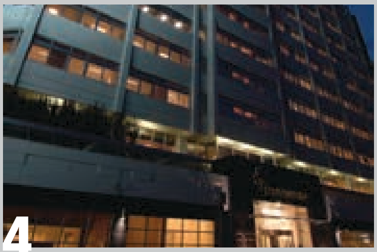
BKT
BANKA KOMBETARE TREGTARE

ANNUAL REPORT 2012

CALIK



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Çalık Holding continues to be among leading Turkish investors in the Middle East and Balkans and has a yearly turnover of around US$ 3 billion.

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BKT is the regular recipient of the “Best Bank in Albania” awards.

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BKT Kosova’s strategic goals are based on continuing to be the leader in introducing new products and technologies in the Kosova market.

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BKT is the leader of the retail lending and credit cards in Albanian market.

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BKT continues to support the growth of the SME’s and corporate firms.

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BKT strives to build a bridge in strengthening commercial and financial relations in the international arena.

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BKT believes that its intellectual capital is the essential component of the sustainable success.

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BKT donated food and other cleaning materials for families in need.

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BKT is focused on the sustainable and profitable growth...

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CHERISHING OUR PAST AND CONFIDENT OF OUR FUTURE...

The roots of Banka Kombëtare Tregtare (BKT) reach back to 1925 and the official establishment of the Bank's Durres branch that year. The Bank took its present form in 1993 following the merger of the Albanian Commercial Bank (ACB) and the National Bank of Albania (NBA). It was incorporated as a joint stock company in 1997.

Albania's oldest and most deeply-rooted bank, BKT has been witness to 87 of its country's 100 years of independence. For nearly nine decades the Bank has supported national development while also growing along with the country.

Following its privatization in 2000, BKT launched out into a period of strong growth and development. In 2006 the Bank was acquired by Çalık Group, a Turkish conglomerate. With its capital structure greatly bolstered and its competitive advantages and dynamics much enhanced, BKT embarked upon a new round of successful and sustainable expansion.

Operating through a network of 83 branches (59 in Albania and 24 in Kosova), BKT commands an extensive country-wide presence that makes it the biggest Albanian bank in the region.

BKT IN NUMBERS

FINANCIAL HIGHLIGHTS

Key Indicators (US$ million)	2010	2011	2012	Change % (2011-2012)
Total Assets	1,503	1,865	2,337	25.3
Total Loans	551	778	854	9.8
Total Deposits	1,310	1,581	1,885	19.2
Equity	119	138	184	33.4
Comprehensive Income	25	19	48	151.4

KEY RATIOS

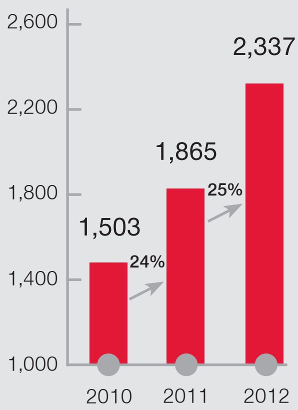
Performance Indicators (%)	2010	2011	2012
Capital Adequacy Ratio	13.06	12.93	14.30
Return on Average Assets	1.76	1.11	2.19
Return on Equity	25.35	16.43	33.39

SHAREHOLDING STRUCTURE

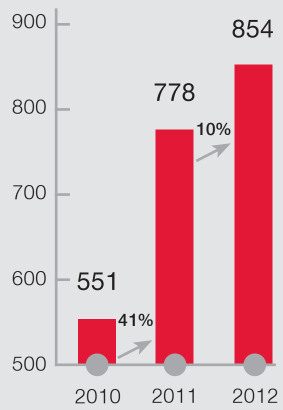
Çalık Finansal Hizmetler, a subsidiary of Turkey's Çalık Holding, became the sole and full owner of BKT in 2009.

The Shareholding Structure as at 31 December 2012	Number of Shares	Total in US$	%
Çalık Finansal Hizmetler A.Ş.	8,097,166	100,000,000	100

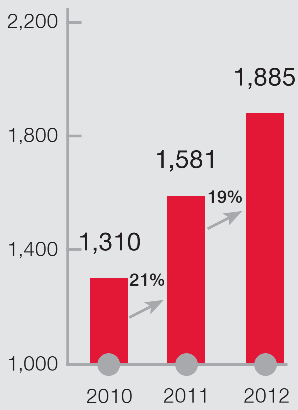
Total Assets
(US$ million)



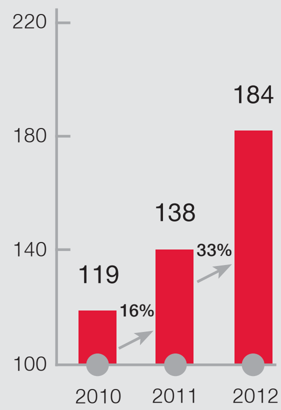
Total Loans
(US$ million)



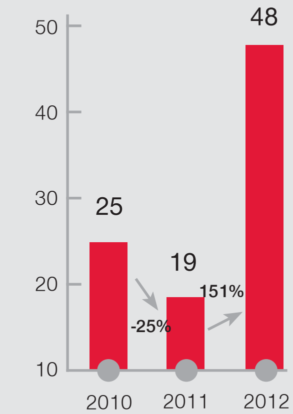
Total Deposits
(US$ million)



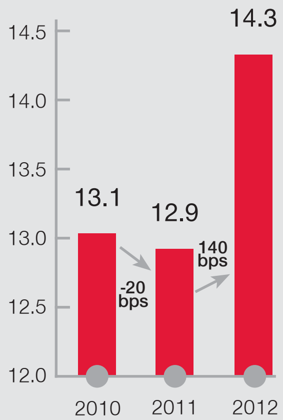
Equity
(US$ million)



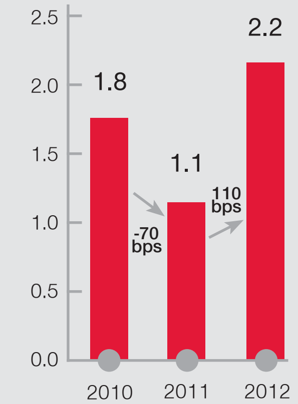
Comprehensive Income
(US$ million)



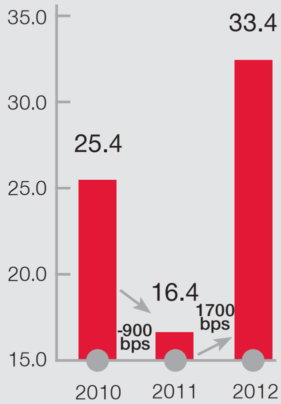
Capital Adequacy Ratio
(%)



Return on Average Assets
(%)



Return on Equity
(%)



IN 2012, BKT'S AGGRESSIVE GROWTH TARGETS WERE REACHED AND THE EQUITY INCREASED BY A THIRD TO US$ 184 MILLION. SUCH INCREASE CORRESPONDS TO MORE THAN DOUBLING THE RETURN ON EQUITY FROM ITS LEVEL IN 2011.

ÇALIK GROUP

Çalık Holding, is active today in the sectors of energy, telecom, textiles, construction, finance, media and mining, with operations in 17 different countries and providing employment to over 20 thousand people.

As one of the largest industrial companies in Turkey, Çalık Holding continues to be among leading Turkish Investors in the Middle East and Balkans and has a yearly turnover of around US$ 3 billion. With consolidated assets approaching nearly US$ 7 billion, Çalık Holding is currently working on project portfolios valued at US$ 20 billion.

By showing a consistent growth both in Turkey and the other countries in which it operates since the day it was founded, Çalık Holding has added to its capacity the Albanian land line operator and internet provider Albtelecom in 2007, one of the two largest media companies in Turkey, Turkuvaz Medya Grubu in 2008, the Yeşilırmak Electricity Distribution Company, YEDAŞ which provides electricity to five important cities in Turkey in 2010 and the Kosova Electric Distribution Company in 2010.

Çalık Holding, which has set the goal to create added value and develop projects that are beneficial to the country in every country where they are located, has undertaken a commitment to renew the electrical infrastructure in Turkmenistan's city of Ashgabat in 2012 and has signed a protocol with the Partnership Fund to establish Georgia's first 230 MW natural gas combined cycle power plant. Çalık Holding completed the 478 MW Navoi combined cycle power plant in Uzbekistan, in 2012.

Çalık Holding, a company that has signed off on many firsts in all of the sectors where they operate and that conducts all projects with an innovative approach, carries out all activities in Turkey with the same approach including publishing China's prestigious magazine, China Today, in Turkey as of 2012.

AS ONE OF THE LARGEST INDUSTRIAL COMPANIES IN TURKEY, ÇALIK HOLDING CONTINUES TO BE AMONG LEADING TURKISH INVESTORS IN THE MIDDLE EAST AND BALKANS AND HAS A YEARLY TURNOVER OF AROUND US$ 3 BILLION.

The first renovation project in Turkey that has been brought to life through a cooperation between the public and private sectors called the 'Tarlabaşı Urban Renovation Project', is being conducted by Çalık Holding. Another project that was started by Çalık Holding in 2012 is the Metropol Istanbul Project, one of the world's largest mixed projects with an area of 705 thousand meters square and is considered the first and most valuable project in the Istanbul Financial Center, one of the world's select financial centers.

Çalık Holding, which also takes its place among the 10 premium denim producers in the world, ranks first in Turkey for the highest amount in meters of denim exported. The Holding, which operates a factory that works full capacity 365 days a year, has started investments to increase production capacity from 31.3 million to 36 million meters.

Within the scope of realizing investments in line with proven growth strategies, Çalık Holding has raised its shares in the company Anagold, in which they are partnered with Alacer, from 5% to 20% and their gold sources in the Çöpler Altın Madeni, with which they became partners in 2012, have reached 10 million ounces while their gold reserves have reached 6.5 million ounces.

Çalık Holding, a company known in the countries and sectors where they are active with a good reputation and strong financial structure, is involved in business cooperations with many strong global companies such as Rosneft, Initec Energia, Eni, Mitsubishi, EBRD, EWE, General Electric, Alacer Gold, Qatar Holding and Türk Telekom.

In all of the fields of business that they focus on with a well-rooted corporate structure, an enriched corporate culture, highly qualified human resources, pioneering enterprises, innovative approach and efficient strategies, Çalık Holding is at the forefront as a leader and a powerful player and continues to work continuously in all business fields with the goal of sustainable growth.

Ahmet Çalık - Chairman of the Çalık Holding

ÇALIK HOLDiNG

MILESTONES

1925
- The inauguration of the Bank's Durrës headquarters on 30 November 1925.

1993
- Following the merging of the Albanian Commercial Bank (ACB) and the National Bank of Albania (NBA), BKT assumes its present name.

1997
- BKT is established as a Joint Stock Company in July 1997, with assets reaching ALL 2.7 billion.

2000
- BKT accomplishes its privatization process. The new shareholders invest US$ 10 million, resulting in the strong capitalization of the Bank.

2001
- The new shareholders structure brings BKT major transformations including the development of a new infrastructure and the restructuring of all aspects of the Bank's operations.

2006
- 60% of the BKT shares are transferred to Çalık-Şeker Konsorsiyum Yatırım A.Ş.
- BKT is awarded as "The Bank of the Year in Albania" by The Banker magazine.

2007
- A new branch opens in Pristine, Kosova in November 2007 as the first foreign investment of BKT.

2008
- JCR Eurasia Rating assigned AAA (Alb) to BKT.
- BKT was cited as the best medium-sized bank in South East Europe and "The Best Bank in Albania"

2009
- BKT becomes a 100% subsidiary of the Çalık Group following the acquisition of the remaining shares by Çalık Finansal Hizmetler.
- BKT is evaluated as "The Best Bank in South East Europe for 2009".

2010
- BKT celebrates the 10th anniversary of privatization.
- BKT celebrates the 85th anniversary of its Durrës Branch's establishment.
- BKT is awarded as "The Bank of the Year in Albania" by The Banker magazine.

2011
- BKT becomes the first Albanian bank to extend credit internationally.
- BKT is awarded by The Banker as "The Bank of the Year" for Albania in 2011.
- EMEA Finance also cites BKT as "The Best Bank for 2010 in Albania".
- BKT signs a line trade financing agreement with the Islamic Trade Finance Corporation (ITFC). Under this agreement, the Bank carries out the first ever murabaha transaction in Albania.

2012
- BKT is awarded by Euromoney magazine as "The Best Bank In Albania".
- EMEA Finance names BKT "Best Bank for 2011 in Albania".
- BKT is the recipient of the "2011 Straight-Through-Processing (STP) Excellence Award" from Wells Fargo.
- JCR Eurasia Rating reaffirms AAA(Alb) to BKT for the fourth time in a row.
- JCR Eurasia Rating assigns a "AA(Alb)/Merit" corporate governance rating to BKT.
- BKT launches three new products, the BKT AGRO Loans, specially designed to meet the agricultural sector's financing needs.
- An agreement is signed with the Green for Growth Fund for a EUR 15 million subordinated loan that is to be used for financing energy industry projects.
- The Albanian branch of the International Chamber of Commerce (ICC) is set up and became operational with BKT's CEO being elected its Chairman.
- A shareholder agreement to establish a leasing company that will operate according to Islamic principles is signed with the Islamic Corporation for the Development of the Private Sector and BKT.

