	2.82%	3.29%
Loans/Deposits ratio	68.48%	77.37%	75.80%	76.46%	76.90%	74.91%	84.35%
Cost of Risk	5.62%	2.05%	2.06%	2.06%	2.07%	2.16%	4.67%
NPL ratio	24.08%	14.01%	13.57%	13.31%	12.85%	12.34%	10.72%

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