OPERATING THROUGH A NETWORK OF 83 BRANCHES (59 IN ALBANIA AND 24 IN KOSOVA), BKT COMMANDS AN EXTENSIVE COUNTRY-WIDE PRESENCE THAT MAKES IT THE BIGGEST ALBANIAN BANK IN THE REGION.

VISION 2015

"We will grow 20% on average and return 25% to our equity. That will bring our market share to 25% in all segments; our total assets to US$ 4 billion; and our equity to US$ 325 million. We will acquire at least one more banking licence in the region and be the number one bank in Albania."

MISSION

BKT's mission is to provide people with peace of mind, convenience, and possibility in banking.

VISION

We know what you want and we make sure you get it. That simply makes us the first and the best bank.

VALUES

- Integrity
- Fairness
- People First
- Confidentiality
- Transparency
- Responsibility

WORK PRINCIPLES

- Teamwork
- Accountability
- Quality
- Efficiency
- Open Communication
- Customer Focus

BOARD OF DIRECTORS

THE CORPORATE GOVERNANCE RATING BY JCR EURASIA (AA(ALB)/MERIT) PROVES ONCE MORE THE CAPABILITY OF BKT TO BE THE PIONEER NOT ONLY IN THE SERVICES AND PRODUCTS OFFERED, BUT ALSO IN GOVERNANCE.

Mehmet Usta
Chairman

Mehmet Ertuğrul Gürler
Vice Chairman

İsmail Hakkı Ergener
Board Member

İzzet Serhat Demir
Board Member

Seyhan Pencablıgil
CEO & Board Member

SENIOR MANAGEMENT

THE STEADY MANAGEMENT TEAM OF BKT DRIVES AND SHAPES THE BANK'S GROWTH WITH ITS EXTENSIVE KNOWLEDGE.

Seyhan Pencablıgil
CEO & Board Member

Abdurrahman Balkız
Operations Group Head

Aydın Argın
Corporate and Commercial Banking Group Head

Kaan Pekin
Treasury & Financial Institutions Group Head

Skënder Emini
Finance & IT Group Head

Ndue Maluta
Risk Management Group Head

Fatih Karlı
Retail Banking Group Head

Natasha Ahmetaj
Network Division Head

İbrahim Yaşar
Internal Audit Group Head

CHAIRMAN'S MESSAGE

OUR BANK HAS CHARTED A STEADILY RISING COURSE OF UNINTERRUPTED GROWTH OVER THE LAST TWELVE YEARS.

In 2012, BKT yet again authored new successes in its story of sustainable profitability and growth. Our Bank has charted a steadily rising course of uninterrupted growth over the last twelve years, during which time its assets increased approximately 14-fold. Our balance sheet numbers have also grown steadily, as have our market shares, which are now in the 20% range in every segment. Among Turkish banks with an international presence, ours is the one with by far the biggest share of its own market.

The awards which BKT has received from numerous national and international financial institutions, publications, and organizations are proof of the validity of its strategies. In 2012 BKT once again was cited by both Euromoney and EMEA Finance as the best bank in Albania. BKT is also the recipient of Wells Fargo's "2011 Straight-Through Processing Award".

2012 was an important year from the standpoint of corporate governance implementation at BKT. BKT published its revised vision, mission, values and business principles statements. This represents a major corporate advance towards binding our existing practices to written rules. In a related issue, the balanced scorecard (BSC) project that was launched at the beginning of 2012 to implement our strategic management concept and practices at BKT was brought to completion. BKT has laid out its own management principles and strategy roadmap within the framework of this management concept and has defined its most important strategic medium-term objectives between the present and 2015.

In 2012, BKT became the first company in Albania to receive an internationally recognized corporate governance rating based on its compliance with the Albanian Corporate Governance Code and the requirements of Albania finance ministry regulations. Based on its review and assessment of BKT's established corporate governance practices, JCR Eurasia Rating assigned the Bank an overall compliance rating of AA(Alb)/Merit.

BKT composed its corporate social responsibility (CSR) and disclosure policies last year. Its CSR activities are carried out under four main headings: governance, employment, environment and society.

In the area of environmental protection and betterment of society, we have authored many projects of which reforestation is but one. In the area of social welfare, BKT provides assistance to needy families in Tirana's Roma community. Working through its parent Çalık Holding, BKT's charitable efforts even reach into the international arena as our Bank takes part in a variety of projects to help those suffering from poverty in other countries.

Recognizing the never-ending opportunities for development and better jobs that education creates for society, we lead the way forward in many education-related projects. Our program of collaboration with Aleksander Moisiu University in Albania continues. In 2012 twenty-five students were hired after having completed the course. Another sixty-one are currently continuing their studies under the scholarship.

As a result of efforts spearheaded by BKT, an Albanian national committee was set up to represent the country at the International Chamber of Commerce. The committee, which was formally established in July 2012 and called "ICC Albania", is chaired by BKT's CEO.

In another undertaking in which BKT led the way, an agreement was signed with the Islamic Corporation for the Development of the Private Sector (ICD) to set up a leasing company that will be operating according to sharia-compliant principles. The new company will commence operation in 2013.

In closing I take this opportunity to extend my thanks to our professional team whose innovative approach and vision have made BKT a bank of "firsts"; to our major shareholder for their unstinting support; and to our customers for their continuous confidence.

Mehmet Usta
Chairman

THE AWARDS WHICH BKT HAS RECEIVED FROM NUMEROUS NATIONAL AND INTERNATIONAL FINANCIAL INSTITUTIONS, PUBLICATIONS, AND ORGANIZATIONS ARE PROOF OF THE VALIDITY OF ITS STRATEGIES.

CEO'S MESSAGE

AS A RESULT OF THE GROWTH AND PROFITABILITY, OUR MARKET SHARE HAS INCREASED ACROSS ALL BUSINESS SEGMENTS.

Despite being a difficult year economically in Albania, 2012 was a good year for BKT, where our growth targets were generally reached and our equity increased by a third to US$ 184 million. Such increase corresponds to more than doubling the return on equity from its level in 2011, and the average return on equity for both years has been 24%, very much in line with our long-run average of 27%.

As a result of the growth and profitability, our market share has increased across all business segments, closing further the gap with the largest bank. In fact, in retail banking we have become the largest bank in June 2012.

We have opened four more branches in 2012, three in Albania and one in Kosova. As we also closed one border agency, the net increase in network units is three, bringing the total to 83 by end-2012. As planned, we have moved the Main Branch to a prestigious location and renovated one of our historical branches. All our branches in Albania are profitable, with the exception of the last two that opened in 2012, which are planned to break even in early 2013.

We have signed our first subordinated debt in the amount of EUR 15 million from the Green for Growth Fund. The debt, combined with the record profitability for the year, has brought our capital adequacy ratio to more than 14%, well above the regulatory requirement of 12%, and has increased our lending capacity in renewable energy and energy efficiency projects.

An important project with the insurance companies in Albania has been implemented with the effect that all insurance policies in the country are prepared on BKT's purpose-designed platform. Yet another initiative by the Network Division has resulted in tripling of the retail sales.

In 2012, the total assets grew by 23% in real terms, slightly less than the planned 25%, to US$ 2.3 billion. Of the balance sheet total, US$ 1.9 billion are deposits, while US$ 0.9 billion are loans, with a loan-to-deposit ratio of 45%. The total comprehensive income for the year was US$ 48 million, corresponding to a return on equity of 33%.

In 2013, we plan for a balance sheet growth of 16%, while the deposits and loans will grow by 15% to reach US$ 2.2 billion and US$ 1.0 billion, respectively. We plan for a total comprehensive income of US$ 50 million, a return on equity of 28%, and a total shareholders' equity of US$ 235 million. Both the achievements in 2012 and the plans for 2013 are in line with our vision for BKT-2015.

I would like to take this opportunity to thank the Board of Directors for their professional guidance and all our staff members for their hard work.

Seyhan Pencablıgil
CEO & Board Member

DESPITE BEING A DIFFICULT YEAR ECONOMICALLY IN ALBANIA, 2012 WAS A GOOD YEAR FOR BKT, WHERE OUR GROWTH TARGETS WERE GENERALLY REACHED AND OUR EQUITY INCREASED BY A THIRD TO US$ 184 MILLION.

BKT IS THE REGULAR RECIPIENT OF THE “BEST BANK IN ALBANIA” AWARDS.

2012 AWARDS AND RATINGS

Awards

- BKT was cited as the “Best Bank In Albania” in Euromoney magazine’s “2012 Awards for Excellence” program.
- EMEA Finance named BKT “Best Bank for 2011 in Albania”. This is the second year in a row that the Bank has been so recognized.
- BKT was the recipient of the “2011 Straight-Through-Processing (STP) Excellence Award” from Wells Fargo, one of the biggest banks in the US.

Ratings

- In 2012, JCR Eurasia Rating reaffirmed, for the fourth time, BKT’s long-term national AAA (Alb) credit rating and “stable” outlook, which denotes the highest investment grade. In April JCR-ER also increased BKT’s long-term international local currency rating from “BB” to “BB+” in parallel with the rise in its country rating.
- In September, Moody’s reconfirmed BKT’s “B1” rating, which is the highest grade which the agency is capable of assigning to an Albanian entity.
- On the basis of its evaluation of BKT’s established corporate governance practices, JCR-ER assigned an “AA(Alb)/Merit” rating to the Bank for its overall compliance with the Albanian Corporate Governance Code and with regulations set by the Albanian finance ministry. This is the first such rating ever granted to an Albanian company.

The Euromoney’s “The Best Bank of Albania” award was presented during Euromoney Awards for Excellence Dinner in London on July 5 to Mr. Mehmet Usta, Chairman of the Board of Directors and Mr. Seyhan Pencabligil, CEO and Member of the Board of Directors of BKT.

BKT KOSOVA

2012 was a good year for BKT Kosova. Since opening its doors to clients 5 years ago, the Bank has expanded its network, and rapidly grew its client base. The Bank continued to invest in technology, infrastructure, and expanding of its product and service range. Consequently, the Bank's overall market share increased across total assets and all business segments.

Having completed five years of operation, BKT Kosova operates with a branch network of 24 branches and agencies. The Bank is driven by a strong team of over 250 employees, dedicated to provide greater value to customers through wide range of unique product offerings and high quality of services.

BKT's strong corporate identity, corporate social responsibility and ethical business practices have further enhanced its reputation and strengthened its market position. The Bank is now recognized as a leader in innovative products, new technologies, innovative strategies and rates.

In 2012, total assets grew to EUR 192 million, showing a 39.4% increase. Deposits increased by 76.6%, reaching EUR 176 million. Total loans amounted to EUR 110 million, whereas the net profit for the year was EUR 400 thousand.

The Bank is strongly committed to supporting the development of the local economy, including assisting young entrepreneurs. Loan portfolio is composed of a diversified clientele both retail and commercial, with almost 100% of the portfolio in local lending within Kosova.

BKT Kosova's strategic goals are based on continuing to be the leader in introducing new products and technologies in the Kosova market, and to serve as a catalyst for economic development. Thanks to its solid financial foundations, excellent track record and high-quality services, BKT Kosova is well on the way to reaching its goal of boosting its market share up to 15% over the next five years.

Suat Albayrak
Country Manager

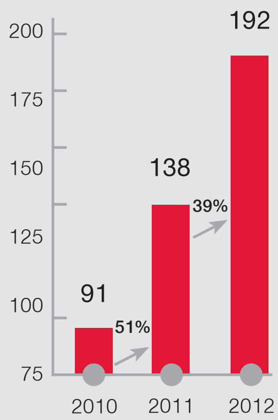
Pekhan İşipek
First Deputy Country Manager

Cenk Arıöz
Deputy Country Manager

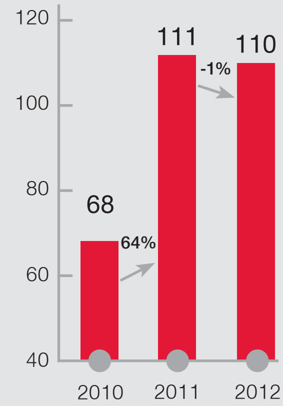
Hakan Özat
Audit Group Head

BKT KOSOVA IN NUMBERS

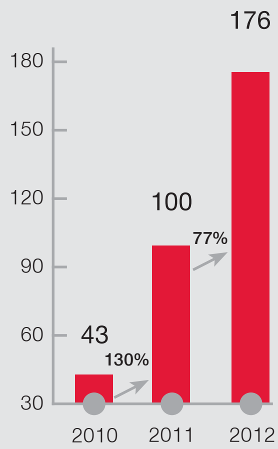
Total Assets
(EUR million)



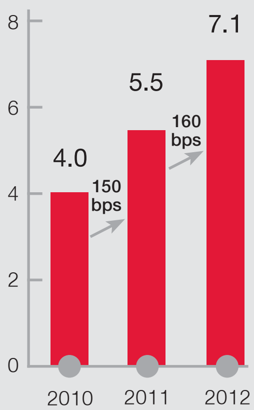
Total Loans
(EUR million)



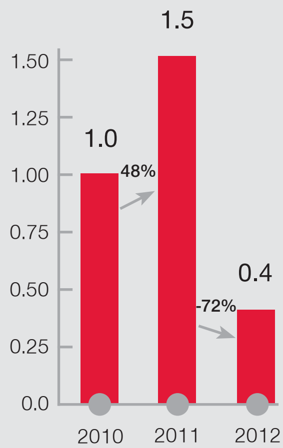
Total Deposits
(EUR million)



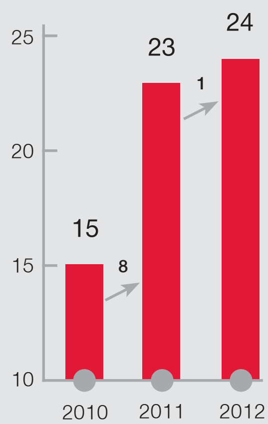
Market Share in Total Assets
(%)



Net Profit
(EUR million)



Number of Branches



BKT KOSOVA STRATEGIC GOALS ARE BASED ON CONTINUING TO BE THE LEADER IN INTRODUCING NEW PRODUCTS AND TECHNOLOGIES IN THE KOSOVA MARKET, AND TO SERVE AS A CATALYST FOR ECONOMIC DEVELOPMENT.

THE LEADER OF THE RETAIL LENDING AND CREDIT CARDS

EVALUATION OF 2012 ACTIVITIES

Retail Banking

BKT was once again the leader of the retail lending sector in 2012.
The Bank's mortgage lending business, which also continued to increase in 2012, accounted for more than 70% of its total retail loans last year. As a result of greater customer penetration achieved through cross-sales, there was a nearly 40% rise in the Bank's overdraft lending.

Total retail loans extended in 2012 were up by 15% year-on and reached US$ 251 million in value. This also resulted in a two-point increase in the Bank's market share in this business line which, at 18%, firmly establishes BKT as the sector's leader.

The leader in credit cards as well
BKT's Prima Card is the only installment-based credit card program currently available in Albania. The availability of this feature contributes significantly to the growth in BKT-supplied credit card numbers, which were up by 33% year-on in 2012 and reached 20 thousand. There was also a 24% rise in the Bank's credit card transaction volume last year. BKT is the domestic market leader with 29% shares of total credit card transaction counts and amounts.

To boost its credit card business, BKT continued to conduct innovative campaigns such as 0-interest, installment-based shopping opportunities linked to popular holidays and aggressive cash-back campaigns funded by MasterCard contributed significantly to strong customer loyalty.

BKT's Prima Card is the only installment-based credit card program currently available in Albania.

A 15% share of POS transactions
BKT continued its effective marketing activities in merchant partner operations in 2012. The Bank increased the market share from 8% to 15% in POS transaction numbers and from 5% to 8% in transaction volume.

BKT has the most comprehensive utility bill payment system of any bank in Albania.
With direct debit launched in 2009 and online bills launched in 2011, BKT's utility bill payment system represents a pioneering innovation in the Albanian market. The Bank's system embraces the country's major utility companies such as fixed-line service provider ALBtelecom; mobile operators such as Eagle Mobile, Vodafone, AMC, and Plus; electricity provider CEZ Shpërndarje; water companies; and others. The Bank handled over 370 thousand utility bill payments in 2012.

Expanding the customer base through the use of ADCH
In 2012 BKT continued its ongoing efforts to more effectively integrate alternative distribution channels (ADCH) into its product and service delivery processes in parallel both with customers' needs and with the demands of competition.

Having been specifically designed to be a strong transaction and sales channel, BKT's internet branch is widely regarded as the most functional publicly accessible online banking application in use in Albania today. The number of retail customers actively making use of BKT's online banking services increased by 62% and reached 3,092 last year. The number of subscribers has reached 12,879. In the twelve months between end-2011 and end-2012, BKT's share of the market in subscriber number increased from 28% to 29%.

The first bank in Albania to introduce the "3-D Secure" protocol that provides an additional security layer for online credit and debit card transactions, BKT is still the only financial institution in the country making use of this feature.

New additions were made to the list of companies for which top-up payments may be made via the BKT internet branch in 2012. The number of such transactions also increased last year.

BKT ranks second in Albania in terms of ATM accessibility. The number of units in the Bank's network increased by 11% to 127 in 2012 while the number of ATM transactions increased by 18%. BKT's share of the ATM transaction market was up to 15% last year from 14%.

ACTIVELY SUPPORTING THE GROWTH OF THE SME'S AND CORPORATE FIRMS

EVALUATION OF 2012 ACTIVITIES

Corporate and Commercial Banking

In the wake of a difficult year...

Developments in the global economy and especially the economic crisis affecting EU countries are having an adverse impact on the Albanian economy and causing its credit market to contract. Despite the existence of such difficult conditions however, BKT continued to stand by its customers as always while adhering to a cautious lending policy.

BKT ranked second among Albanian financial institutions with a 15% share of the national market in corporate and commercial loans.

In line with its strategic objectives, BKT merged its corporate and commercial credit units in to a new, unified structure.

Cautious growth in cash loans

While cash loans made to all corporate customers increased by 5% from US$ 326 million to US$ 357 million during 2012, the growth in such loans made to Albania-based customers was an even heftier 22%. There was a 19% year-on rise in the number of the Bank's active corporate customers in 2012.

Total cash loans made to commercial customers and to public companies & institutions grew by 7%, bringing the outstanding balance to US$ 256 million by the end of the year. The rate of growth in lending to the latter group was a much more substantial 49%, with the overall share of the total increasing from 23% to 30%. The number of customers in the commercial segment grew by 8.36% and reached 1,465.

As of 2012, BKT gained one position in the general ranking between banks in terms of guarantees issued by not only surpassing to the second position but also getting closer to the first rank.

Total corporate & commercial loans in all categories (cash and non-cash) showed an increase of 11.18% amounting to a total of US$ 695 million. Efforts were made to increase the share of local currency (LEK) lending in the BKT loan portfolio in order to reduce the Bank's exposure to foreign currency risk. In the case of corporate lending, the share of LEK-denominated loans increased by 11 percentage points from 16% to 27% while on the commercial lending side, this change was better than 17 points (40.8% vs 58%).

Innovative products and services continued to be offered last year...

In 2012:

- An overdraft facility for corporate and commercial customers was launched to the market.
- Check-collateralized loans were launched and efforts were made to quickly gain market share in this product.
- The corporate and commercial internet banking project was brought to completion and business e-banking services were introduced to our customers. This new product proved very popular, with the number of customers taking advantage of it quickly growing to 277.

Despite the existence of difficult conditions contracting the credit market in 2012, BKT continued to stand by its customers as always while adhering to a cautious lending policy.

EVALUATION OF 2012 ACTIVITIES

Particular attention is being given to energy projects in the structured finance business line. Increasingly greater attention is being given to providing structured financing to projects, especially those focusing on the use of renewable energy. Such loans are dispensed from the Bank's own resources as well as from funds made available by international organizations. In 2012 BKT supplied credit financing to three additional hydroelectric power plant projects, bringing the total financed renewable energy projects to five.

Actively supporting the growth of SME's

In 2012 BKT continued to actively support the growth of small- and medium-sized enterprises (SME) by providing them with low-cost resources and funding obtained from abroad.

BKT is the recipient of EUR 20 million seven-year loan from the European Fund for Southeast Europe (EFSE), a public-private partnership that supplies sustainable funding for accredited lenders to micro and small enterprises in South East Europe. As of year-end the Bank had revolved this fund by lending a total of EUR 23 million to 388 SME.

BKT is one of seven banks taking part in the Italian-Albanian Program for the development of the SME's in Albania through a EUR 27.5 million credit line under an agreement between the Albanian Ministry of Economy, Trade and Energy and the Italian Development Cooperation. The most active participant in this program, BKT has so far lent EUR 6.8 million to 39 customers, consisting of approximately 50% in terms of customer number & 40% of total loan volumes.

We are increasingly more active in public-private collaborations and transactions in view of stimulating the economic growth.

A new Loan Portfolio Guarantee Program agreement has been entered into with USAID to provide support to micro, small and medium-sized businesses in Albania with a special focus on agriculture sector. Last year BKT extended a total of US$ 494,000 in loans to seven customers.

Under an agreement with the Albanian Ministry of Agriculture, Food, and Consumer Behavior, BKT has been supporting the Agricultural and Rural Development Agency's – AZHBR loans program since 2008. Financing more than 50% of total elected customers, during 2012 the Bank lent approximately US$ 675,000 to six firms under this program, bringing the total since its inception to US$ 3.4 million.

In 2012 BKT signed an agreement with the Albanian Mountain Areas Development Agency (MADA) to provide agricultural loans to firms in the country's mountainous regions of Shkodra, Kukes, Lezha, and Diber.

A new Loan Portfolio Guarantee Program agreement has been entered into with USAID to provide support to micro, small and medium-sized businesses in Albania with a special focus on agriculture sector.

BKT was one of three banks, chosen by the Albanian Ministry of Finance, in which a total of EUR 98.6 million in EU-supplied funding is to be held. An agreement covering the opening of this account has been signed with the ministry.

BKT is also one of three banks authorized to accept and hold deposits belonging to Albanian public agencies and organizations.

In addition to greater involvement in public related programs, BKT also lends to public concerns such as KESH (electrical power generation) and UKT (Tirana's water and sewer company) and also handles large business volumes for them. BKT intends to further strengthen its relations with public concerns by entering into sustainable collaborations in such areas as salary payments and public deposits.

New agro-loan product: BKT AGRO Loan

In 2012 BKT took part in the Agrobusiness fair as a sponsor for the fifth time and launched three new products – the BKT AGRO Loans specially designed to meet the agricultural sector's financing needs. Sharing the "Grow your future" label, these loans come in Project-Specific, General-Purpose, and highly flexible conditions.

The aim of these new products is to increase the Bank's effectiveness in the agricultural sector while also providing economically-priced financing on suitable terms also to the Albanian citizens who return to the country after working abroad.

Strong collaboration with insurance companies

Under the e-Sigurimet project which was launched jointly by the Bank's retail and commercial banking units in 2012, BKT introduced another first not just for Albania but for the Balkans as well. Last year the Bank signed an agreement with the Albanian Insurance Companies Association under which the policy-related payments of the association's members will be made through BKT.

The new procedures became operational in November 2012 with BKT accepting and transferring, in real time, the payments made online by insurance agents to their parent companies. Of the 695 agents signed up for this service, 556 were actively using it as of year-end and they had already conducted 28,921 policy-related transactions.

In 2012 BKT took part in the Agrobusiness fair as a sponsor for the fifth time and launched three new products – the BKT AGRO Loans specially designed to meet the agricultural sector's financing needs.

A BRIDGE IN STRENGTHENING COMMERCIAL AND FINANCIAL RELATIONS IN THE INTERNATIONAL ARENA

EVALUATION OF 2012 ACTIVITIES

Treasury & Financial Institutions

The fallout from economic recession and the banking sector crisis in the Eurozone made 2012 a particularly difficult year for the Albanian economy and its actors. That being so, treasury investments contributed favorably to efforts to maintain profit margins while ongoing forfaiting deals and securities transactions played an important role. Meanwhile, BKT maintained its relatively high level of liquidity in 2012.

BKT once again served as one of Albania's market-maker banks in the country's money and foreign exchange markets. In 2012 Treasury foreign currency investments' portfolio reached US$ 550 million in value. BKT also made a significant profit in gold dealing last year.

In a highly competitive market, BKT's trust-based relationships enabled the Bank to increase its share of the market for deposits to the 20% range.

A respected player in the international arena, BKT enters into strong relationships both with correspondent banks and with international financial institutions. In 2012 BKT representatives made correspondent visits to more than 120 banks in nine countries, thereby not only increasing both the number of the Bank's correspondents and its limits but also negotiating limits with thirteen new international correspondents for use in trade finance. Having long played an influential role in Albania's foreign trade, BKT's involvement in the country's foreign trade finance further accelerated in 2012.

BKT attended the 4th UK-Albania Investment Forum, London 2012.

An agreement was signed with the Green for Growth Fund for an EUR 15 million 7-year subordinated loan that is to be used for financing energy industry projects. As of end-2012, EUR 10 million of this credit had been taken to be lend out in 2013.

Spearheaded by BKT, which became a full member of the International Chamber of Commerce (ICC) in 2011, the Albanian branch of the organization was set up and became operational with BKT's general manager Seyhan Pencaplıgil being elected its Chairman.

A shareholder agreement governing the formation of a leasing company that will operate according to Islamic principles was signed with the Islamic Corporation for the Development of the Private Sector and BKT, both of which will control equal (26.5%) stakes. The new company is slated to become operational by the second quarter of 2013.

BKT is heavily involved in efforts to give Albanian firms access to alternative borrowing markets and to issue different kinds of debt instruments. To this end, the Bank endeavors to serve as a bridge in strengthening commercial and financial relations with Gulf countries.

Risk Management Group

The effects of the financial crash and of recession were evident not only across the entire range of economic indicators but also in the non-performing loan (NPL) ratios of banks, whose customers had problems making their own collections and payments. Despite this situation, BKT successfully maintained both the health and soundness of its loan portfolio and assets through cautious lending policies as well as through effective risk management practices that disperse the Bank's risk exposure across a broad base.

During 2012 the BKT Risk Management Group engaged in an ongoing effort to keep the Bank's NPL ratio at the lowest possible level. Through close and intensive monitoring, BKT kept both its existing and its newly-acquired credit risk under tight control.

At end-2012, the Albanian banking sector non-performing loans ratio (NPL 90+) was over 23%. Based solely on its operations in Albania, BKT's by contrast was a much lower 8.08%. This is clear evidence of the effectiveness of the Bank's approach to lending and risk management.

INTELLECTUAL CAPITAL: THE ESSENTIAL COMPONENT OF THE SUSTAINABLE SUCCESS

EVALUATION OF 2012 ACTIVITIES

Human Resources

Representing its intellectual capital, BKT's human resources (HR) consist of employees whose own goals coincide with those of the Bank and who take a team spirit approach in the performance of their jobs. In the conduct of all of the Bank's personnel recruitment and hiring practices, attention is always given to the compatibility of candidates with the Bank's corporate culture, to their competencies, to their openness to innovation and change, and to their possession of the knowledge and skills required for the job. In the twelve months to end-2012, the number of the Bank's employees increased from 1,059 to 1,126.

In line with the importance which BKT gives to its personnel, the Bank's human resources policies are rooted in the principles of rewarding employees for success, enhancing job motivation, and encouraging employees to be more productive in the provision of better-quality service. These policies are implemented through practices that include a strong career-progression and equitable compensation system, the encouragement of teamwork, the creation and maintenance of an appropriate workplace environment, full technological support, and training that seeks to improve and diversify competencies.

Training and career planning activities are carried out so as to support employees' personal and professional development, increase their motivation, and strengthen their sense of loyalty to and belonging at the Bank. In 2012, 17% of the Bank's employees received promotions while the overall staff turnover rate was 6%, down by nearly two points from the previous year's 7.8%.

Personnel training activities in 2012 continued with a variety of programs and seminars. Average training time per person was 7.1 days, of which three days were devoted specifically to sales-focused training. In 2013 the Bank plans to incorporate e-learning into its personnel training programs.

BKT continues for the 5th year to support the students of Bank Management Branch in Faculty of Integrated Studies with Practice (FASTIP) in "Aleksander Moisiu" University of Durres, the first Public Private Partnership in university education in Albania. The students are attending the Dual Study Program through practical phase in Bank and academic studies in university in alternative quarterly base. In September 2012, the 2nd group with 25 FASTIP students were graduated with Bachelor Degree supported by BKT. They were all offered a work contract in compliance with their performance during the practices and academic results.

26% of the Bank's new recruits in 2012 were program graduates and BKT actually is sponsoring 61 other FASTIP students, who aspire to be future employees.

Through FASTIP, BKT gives an opportunity to the new generation to be well-oriented as future Bankers and also train its personnel before hiring them, by learning through practice the Bank corporate culture.

In September 2012, the 2nd group with 25 FASTIP students were graduated with Bachelor Degree supported by BKT.

In 2012 BKT participated in work and study fairs to more introduce the Bank.

ACTIVITIES THAT ARE BENEFICIAL TO THE COMMUNITY FORM AN IMPORTANT PART OF BKT'S SOCIAL RESPONSIBILITY EFFORTS

EVALUATION OF 2012 ACTIVITIES

Corporate Social Responsibility: Approaches and Practices

Central to BKT's approach to sustainability-related issues are the efforts which the Bank makes in the areas of social responsibility. These efforts rest on four main pillars: governance, employment, environment, and social well-being.

In 2012, BKT took a number of important steps that will be shaping the future course of its sustainability approach. The foundations of the Bank's corporate governance were further strengthened with the development and publication of its information and its corporate social responsibility (CSR) policies. JCR Eurasia Rating's assignment of a "AA(Alb)/Merit" corporate governance rating to BKT in 2012 is further evidence of the Bank's commitment and success in this area.

BKT's CSR Policy aims at providing a comprehensive framework in which to carry out social responsibility activities that are beneficial to the environment, the community, customers, employees, and other stakeholders.

BKT's Information and Transparency Policy aims at providing correct, prompt, easily-accessible, complete, and intelligible information to the Bank's shareholders, investors, and all other beneficiaries including the public at large and at being in full compliance with the best corporate governance practices.

Within the framework of its CSR policy, BKT engages in projects and activities in a variety of areas.

In 2012 BKT;

- Contributed to the improvement of environmental conditions by planting trees in the municipalities of Lushnja and Kavaja.
- Sponsored the reconstruction of the UT Natural Science Faculty IT Laboratory in order to improve the education conditions at the school.
- Sponsored the installation of the school's internal switchboard system.
- Played an active role on Independence Day (28 November) by sponsoring, organizing, and carrying out activities in which the Bank:
  - Decorated the main building in Vlora's Pavaresia Square where ceremonies and celebrations took place;
  - Decorated BKT headquarters for the occasion;
  - Sponsored a concert organized by Vlora municipality;
  - Sponsored the Tirana International Film Festival;
  - Sponsored the production of albums of photographs taken in Albania in 1912-1914;
  - Sponsored "Princess Teuta", a puppet show for children.
- Made a donation to Besa, the Albanian language and heritage school located in Boston in the United States.
- In cooperation with the Turkish embassy in Tirana and with the Roma Integration Association, donated food and cleaning supplies to fifty needy families of Tirana's Roma community.
- Redesigned and improved BKT's corporate website to make it more transparent and user-friendly and to bring it into better accordance with corporate governance requirements.

BKT donated food and other cleaning materials for 50 families in need of the Mustafa Kemal Ataturk School in Zallherr.

BKT donated food and other cleaning materials for 50 families of Roma community.

THE NEXT STEP OF
THE PROFITABLE
GROWTH...

OBJECTIVES FOR 2013

In 2013, the growth in loans and deposits is projected to be moderate, approx. 15%, while the focus will be on profitability to reach a comprehensive net income of US$ 50 million by year-end.

The Corporate and Commercial Banking Group

- will increase the volume of cheque-collateralized loans and will start issuing Agrocards for Agrobusiness SMEs and SME Prima Card.
- will expand the business internet banking user base and will replicate the e-insurance product for cash management purposes.
- will focus on renewable energy projects to fulfill the requirements of the GGF sub-debt.
- will be in charge of activating the Albanian leasing company, which will be operational by the first quarter.
- will continue to play an important role in public finance by implementing new products and collaboration with various national & international institutions.

The Retail Banking Group

- will be innovative and introduce products like pensioner loans and energy efficiency loans (green loans).
- will increase the usage of the existing products like the installment-cards.
- will renovate another historical branch (Korça).
- will refine individual sales targets program, so will the branch organization.
- will finalize the CIF vs Product project that will allow clients to use different products form different branches.

BKT Kavaja Branch and the sculpture of well-known Albanian actor Aleksander Moisiu.

The Treasury and Financial Institutions Group

- will increase the FX trading profit to US$ 3 million, while exploring investment opportunities in Sukuk, which can be collateralized to receive funding from Islamic banks.
- will establish the infrastructure to offer repo transactions to retail clients, to do not lose depositors to the T-Bill market.
- will start to implement a fully automated Treasury Front Office-Back Office Management System project.
- plans to organize International Banking Conference in Albania aiming to bring together different banks from different geographies.
- will evaluate opportunities for setting up a representative offices in Turkey or Gulf Region and to acquire a bank in our region.
- will explore the prominent banks of African and Central Asian countries to establish relationships.
- will also coordinate the efforts to receive the EUR 5 million tranche of the GGF sub-debt.

The Operations Group

- will continue to provide support to business groups especially in the areas of HR.
- will handle the expansion of the head office and the relocation of the server room, as well as other construction/renovation.

The Risk Management Group

- will persist not only to have the lowest NPL ratio in the peer group, but also to reduce it to 5%.

The Financial and IT Group

- will give the priority to the completion of the Flexcube upgrade.
- will continue to provide timely and quality reporting to the shareholder, authorities and management.
- will coordinate the Balance Scorecard Strategic Management with the Internal Audit Group.

The Network Division

- will open five new branches, bringing the total number to 88.
- will refine individual sales targets program, making it more effective for business growth.
- will plan specific campaigns to promote products.
- will launch several incentive schemes to lead the network efforts toward target achievement.

Banka Kombetare Tregtare Sh.a.

Consolidated financial statements for the year ended 31 December 2012

(with independent auditors' report thereon)

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Independent Auditors' Report

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Independent Auditors' Report

To the shareholder and management of
Banka Kombetare Tregtare sh.a.

Tirana, 26 February 2013

We have audited the accompanying consolidated financial statements of Banka Kombetare Tregtare sh.a. ("the Bank"), which comprise the consolidated statement of financial position as at 31 December 2012, the consolidated statements of comprehensive income, changes in equity and cash flows for the year then ended, and notes, comprising a summary of significant accounting policies and other explanatory information.

Management's Responsibility for the 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.

Auditors' 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 our 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, we consider internal control relevant to the entity'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 consolidated financial statements present fairly, in all material respects the consolidated financial position of the Bank as at 31 December 2012, and of its consolidated financial performance and its consolidated cash flows for the year then ended in accordance with International Financial Reporting Standards.

KPMG Albania Shpk

KPMG Albania Sh.p.k.
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Banka Kombetare Tregtare Sh.a.
Consolidated statement of financial position
(amounts in USD)

	Notes	31 December 2012	31 December 2011
Assets			
Cash and balances with Central Bank	7	231,341,516	190,597,582
Placement and balances with banks	8	149,439,990	114,409,670
Treasury bills	9	266,464,865	209,153,101
Investment securities available-for-sale	10	369,864,054	143,171,647
Investment securities held-to-maturity	11	221,912,787	288,885,306
Loans to banks	12	192,135,941	98,888,938
Loans to customers	13	854,185,956	778,063,334
Property and equipment	14	28,168,784	18,722,658
Intangible assets	15	1,514,911	1,699,447
Other assets	16	22,285,162	21,097,162
Total assets		2,337,313,966	1,864,688,845
Liabilities and shareholder's equity			
Liabilities			
Customer deposits	17	1,884,887,955	1,581,303,036
Due to banks and financial institutions	18	239,104,842	130,867,465
Due to third parties	19	2,249,325	3,018,872
Deferred tax liabilities	20	1,978,653	2,374,663
Accruals and other liabilities	21	11,594,079	8,960,296
Subordinated debt	22	13,195,323	-
Total liabilities		2,153,010,177	1,726,524,332
Shareholder's equity			
Share capital	23	100,000,000	100,000,000
Legal reserve	23	3,410,723	-
Translation reserve	23	394,191	(2,748,295)
Fair value reserve	23	6,845,965	(7,222,165)
Retained earnings	23	73,652,910	48,134,973
Total shareholder's equity		184,303,789	138,164,513
Total liabilities and shareholder's equity		2,337,313,966	1,864,688,845

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 6 to 57.

The consolidated financial statements were authorised for release by the Board of Directors on 24 January 2013 and signed on its behalf by:

Seyhan Pencabligil
CEO and Board Member

Skender Emini
Head of Financial and IT Group

Banka Kombetare Tregtare Sh.a.

Consolidated statement of comprehensive income

(amounts in USD)

	Notes	Year ended 31 December 2012	Year ended 31 December 2011
Interest			
Interest income	24	141,014,694	123,535,207
Interest expense	25	(69,640,869)	(57,638,540)
Net interest margin		71,373,825	65,896,667
Non-interest income, net			
Fees and commissions, net	26	8,658,204	7,782,634
Foreign exchange (FX) revaluation (loss)/gain, net	27	(516,931)	729,345
Profit from FX trading activities, net		13,542	691,213
Other expense, net	28	(267,218)	(374,303)
Total non-interest income, net		7,887,597	8,828,889
Operating expenses			
Personnel expenses	29	(15,463,046)	(14,709,307)
Administrative expenses	30	(20,050,040)	(18,447,698)
Depreciation and amortization	14,15	(4,898,236)	(4,542,526)
Total operating expenses		(40,411,322)	(37,699,531)
Impairment of loans	13	(4,191,264)	(4,082,609)
Profit before taxes		34,658,836	32,943,416
Income tax	31	(3,763,562)	(3,528,782)
Net profit for the year		30,895,274	29,414,634
Foreign currency translation differences		3,142,486	(2,713,946)
Net change in fair value reserves		14,068,130	(7,565,039)
Other comprehensive income/(loss) for the year, net of income tax		17,210,616	(10,278,985)
Total comprehensive income for the year		48,105,890	19,135,649

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 6 to 57.

Banka Kombetare Tregtare Sh.a.

Consolidated statement of changes in equity

(amounts in USD)

	Share capital	Legal reserve	Translation reserve	Fair value reserve	Retained earnings	Total
Balance as at 1 January 2011	84,622,200	-	(34,349)	342,874	33,739,122	118,669,847
Transactions with owners recorded directly in equity						
Contributions by and distributions to owners						
Creation of legal reserves	-	4,024,442	-	-	(4,024,442)	-
Increase in share capital	15,377,800	(4,112,047)	-	-	(11,265,753)	-
Adjustment for translation of legal reserve	-	87,605	-	-	(87,605)	-
Appropriation of year 2010 translation difference	-	-	-	-	(34,349)	(34,349)
Adjustment of retained earnings with 2011 year end exchange rate	-	-	-	-	393,366	393,366
Total contributions by and distributions to owners	15,377,800	-	-	-	(15,018,783)	359,017
Total comprehensive income/(loss) for the year						
Net profit for the year	-	-	-	-	29,414,634	29,414,634
Other comprehensive loss, net of income tax						
Net change in fair value reserve	-	-	-	(7,565,039)	-	(7,565,039)
Foreign currency translation differences	-	-	(2,713,946)	-	-	(2,713,946)
Total other comprehensive loss	-	-	(2,713,946)	(7,565,039)	-	(10,278,985)
Total comprehensive income/(loss) for the year	-	-	(2,713,946)	(7,565,039)	29,414,634	19,135,649
Balance as at 31 December 2011	100,000,000	-	(2,748,295)	(7,222,165)	48,134,973	138,164,513

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 6 to 57.

Banka Kombetare Tregtare Sh.a.

Consolidated statement of changes in equity

(amounts in USD)

	Share capital	Legal reserve	Translation reserve	Fair value reserve	Retained earnings	Total
Balance as at 1 January 2012	100,000,000	-	(2,748,295)	(7,222,165)	48,134,973	138,164,513
Transactions with owners recorded directly in equity						
Contributions by and distributions to owners						
Creation of legal reserves	-	3,410,723	-	-	(3,410,723)	-
Appropriation of year 2011 translation difference	-	-	-	-	(2,748,295)	(2,748,295)
Adjustment of retained earnings with 2012 year end exchange rate	-	-	-	-	781,681	781,681
Total contributions by and distributions to owners	-	3,410,723	-	-	(5,377,337)	(1,966,614)
Total comprehensive income for the year						
Net profit for the year	-	-	-	-	30,895,274	30,895,274
Other comprehensive income, net of income tax						
Net change in fair value reserve	-	-	-	14,068,130	-	14,068,130
Foreign currency translation differences	-	-	3,142,486	-	-	3,142,486
Total other comprehensive income	-	-	3,142,486	14,068,130	-	17,210,616
Total comprehensive income for the year	-	-	3,142,486	14,068,130	30,895,274	48,105,890
Balance as at 31 December 2012	100,000,000	3,410,723	394,191	6,845,965	73,652,910	184,303,789

Banka Kombetare Tregtare Sh.a.
Consolidated statement of cash flows
(amounts in USD)

	Notes	Year ended 31 December 2012	Year ended 31 December 2011
Cash flows from operating activities:			
Profit before taxes		34,658,836	32,943,416
Adjustments to reconcile change in net assets to net cash provided by operating activities:			
Interest expense	25	69,640,869	57,638,540
Interest income	24	(141,014,694)	(123,535,207)
Depreciation and amortization	14,15	4,898,236	4,542,526
Gain on sale of property and equipment		(59,208)	(23,418)
Gain on sale of treasury bills		(353,888)	(23,441)
Gain on sale of non-current assets		(111,697)	(49,500)
Gain on recovery of lost loans		(3,853)	(17,526)
Write-off of property and equipment		25,622	22,866
Loss on unrecoverable lost loans		129,054	129,352
Provision on other debtors		524,232	1,790,193
Movement in the fair value reserve		13,877,954	(8,053,243)
Impairment of loans	13	4,191,264	4,082,609
Cash flows from operating profits before changes in operating assets and liabilities		(13,597,273)	(30,552,833)
(Increase)/decrease in operating assets:			
Restricted balances with central banks		(32,955,716)	(27,959,068)
Placements and balances with banks		9,697,384	15,215,804
Loans to banks		(89,474,935)	(34,081,501)
Loans to customers		(66,869,790)	(265,452,387)
Other assets		1,296,669	(15,557,755)
		(178,306,388)	(327,834,907)
Increase/(decrease) in operating liabilities:			
Customer deposits		267,682,837	331,810,541
Due to third parties		(800,134)	999,828
Accruals and other liabilities		2,932,211	929,523
Subordinated debt		12,903,494	-
		282,718,408	333,739,892
Interest paid		(65,007,626)	(53,535,085)
Interest received		133,849,787	121,839,423
Income taxes paid		(4,683,274)	(2,714,334)
Net cash flows from operating activities		154,973,634	40,942,156
Cash flows from investing activities			
Purchases of investment securities		(217,979,125)	(111,817,823)
Purchases of treasury bills		(132,073,008)	(36,991,745)
Purchases of property and equipment		(16,310,626)	(7,692,970)
Proceeds from sale of property and equipment		160,866	25,888
Proceeds from sale of treasury bills		82,631,851	8,718,558
Proceeds from sale of investment securities		72,529,170	41,251,604
Net cash flows used in investing activities		(211,040,872)	(106,506,488)
Cash flows from financing activities			
Proceeds from/(repayment of) short term borrowings		103,896,222	74,848,004
Net cash from financing activities		103,896,222	74,848,004
Net increase in cash and cash equivalents		47,828,984	9,283,672
Translation difference		4,686,938	(3,511,912)
Cash and cash equivalents at the beginning of the year	7	147,124,564	141,352,804
Cash and cash equivalents at the end of the year	7	199,640,486	147,124,564

The consolidated statement of cash flows is to be read in conjunction with the notes to and forming part of the consolidated financial statements set out on pages 6 to 57.

Banka Kombetare Tregtare Sh.a.

Notes to the Consolidated Financial Statements for the year ended 31 December 2012

(amounts in USD, unless otherwise stated)

1. General

Banka Kombetare Tregtare Sh.a. is a commercial bank offering a wide range of universal services. The consolidated financial statements comprise the bank and its branch in Kosovo (together referred to as the "Bank" or "BKT").

The Bank provides banking services to state and privately owned enterprises and to individuals. The main sources of funding for the Bank are deposits, which are accepted in various forms including current accounts, demand and term deposits, in both Lek and foreign currency. BKT offers a variety of corporate and consumer loans, EMV-compliant debit and credit cards, ATMs, internet banking, mobile banking, on-line banking facilities, qualified international banking services and various treasury products. It also invests in securities and takes part actively in the local and international inter-bank markets.

BKT was established in its present legal form on 30 December 1992, although its first branch was opened on 30 November 1925. BKT is subject to Law no. 8269 "On the Bank of Albania" dated December 1997 and Law no. 9662 "On Banks on the Republic of Albania", dated 18 December 2006.

Upon the Shareholder's Decision dated 28 March 2012, the Bank created legal reserves of Lek 358,706 thousand (equivalent of USD 3,410,723), using part of the retained earnings from previous years.

Upon the Shareholder's Decision dated 31 March 2011, the Bank created legal reserves of Lek 398,581 thousand (equivalent of USD 4,024,442), using part of the retained earnings from the year 2010. Upon the Shareholder's Decision dated 17 August 2011, the Bank increased its paid-up capital by Lek 1,490,570 thousand (equivalent of USD 15,377,800), using the legal reserves of Lek 398,581 thousand (equivalent of USD 4,112,047) and part of the retained earnings of Lek 1,091,989 thousand (equivalent of USD 11,265,753). The capital increase was translated into USD using the exchange rate published by Bank of Albania as at 17 August 2011 (96.93 Lek per USD).

At 31 December 2012 and 31 December 2011, the registered share capital was USD 100,000,000.10 divided into 8,097,166 shares with a nominal value of USD 12.35, while the shareholding structure was as follows:

	31 December 2012			*31 December 2011*		
	No. of shares	Total in USD	%	No. of shares	Total in USD	%
Calik Finansal Hizmetler A.S.	8,097,166	100,000,000.10	100	8,097,166	100,000,000.10	100

The headquarters of BKT is located in Tirana. The network of the Bank in Albania includes 57 branches and 2 custom agencies. Twenty-one branches are located in Tirana, and the other branches are located in Durres, Elbasan, Vlora, Shkodra, Fier, Pogradec, Korca, Bilisht, Gjirokastra, Delvina, Saranda, Orikum, Berat, Kucova, Lushnja, Librazhd, Peqin, Rrogozhina, Shkozet, Kavaja, Vora, Kamza, Fushe Kruja, Lac, Lezha, Rreshen, Kukes, Peshkopi, Bushat and Koplik, followed by custom agencies in Durres Seaport and Rinas Airport. In 2012, the Bank opened three branches in Tirana and closed one agency in Kakavija.

The network in Kosovo includes 24 units. Five units are located in Prishtina, and the other units are located in Prizren, Peja, Gjilan, Ferizaj, Mitrovica, Gjakova, Vushtrri, Fushe Kosova, Podujeva, Drenas, Rahovec, Viti and Lipjan, Hani i Elezit, Dheu i Bardhe, Prishtina Airport and Skenderaj. In 2012, the Bank opened one unit in Skenderaj.

The Bank had 1,135 (2011: 1,059) employees as at 31 December 2012, out of which 285 (2011: 254) are employees of the Kosovo Branch.

Banka Kombetare Tregtare Sh.a.

Notes to the Consolidated Financial Statements for the year ended 31 December 2012

(amounts in USD, unless otherwise stated)

2. Basis of preparation

(a) Statement of compliance

The consolidated financial statements have been prepared in accordance with International Financial Reporting Standards (IFRSs) as issued by the International Accounting Standards Board (IASB).

(b) Basis of measurement

The consolidated financial statements have been prepared on the historical cost basis except for available-for-sale financial assets, which are measured at fair value, investment property, which is measured at fair value, and assets held for sale, which are measured at the lower of carrying amount and fair value less costs to sell.

(c) Functional and presentation currency

These consolidated financial statements are presented in USD. Albanian Lek ("Lek") is the Bank's functional currency.

The Bank has chosen to present its financial statements in USD, as its equity is wholly owned by international investors, who have issued the start-up capital in USD and view the performance of the investment in terms of USD.

(d) Use of estimates and judgements

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

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

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

3. Significant accounting policies

The accounting policies set out below have been applied consistently to all periods presented in these consolidated financial statements, and have been applied consistently by Bank entities.

(a) Basis of consolidation

(i) Subsidiaries

Subsidiaries are entities (branches) controlled by the Bank. Control exists when the Bank has the power 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 are taken into account. The financial statements of subsidiaries are included in the consolidated financial statements from the date that control commences until the date that control ceases. The consolidated financial statements have been prepared using uniform accounting policies for like transactions and other events in similar circumstances.

On 3 September 2007 BKT opened its first branch outside of the territory of the Republic of Albania. The Administrative Office of this branch was opened in Prishtina, Kosovo.

(ii) Transactions eliminated on consolidation

Intra-group balances, and income and expenses (except for foreign currency transaction gains or losses) arising from intra-group transactions, are eliminated in preparing the consolidated financial statements. Unrealised losses are eliminated in the same way as unrealised gains, but only to the extent that there is no evidence of impairment.

Banka Kombetare Tregtare Sh.a.

Notes to the Consolidated Financial Statements for the year ended 31 December 2012

(amounts in USD, unless otherwise stated)

3. Significant accounting policies (continued)

(b) Foreign currency

(i) Foreign currency transactions

Transactions in foreign currencies are translated into the respective functional currency of the operation at the spot exchange rate at the date of the transaction. Monetary assets and liabilities denominated in foreign currencies at the reporting date are retranslated into the functional currency at the spot 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 into the functional currency at the spot exchange rate at the date that the fair value was determined. Foreign currency differences arising on retranslation are recognised in profit or loss.

Non-monetary assets and liabilities denominated in foreign currencies, which are stated at historic cost, are translated at the foreign exchange rate ruling at the date of the transaction, with the exception of the share capital, which is issued and maintained in USD as per the legislation in Albania as well as per Special Law No. 8634, dated 6 July 2000, between the Bank's shareholders and the Republic of Albania on the Bank's privatisation.

Furthermore, the Operating Policy Guidelines of the Bank require that the share capital be hedged by USD assets, and it is therefore treated as a monetary item, with the revaluation difference being taken to profit or loss together with the revaluation difference of the corresponding USD asset, which offset each other in a natural hedge.

(ii) Foreign operations

The assets and liabilities of foreign operations are translated into Lek at spot exchange rates at the reporting date. The income and expenses of foreign operations are translated into Lek at spot exchange rates at the dates of the transactions. Foreign currency differences on the translation of foreign operations are recognised directly in other comprehensive income. Such differences have been recognised in the foreign currency translation reserve.

(iii) Translation of financial statements from functional currency to presentation currency

Translation of financial statements from functional currency to presentation currency is done as follows:

- assets and liabilities for reporting date (including comparatives) are translated at the closing rate at the date of that reporting date.
- income and expenses (including comparatives) are translated at exchange rates at the dates of the transactions.
- equity items other than the net profit for the period and share capital, are translated at exchange rates at the dates of the transactions.
- share capital has been translated as described in paragraph 3.(b).(i) above; and
- all resulting exchange differences are recognised through other comprehensive income as a separate component of equity in the "Translation reserve" account.

(iv) Spot foreign exchange transactions

The Bank during the normal course of business enters into spot foreign exchange transactions with settlement dates 1 or 2 days after the trade date. These transactions are recorded in the financial statements on the settlement date. Foreign currency differences are recognised in profit or loss on the settlement date.

Banka Kombetare Tregtare Sh.a.

Notes to the Consolidated Financial Statements for the year ended 31 December 2012

(amounts in USD, unless otherwise stated)

3. Significant accounting policies (continued)

(c) Interest

Interest income and expense are recognised in the profit or loss 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. When calculating the effective interest rate, the Bank estimates future cash flows considering all contractual terms of the financial instrument but not future credit losses.

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

(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 are recognised as the related services are performed.

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

(e) Lease payments made

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

(f) Income tax expense

Income tax expense comprises current and deferred tax. Income tax expense is recognized in the profit or loss except to the extent that it relates to items recognized directly in equity or in other comprehensive income. 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.

Deferred tax is provided for temporary differences between the carrying amounts of assets and liabilities for financial reporting purposes and the amounts used for taxation purposes. Deferred tax is not recognised for the following temporary differences: the initial recognition of goodwill, the initial recognition of assets or liabilities in a transaction that is not a business combination and that affects neither accounting nor taxable profit or loss, and differences relating to investments in subsidiaries to the extent that they probably will not reverse in the foreseeable future. Deferred tax is measured at the tax rates that are expected to be applied to the temporary differences when they reverse, based on the laws that have been enacted or substantively enacted by the reporting date.

In determining the amount of current and deferred tax the Bank takes into account the impact of uncertain tax positions and whether additional taxes and interest may be due. The Bank believes that its accruals for tax liabilities are adequate for all open tax years based on its assessment of many factors, including interpretations of tax law and prior experience. This assessment relies on estimates and assumptions and may involve a series of judgments about future events. New information may become available that causes the Bank to change its judgment regarding the adequacy of existing tax liabilities; such changes to tax liabilities will impact tax expense in the period that such a determination is made.

Banka Kombetare Tregtare Sh.a.

Notes to the Consolidated Financial Statements for the year ended 31 December 2012

(amounts in USD, unless otherwise stated)

3. Significant accounting policies (continued)

(f) Income tax expense (continued)

A deferred tax asset is recognised only to the extent that it is probable that future taxable profits will be available against which the asset can be utilised. Deferred tax assets are reviewed at each reporting date and are reduced to the extent that it is no longer probable that the related tax benefit will be realised. Additional income taxes that arise from the distribution of dividends by the Bank are recognised at the same time as the liability to pay the related dividend is recognised.

(g) Financial assets and liabilities

(i) Recognition

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

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

(ii) Classification

See accounting policies 3(h), (i) and (j).

(iii) Derecognition

The Bank derecognises a financial asset when the contractual rights to the cash flows from the financial asset expire, or when it transfers the rights to receive the contractual cash flows on the financial asset in a transaction in which substantially all the risks and rewards of ownership of the financial asset are transferred. Any interest in transferred financial assets that is created or retained by the Bank is recognised as a separate asset or liability. The Bank derecognises a financial liability when its contractual obligations are discharged or cancelled or expire.

The Bank enters into transactions whereby it transfers assets recognised on its statement of financial position, but retains either all or substantially all of the risks and rewards of the transferred assets or a portion of them. If all or substantially all risks and rewards are retained, then the transferred assets are not derecognised from the statement of financial position. Transfers of assets with retention of all or substantially all risks and rewards include, for example, securities lending and repurchase transactions.

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 in which the Bank neither retains nor transfers substantially all the risks and rewards of ownership of a financial asset, it derecognises the asset if it does not retain control over the asset. The rights and obligations retained in the transfer are recognised separately as assets and liabilities as appropriate. In transfers in which control over the asset is retained, the Bank continues to recognise the asset to the extent of its continuing involvement, determined by the extent to which it is exposed to changes in the value of the transferred asset.

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

The Bank writes off certain loans and investment securities when they are determined to be uncollectible.

Banka Kombetare Tregtare Sh.a.

Notes to the Consolidated Financial Statements for the year ended 31 December 2012

(amounts in USD, unless otherwise stated)

3. Significant accounting policies (continued)

(g) Financial assets and liabilities (continued)

(iv) Offsetting

Financial assets and liabilities are set off and the net amount presented in the statement of financial position when, and only when, the Bank 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 Bank's trading activity.

(v) Amortised cost measurement

The amortised cost of a financial asset or liability is the amount at which the financial asset or liability is measured at initial recognition, minus principal repayments, plus or minus the cumulative amortisation using the effective interest method of any difference between the initial amount recognised and the maturity amount, minus any reduction for impairment.

(vi) Fair value measurement

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

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

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

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

Banka Kombetare Tregtare Sh.a.

Notes to the Consolidated Financial Statements for the year ended 31 December 2012

(amounts in USD, unless otherwise stated)

3. Significant accounting policies (continued)

(g) Financial assets and liabilities (continued)

(vii) Identification and measurement of impairment

At each reporting date the Bank 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 of the asset that can be estimated reliably.

Objective evidence that financial assets are impaired can include default or delinquency by a borrower, restructuring of a loan or advance by the Bank on terms that the Bank would not otherwise consider, indications that a borrower or issuer will enter bankruptcy, the disappearance of an active market for a security, or other observable data relating to a group of assets such as adverse changes in the payment status of borrowers or issuers in the Bank, or economic conditions that correlate with defaults in the Bank. In addition, for an investment in an equity security, a significant or prolonged decline in its fair value below its cost is objective evidence of impairment.

The Bank considers evidence of impairment for loans and held-to-maturity investment securities at both a specific asset and collective level. All individually significant loans and held-to-maturity investment securities are assessed for specific impairment. All individually significant loans and held-to-maturity investment securities found not to be specifically impaired are then collectively assessed for any impairment that has been incurred but not yet identified.

Loans and held-to-maturity investment securities that are not individually significant are collectively assessed for impairment by grouping together loans and held-to-maturity investment securities with similar risk characteristics.

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

Impairment losses on available-for-sale investment securities are recognised by transferring the cumulative loss that has been recognised directly in other comprehensive income to profit or loss. The cumulative loss that is reclassified from other comprehensive income to profit or loss is the difference between the acquisition cost, net of any principal repayment and amortisation, and the current fair value, less any impairment loss previously recognised in profit or loss. Changes in impairment provisions attributable to time value are reflected as a component of interest income. If, in a subsequent period, the fair value of an impaired available-for-sale debt security increases and the increase can be objectively related to an event occurring after the impairment loss was recognised in profit or loss, the impairment loss is reversed, with the amount of the reversal recognised in profit or loss.

(h) 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 Bank in the management of its short-term commitments. Cash and cash equivalents are carried at amortised cost in the statement of financial position.

(i) Derivatives held for risk management purposes

Derivatives held for risk management purposes include all derivative assets and liabilities that are not classified as trading assets or liabilities. Derivatives held for risk management purposes are measured at fair value in the statement of financial position.

Banka Kombetare Tregtare Sh.a.

Notes to the Consolidated Financial Statements for the year ended 31 December 2012

(amounts in USD, unless otherwise stated)

3. Significant accounting policies (continued)

(j) Loans

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

When the Bank 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 Bank's financial statements.

Loans are initially measured at fair value plus incremental direct transaction costs, and subsequently measured at their amortised cost using the effective interest method, except when the Bank chooses to carry the loans at fair value through profit or loss as described in accounting policy 3(g),(vi).

(k) Investment securities

Investment securities are initially measured at fair value plus, in case of investment securities not at fair value through profit or loss, incremental direct transaction costs, and subsequently accounted for depending on their classification as either held-to-maturity, or available-for-sale.

(i) Held-to-maturity

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

Held-to-maturity investments are carried at amortised cost using the effective interest method. Any sale or reclassification of a more than insignificant 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 Bank from classifying investment securities as held-to-maturity for the current and the following two financial years.

(ii) Available-for-sale

Available-for-sale investments are non-derivative investments that are designated as available-for-sale or are not classified as another category of financial assets. 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 other comprehensive income until the investment is sold or impaired, whereupon the cumulative gains and losses previously recognised in other comprehensive income are recognised in profit or loss.

(l) Property and equipment

(i) Recognition and measurement

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

Cost includes expenditures that are directly attributable to the acquisition of the asset.

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

(ii) Subsequent costs

The cost of replacing a 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 Bank and its cost can be measured reliably. The carrying amount of the replaced part is derecognised. The costs of the day-to-day servicing of property and equipment are recognised in profit or loss as incurred.

Banka Kombetare Tregtare Sh.a.

Notes to the Consolidated Financial Statements for the year ended 31 December 2012

(amounts in USD, unless otherwise stated)

3. Significant accounting policies (continued)

(l) 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. Land is not depreciated.

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

• Buildings and leasehold improvements	20 years
• Motor vehicles and other equipment	5 years
• Office equipment	5 years
• Computers and electronic equipment	4 years

Depreciation methods, useful lives and residual values are reassessed at the reporting date.

(m) Intangible assets

Intangible assets comprise software acquired by the Bank. Software acquired by the Bank is stated at cost less accumulated amortisation and accumulated impairment losses.

Expenditure on internally developed software is recognised as an asset when the Bank is able to demonstrate its intention and ability to complete the development and use the software in a manner that will generate future economic benefits, and can reliably measure the costs to complete the development. The capitalised costs of internally developed software include all costs directly attributable to developing the software, and are amortised over its useful life. Internally developed software is stated at capitalised cost less accumulated amortisation and impairment.

Subsequent expenditure on software assets is 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 software, from the date that it is available for use. The estimated useful life of software is four years.

(n) Assets acquired through legal process

Assets acquired through legal process have been acquired through the enforcement of security over financial receivables, and accounted for depending on their classification as either noncurrent assets held for sale, or investment property.

(i) Non-current assets held for sale

Noncurrent assets held for sale are expected to be recovered primarily through sale rather than through continuing use. Immediately before classification as held for sale, the assets are remeasured in accordance with the Bank’s accounting policies. Thereafter generally the assets are measured at the lower of their carrying amount and fair value less cost to sell. Impairment losses on initial classification and subsequent gains or losses on remeasurement are recognised in profit or loss. Gains are not recognised in excess of any cumulative impairment loss.

(ii) Investment property

Investment property is property held either to earn rental income or for capital appreciation or for both, but not for use in the production or supply of goods or services or for administrative purposes. Investment property is measured at fair value with reference to the market prices, and with any change therein recognised in profit or loss. When the use of a property changes such that it is reclassified as property and equipment, its fair value at the date of reclassification becomes its cost for subsequent accounting.

Banka Kombetare Tregtare Sh.a.

Notes to the Consolidated Financial Statements for the year ended 31 December 2012

(amounts in USD, unless otherwise stated)

3. Significant accounting policies (continued)

(o) Impairment of non-financial assets

The carrying amounts of the Bank'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. Impairment losses recognised in respect of cash-generating units are allocated first to reduce the carrying amount of any goodwill allocated to the units and then to reduce the carrying amount of the other assets in the unit (group of units) on a pro rata basis.

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 amortization, if no impairment loss had been recognized.

(p) Deposits, borrowings and subordinated liabilities

Deposits, borrowings and subordinated liabilities are part of the Bank's sources of debt funding.

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

Deposits, borrowings and subordinated liabilities are initially measured at fair value plus directly attributable transaction costs, and subsequently measured at their amortised cost using the effective interest method.

(q) Provisions

A provision is recognised if, as a result of a past event, the Bank 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.

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

A provision for onerous contracts is recognised when the expected benefits to be derived by the Bank from a contract are lower than the unavoidable cost of meeting its obligations under the contract. The provision is measured at the present value of the lower of the expected cost of terminating the contract and the expected net cost of continuing with the contract. Before a provision is established, the Bank recognises any impairment loss on the assets associated with that contract.

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Notes to the Consolidated Financial Statements for the year ended 31 December 2012

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3. Significant accounting policies (continued)

(r) Employee benefits

(i) 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 Bank 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.

(ii) Defined benefit plans

The Bank created a fully employer sponsored pension plan fund-Staff Support Program (See Note 22, "Reserve fund for retiring employees") during 2002. The amount charged to this fund (SSP) was decided as 5% of yearly budgeted personnel salary expenses.

The amount due to employees based on the above plan would be grossed up by the interest that will accrue from the date the employees leave the Bank until their retirement. It would be paid to employees only when they reach the Albanian statutory retirement age, in monthly instalments equal to a minimum of 75% of their state monthly pension until the accumulated fund for the employee is consumed.

Based on the Board of Directors resolution effective on 30 September 2010, the Bank stopped the investment in this fund (SSP), by transforming it into the Staff Retention Credit Program (SRCP). The demographic changes in labour force during the last ten years and the employees' average age at 31, where 80% of employees are below the age of 40, has resulted in SSP not being attractive for most employees of the Bank, as it can only be enjoyed at retirement. In contrast, SRCP will be more readily beneficial for all the Bank's staff, as it will provide consumer and home loans with preferential terms. The entire due amount calculated for eligible employees in Staff Support Program has been frozen on the same date. The frozen amount due to change of SSP into SRCP on 30 September 2010 and the corresponding annual interest that will be gained by the investment in AAA sovereign bonds in the future until retirement age, is recorded as a liability by the Bank.

(iii) Short-term benefits

Short-term employee benefit obligations are measured on an undiscounted basis and are expensed as the related service is provided. A provision is recognised for the amount expected to be paid under short-term cash bonus or profit-sharing plans if the Bank 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.

(s) Segment reporting

An operating segment is a component of the Bank that engages in business activities from which may earn revenues and incur expenses, including revenues and expenses that relate to transactions with any of the Bank's other Components, whose operating results are reviewed regularly by the management to make decisions about resources allocated to each segment and assess its performance, and for which discrete financial information is available (see Note 6). The Bank's format for segment reporting is based on geographical segments.

(t) New standards and interpretations not yet adopted

A number of new standards, amendments to standards and interpretations are not yet effective for the year ended 31 December 2012, and have not been applied in preparing these consolidated financial statements. None of these will have an effect on the consolidated financial statements of the Bank, with the exception of:

- FRS 9 Financial Instruments (Effective for annual periods beginning on or after 1 January 2015; to be applied prospectively. Earlier application is permitted.) This Standard replaces the guidance in IAS 39, Financial Instruments: Recognition and Measurement, about classification and measurement of financial assets. The Standard eliminates the existing IAS 39 categories of held to maturity, available for sale and loans and receivable.

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Notes to the Consolidated Financial Statements for the year ended 31 December 2012

(amounts in USD, unless otherwise stated)

3. Significant accounting policies (continued)

(t) New standards and interpretations not yet adopted (continued)

Financial assets will be classified into one of two categories on initial recognition:

- financial assets measured at amortized cost; or
- financial assets measured at fair value.
- A financial asset is measured at amortized cost if the following two conditions are met:
- the assets is held within a business model whose objective is to hold assets in order to collect contractual cash flows; and,
- its contractual terms give rise on specified dates to cash flows that are solely payments of principal and interest on the principal outstanding.

Gains and losses on remeasurement of financial assets measured at fair value are recognised in profit or loss, except that for an investment in an equity instrument which is not held for trading, IFRS 9 provides, on initial recognition, an irrevocable election to present all fair value changes from the investment in other comprehensive income (OCI). The election is available on an individual share-by-share basis. No amount recognised in OCI is ever reclassified to profit or loss at a later date.

It is expected that the new Standard, when initially applied, will have a significant impact on the financial statements, since the classification and the measurement of the Bank's financial assets are expected to change. The Bank will prepare an analysis of the impact this will have on the financial statements, and is planning to complete this analysis before the date of initial application. The Bank has not yet decided on the date that it will initially apply the new Standard.

- Amendments to IFRS 9 and IFRS 7: Mandatory effective date and transitional disclosures. These Amendments change the disclosure and restatement requirements relating to the initial application of IFRS 9 *Financial Instruments*. The amended IFRS 7 require to disclose more details about the effect of the initial application of IFRS 9 when an entity does not restate comparative information in accordance with the amended requirements of IFRS 9. If an entity adopts IFRS 9 on or after 1 January 2013, then it will no longer be required to restate comparative information for periods prior to the date of initial application.

- It is expected that the new Standard, when initially applied, will have a significant impact on the financial statements, since the classification and the measurement of the Bank's financial assets are expected to change and its effect will be required to be disclosed in the Bank's financial statements.

- 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; to be applied retrospectively. Earlier application is permitted.) The amendments require that an entity presents separately the items of other comprehensive income that may be reclassified to profit or loss in the future from those that would never be reclassified to profit or loss. If items of other comprehensive income are presented before related tax effects, then the aggregated tax amount should be allocated between these sections. The impact of the initial application of the amendments will depend on the specific items of other comprehensive income at the date of initial application. If the Bank were to adopt the amendments from 1 January 2012, then the following items of the other comprehensive income would be presented as items that may be reclassified to profit or loss in the future: USD 3,142,486 recognized in the foreign currency translation reserve, and USD 14,068,130 recognised in the fair value reserve. There are no remaining amounts and items of other comprehensive income that would never be reclassified to profit or loss.

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Notes to the Consolidated Financial Statements for the year ended 31 December 2012

(amounts in USD, unless otherwise stated)

4. Use of estimates and judgements

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

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

Allowances for credit losses

Assets accounted for at amortised cost are evaluated for impairment on a basis described in accounting policy 3(g)(vii).

The Bank reviews its loan portfolios to assess impairment on a monthly basis. In determining whether an impairment loss should be recorded in profit or loss, the Bank makes judgments as to whether there is any observable data indicating that there is a measurable decrease in the estimated future cash flows from a portfolio of loans before the decrease can be identified with an individual loan in that portfolio. This evidence may include observable data indicating that there has been an adverse change in the payment status of borrowers in a group, or national or local economic conditions that correlate with defaults on assets in the group. Management uses estimates based on historical loss experience for assets with credit risk characteristics and objective evidence of impairment similar to those in the portfolio when scheduling its future cash flows. The methodology and assumptions used for estimating both the amount and timing of future cash flows are reviewed regularly to reduce any differences between loss estimates and actual loss experience.

Held-to maturity investments

The Bank follows the IAS 39 guidance on classifying non-derivative financial assets with fixed or determinable payments and fixed maturity as held to maturity. This classification requires significant judgment. In making this judgment, the Bank evaluates its intention and ability to hold such investments to maturity. If the Bank fails to keep these investments to maturity other than for specific circumstances – for example, selling an insignificant amount close to maturity – it will be required to reclassify the entire category as available for sale. The investments would therefore be measured at fair value not amortized cost.

Determining fair values

The determination of fair value for financial assets and liabilities for which there is no observable market price requires the use of valuation techniques as described in accounting policy 3(g)(vi). For financial instruments that trade infrequently and have little price transparency, fair value is less objective, and requires varying degrees of judgment depending on liquidity, concentration, uncertainty of market factors, pricing assumptions and other risks affecting the specific instrument. See also "Valuation of financial instruments" below.

Critical accounting judgements in applying the Bank's accounting policies

Critical accounting judgments made in applying the Bank's accounting policies include:

Valuation of financial instruments

The Bank's accounting policy on fair value measurements is discussed under note 3(g)(vi).

The Bank measures fair values using the following hierarchy of methods:

- Level 1: Quoted market price in an active market for an identical instrument.
- Level 2: Valuation techniques based on observable inputs. This category includes instruments valued using: quoted market prices in active markets for similar instruments; quoted prices for 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.

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Notes to the Consolidated Financial Statements for the year ended 31 December 2012

(amounts in USD, unless otherwise stated)

4. Use of estimates and judgements (continued)

Valuation of financial instruments (continued)

- Level 3: Valuation techniques using significant unobservable inputs. This category includes all instruments where the valuation technique includes inputs not based on observable data and the unobservable inputs could have a significant effect on the instrument's valuation. This category includes instruments that are valued based on quoted prices for similar instruments where significant unobservable adjustments or assumptions are required to reflect differences between the instruments.

Fair values of financial assets and financial liabilities that are traded in active markets are based on quoted market prices or dealer price quotations. For all other financial instruments the Bank determines fair values using valuation techniques. Valuation techniques include net present value and discounted cash flow models, comparison to similar instruments for which market observable prices exist and other valuation models. The objective of valuation techniques is to arrive at a fair value determination that reflects the price of the financial instrument at the reporting date that would have been determined by market participants acting at arm's length.

The Bank uses widely recognized valuation models for determining the fair value of common and more simple financial instruments, like interest rate and currency swaps that use only observable market data and require little management judgment and estimation. Observable prices and model inputs are usually available in the market for listed debt and equity securities, exchange traded derivatives and simple over the counter derivatives like interest rate swaps. Availability of observable market prices and model inputs reduces the need for management judgment and estimation and also reduces the uncertainty associated with determination of fair values. Availability of observable market prices and inputs varies depending on the products and markets and is prone to changes based on specific events and general conditions in the financial markets.

For more complex instruments, the Bank uses proprietary valuation models, which usually are developed from recognized valuation models. Some or all of the significant inputs into these models may not be observable in the market, and are derived from market prices or rates or are estimated based on assumptions. Valuation models that employ significant unobservable inputs require a higher degree of management judgment and estimation in determination of fair value. Management judgment and estimation are usually required for selection of the appropriate valuation model to be used, determination of expected future cash flows on the financial instrument being valued, determination of probability of counterparty default and prepayments and selection of appropriate discount rates.

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Notes to the Consolidated Financial Statements for the year ended 31 December 2012

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4. Use of estimates and judgements (continued)

Fair values

The table below sets out the carrying amounts and fair values of the financial assets and liabilities and analyses financial instruments measured at fair value at the end of the reporting period, by the level in the fair value hierarchy into which the fair value measurement is categorised:

31 December 2012	Note	Carrying Amount	Fair Value			
			Level 1	Level 2	Level 3	Total
Placement and balances with banks	8	149,439,990	-	149,439,990	-	149,439,990
Treasury bills	9	266,464,865	-	266,478,358	-	266,478,358
Investment securities available-for-sale	10	369,864,054	108,570,735	233,406,738	27,886,581	369,864,054
Investment securities held-to-maturity	11	221,912,787	34,043,243	188,519,250	-	222,562,493
Loans to banks	12	192,135,941	-	192,135,941	-	192,135,941
Loans to customers	13	854,185,956	-	854,185,956	-	854,185,956
Total financial assets		2,054,003,593	142,613,978	1,884,166,233	27,886,581	2,054,666,792
Customer deposits	18	1,884,887,955	-	1,884,887,955	-	1,884,887,955
Due to banks and financial institutions	19	239,104,842	-	239,104,842	-	239,104,842
Subordinated debt	23	13,195,323	-	13,195,323	-	13,195,323
Total financial liabilities		2,137,188,120	-	2,137,188,120	-	2,137,188,120

31 December 2011	Note	Carrying Amount	Level 1	Level 2	Level 3	Total
Placement and balances with banks	8	114,409,670	-	114,409,670	-	114,409,670
Treasury bills	9	209,153,101	-	209,210,240	-	209,210,240
Investment securities available-for-sale	10	143,171,647	71,203,748	71,967,899	-	143,171,647
Investment securities held-to-maturity	11	288,885,306	50,268,769	236,959,421	-	287,228,190
Loans to banks	12	98,888,938	-	98,888,938	-	98,888,938
Loans to customers	13	778,063,334	-	778,063,334	-	778,063,334
Total financial assets		1,632,571,996	121,472,517	1,509,499,502	-	1,630,972,019
Customer deposits	18	1,581,303,036	-	1,581,303,036	-	1,581,303,036
Due to banks and financial institutions	19	130,867,465	-	130,867,465	-	130,867,465
Total financial liabilities		1,712,170,501	-	1,712,170,501	-	1,712,170,501

The fair value of foreign exchange contracts approximates their carrying amount, which is disclosed in Notes 16 and 21.

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Notes to the Consolidated Financial Statements for the year ended 31 December 2012

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5. Financial risk management

(a) Introduction and overview

The Bank has exposure to the following risks from financial instruments:

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

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

A financial instrument is any contract that gives rise to the right to receive cash or another financial asset from another party (financial asset) or the obligation to deliver cash or another financial asset to another party (financial liability).

Financial instruments result in certain risks to the Bank. The most significant risks facing the Bank are credit risk, liquidity risk and market risk. Market risk includes foreign currency risk, interest rate risk and other price risks.

Risk management framework

The Board of Directors has overall responsibility for the establishment and oversight of the Bank's risk management framework. The Board has established the Bank Asset and Liability Committee (ALCO), Risk Management Group and Credit Committees, which are responsible for developing and monitoring Bank risk management policies in their specified areas. All these bodies report regularly to the Board of Directors on their activities.

The Bank's risk management policies are established to identify and analyse the risks faced by the Bank, 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 Bank, 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 Bank Audit Committee is responsible for monitoring compliance with the Bank's risk management policies and procedures, and for reviewing the adequacy of the risk management framework in relation to the risks faced by the Bank. The Bank 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.

(b) Credit Risk

Credit risk is the risk of financial loss to the Bank if a customer or counterparty to a financial instrument fails to meet its contractual obligations, and arises principally from the Bank's Loans to customers and other banks and investment securities. For risk management reporting purposes, the Bank considers all elements of credit risk exposure (such as individual obligor default risk, country and sector risk). The Bank has formed a Credit Committee to oversee the approval of requests for credits. Credit requests with amounts over EUR 1,000,000 are approved only upon decision of the Board of Directors of the Bank. There is a continuous focus on the quality of credits extended both at the time of approval and throughout their lives.

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Notes to the Consolidated Financial Statements for the year ended 31 December 2012

(amounts in USD, unless otherwise stated)

5. Financial risk management (continued)

(b) Credit Risk (continued)

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

Maximum credit exposure

Maximum exposures to credit risk before collateral and other credit enhancements as at 31 December 2012 and 2011 are as follows:

	31 December 2012	31 December 2011
Treasury bills	266,464,865	209,153,101
Due from other banks	341,575,931	213,298,608
Loans to customers, net	854,185,956	778,063,334
Investment securities - available for sale	369,864,054	143,171,647
Investment securities - held to maturity	221,912,787	288,885,306
Financial guarantees	81,799,801	58,924,699
Standby letters of credit	6,152,087	3,536,807
Commitments to extend credit	57,239,189	39,460,685
Maximum exposures to credit risk	2,199,194,670	1,734,494,187

Impaired loans and securities

Impaired loans and securities are loans and securities for which the Bank 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 A to D in the Bank's internal credit risk grading system. The Risk Committee of BKT is engaged with the grading of the customers and their scoring according to the appropriate categories. It decides the changes of grading and takes the necessary actions according to the monitoring procedures. The Risk Committee grades each loan according to these factors:

- Ability to Pay
- Financial Condition
- Management ability
- Collateral and Guarantors
- Loan Structure
- Industry and Economics

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Notes to the Consolidated Financial Statements for the year ended 31 December 2012

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5. Financial risk management (continued)

(b) Credit Risk (continued)

Past due but not impaired loans

Past due but not impaired loans are those loans and securities, where contractual interest or principal payments are past due, but the Bank 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 Bank.

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 Bank 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 Bank establishes an allowance for impairment losses that represents its estimate of incurred losses in its loan portfolio. It relates to the specific loss component for individually significant exposures. Refer to note 4.

Write-off policy

The Bank writes off a loan / security balance (and any related allowances for impairment losses) with the decision of the Board of Directors, in accordance with the regulation of Bank of Albania "On Credit Risk Management". The write-off decision is taken 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.

	Loans to customers			
31 December 2012	Retail	Corporate	Advances	Total
Neither past due nor impaired	186,758,001	428,831,953	1,577,466	617,167,420
Past due and individually tested but not impaired	59,604,531	168,613,391	40,540	228,258,462
Individually impaired	11,980,048	13,959,219	2,496,628	28,435,895
Total Loans, gross (Note 13)	258,342,580	611,404,563	4,114,634	873,861,777
Allowance for impairment	(8,422,384)	(8,775,682)	(2,477,755)	(19,675,821)
Total Loans, net of impairment	249,920,196	602,628,881	1,636,879	854,185,956

	Loans to customers			
31 December 2011	Retail	Corporate	Advances	Total
Neither past due nor impaired	165,438,301	453,215,767	2,133,045	620,787,113
Past due and individually tested but not impaired	47,683,427	104,507,559	47,918	152,238,904
Individually impaired	9,099,522	8,395,490	2,692,711	20,187,723
Total Loans, gross (Note 13)	222,221,250	566,118,816	4,873,674	793,213,740
Allowance for impairment	(5,696,566)	(6,819,056)	(2,634,784)	(15,150,406)
Total Loans, net of impairment	216,524,684	559,299,760	2,238,890	778,063,334

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Notes to the Consolidated Financial Statements for the year ended 31 December 2012

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5. Financial risk management (continued)

(b) Credit Risk (continued)

Set out below is an analysis about the credit quality of corporate loans to customers:

Rating	31 December 2012	31 December 2011
A – Good	30,769,262	33,373,509
B – Acceptable	441,914,157	427,194,317
C – Close Monitoring	113,923,181	82,488,158
D – Unacceptable	21,578,150	19,269,617
(Note 13)	608,184,750	562,325,601
Accrued interest	5,489,455	5,815,772
Less: unamortized deferred fee income	(2,269,642)	(2,022,557)
Total	611,404,563	566,118,816

Set out below are the carrying amounts of loans to customers whose term have been renegotiated and are under monitoring:

	Loans to customers			
	Retail	Corporate	Advances	Total Loans
31 December 2012	2,316,209	56,628,308	146,076	59,090,593
31 December 2011	1,622,719	23,312,407	136,418	25,071,544

Set out below is the ageing analysis of all past due loans either impaired or not impaired individually:

	Loans to customers			
31 December 2012	Retail	Corporate	Advances	Total Loans
Past due up to 31 days	19,392,407	36,543,831	463,759	56,399,997
Past due 32-60 days	6,808,835	11,668,924	203,534	18,681,293
Past due 61-90 days	8,363,315	6,763,816	210,909	15,338,040
Past due 91-180 days	5,379,023	6,145,240	168,931	11,693,194
Past due 181 days- 365 days	5,266,115	21,826,148	215,747	27,308,010
Past due 1-2 years	3,038,500	12,994,604	229,031	16,262,135
Past due over 2 years	3,744,100	12,662,208	155,708	16,562,016
Total	51,992,295	108,604,771	1,647,619	162,244,685

	Loans to customers			
31 December 2011	Retail	Corporate	Advances	Total Loans
Past due up to 31 days	12,017,263	37,816,346	712,594	50,546,203
Past due 32-60 days	7,037,730	6,335,829	356,239	13,729,798
Past due 61-90 days	5,766,606	7,168,258	208,441	13,143,305
Past due 91-180 days	3,310,821	7,569,019	198,185	11,078,025
Past due 181 days- 365 days	3,824,761	3,398,118	111,005	7,333,884
Past due 1-2 years	3,076,627	14,383,213	112,074	17,571,914
Past due over 2 years	2,201,673	6,744,916	41,113	8,987,702
Total	37,235,481	83,415,699	1,739,651	122,390,831

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Notes to the Consolidated Financial Statements for the year ended 31 December 2012

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5. Financial risk management (continued)

(b) Credit Risk (continued)

Set out below is an analysis of collateral and credit enhancement obtained during the years:

	Loans to customers		
31 December 2012	Retail	Corporate	Total Loans
Residential, commercial or industrial Property	699,965,496	1,099,300,456	1,799,265,952
Financial assets	20,863,706	234,336,828	255,200,534
Other	47,616,740	195,091,887	242,708,627
Total	768,445,942	1,528,729,171	2,297,175,113

	Loans to customers		
31 December 2011	Retail	Corporate	Total Loans
Residential, commercial or industrial Property	642,404,007	967,216,087	1,609,620,094
Financial assets	13,634,479	172,161,074	185,795,553
Other	40,414,059	193,463,865	233,877,924
Total	696,452,545	1,332,841,026	2,029,293,571

Credit quality of other financial assets, based on the internal rating system of the Bank is detailed as follows:

31 December 2012	Treasury Bills	Due from other banks	Available for sale portfolio	Held to maturity portfolio	Total
Good	266,464,865	341,575,931	369,864,054	221,912,787	1,199,817,637
Acceptable	-	-	-	-	-
Close monitoring	-	-	-	-	-
Total	266,464,865	341,575,931	369,864,054	221,912,787	1,199,817,637

31 December 2011	Treasury Bills	Due from other banks	Available for sale portfolio	Held to maturity portfolio	Total
Good	209,153,101	213,298,608	143,171,647	288,885,306	854,508,662
Acceptable	-	-	-	-	-
Close monitoring	-	-	-	-	-
Total	209,153,101	213,298,608	143,171,647	288,885,306	854,508,662

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5. Financial risk management (continued)

(b) Credit Risk (continued)

The Treasury Bills, Investments Available for Sale, and Investments Held to Maturity are rated as follows:

Moody's Ratings or equivalent	Note	31 December 2012	31 December 2011
Government bonds and treasury bills	9,10,11		
Rated A2 to Aa1		14,226,757	14,028,153
Rated Baa3 to Baa1		12,258,249	-
Rated Ba3 to Ba1		21,228,171	17,680,033
Rated B1		597,064,587	487,625,455
Not rated		1,119,121	-
Corporate bonds and asset backed securities	10,11		
Rated Baa3 to Baa1		11,372,534	-
Rated Ba3 to Ba2		27,886,581	18,054,088
Rated B3to B2		-	12,893,836
Bank bonds	10,11		
Rated A2 to A1		7,449,551	-
Rated Baa3 to Baa2		24,521,924	7,657,796
Rated Ba2 to Ba1		90,029,244	23,169,450
Rated Ba3		6,238,936	43,371,628
Rated B2 to B1		18,237,866	6,021,291
Investments in equity			
Not rated		26,608,185	10,708,324
Total		858,241,706	641,210,054

The rating for Loans to banks is detailed in Note 12.

5. Financial risk management (continued)

(b) Credit Risk (continued)

The Bank monitors concentrations of credit risk by sector and by geographic location. An analysis of concentrations of credit risk from loans and investment securities as at 31 December 2012 and 2011 is shown below:

	Note	Loans to customers		Loans to banks		Investment Securities	
		2012	2011	2012	2011	2012	2011
Carrying amount	9-11,12,13	854,185,956	778,063,334	192,135,941	98,888,938	858,241,706	641,210,054
Concentration by sector							
Corporate		600,797,352	557,931,318	-	-	65,867,300	41,656,248
Government		1,831,529	1,368,442	-	-	645,896,885	519,333,641
Banks		-	-	192,135,941	98,888,938	146,477,521	80,220,165
Retail		251,557,075	218,763,574	-	-	-	-
Total		854,185,956	778,063,334	192,135,941	98,888,938	858,241,706	641,210,054

Concentration by location	Note	Loans to customers		Loans to banks		Investment securities	
		2012	2011	2012	2011	2012	2011
Albania		589,051,104	503,515,496	-	-	597,064,588	487,625,455
Kosovo		144,499,107	143,954,491	-	-	1,119,121	-
Europe		100,017,324	92,190,175	192,135,941	98,888,938	249,033,267	149,142,814
Asia		-	-	-	-	11,024,730	4,441,785
Middle East and Africa		20,618,421	38,403,172	-	-	-	-
Total	9-11,12,13	854,185,956	778,063,334	192,135,941	98,888,938	858,241,706	641,210,054

Banka Kombetare Tregtare Sh.a.

Notes to the Consolidated Financial Statements for the year ended 31 December 2012

(amounts in USD, unless otherwise stated)

5. Financial risk management (continued)

(c) Liquidity risk

Liquidity risk is the risk that the Bank will encounter difficulty in meeting obligations associated with its financial liabilities that are settled by delivering cash or another financial asset. The purpose of Liquidity Risk Management (LRM) is to ensure, as far as possible, that it will always have sufficient liquidity to meet its liabilities when due, under both normal and stressed conditions, without incurring unacceptable losses or risking damage to the Bank's reputation. Bank's LRM policy includes how the Bank identifies, measures, monitors and control that risk.

Organization of LRM: Bank's LRM Organization includes two different bodies in the monitoring and management of liquidity. The involvement of different bodies helps provide clear allocation of the responsibility for monitoring/reporting and management of Liquidity Risk. Day-to-day management of liquidity belongs to the Treasury Group but day-to-day monitoring of Liquidity risk and compliance to the limits belongs to the Risk Management Group. The main purpose of the Risk Management Group, which conducts daily overview of LRM reports, is to provide an early warning signal of liquidity risk to the senior management of the Bank.

LRM Reports: Bank's LRM policy includes sets of daily and monthly reports to be reviewed and monitored by Operational & Market Risk Department. Daily reports include Maximum Cumulative Outflow table and Cumulative Assets and Liabilities Breakdown table, which control respectively daily and monthly inflows/outflows of liquidity till 1-year maturity under “business as usual” scenario. Monthly reports include stress testing liquidity breakdown tables, which control daily and monthly inflows/ outflows of liquidity under separate bank specific and market specific crisis scenarios till 3-months maturity.

The LRM approach of the Bank results in positive liquidity gaps for all time buckets up to one year as at 31 December 2012. This resulted mainly because of the following three assumptions:

- Using statistical method and historical data (derived since 2001), the actual LRM reports include analysis into the behavioural re-investment pattern of deposits;
- Short term securities available for sale are considered liquid through the secured funding from Bank of Albania;
- Bank's reserve requirements held with BoA are considered as non-liquid assets.

An analysis of the Bank's expected timing of cash flows by simple remaining maturity is shown in the following tables.

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Notes to the Consolidated Financial Statements for the year ended 31 December 2012

(amounts in USD, unless otherwise stated)

5. Financial risk management (continued)

(c) Liquidity risk (continued)

As at 31 December 2012, the Bank's assets, liabilities and shareholder's equity have remaining contractual maturities as follows:

	Up to 1 month	1-3 months	3-12 months	1-5 years	Over 5 years	Total
Assets						
Cash and balances with Central Bank	231,341,516	-	-	-	-	231,341,516
Placement and balances with banks	141,545,181	7,472,552	422,257	-	-	149,439,990
Treasury bills	49,046,027	88,801,297	128,617,541	-	-	266,464,865
Investment securities available-for-sale	5,368,573	17,297,974	79,425,144	247,398,413	20,373,950	369,864,054
Investment securities held-to-maturity	16,661,209	13,004,435	92,348,973	99,898,170	-	221,912,787
Loans to banks	7,517,713	440,173	158,990,526	25,187,529	-	192,135,941
Loans to customers	46,105,879	50,149,997	232,654,313	352,627,433	172,648,334	854,185,956
Property and equipment	-	-	-	6,360,388	21,808,396	28,168,784
Intangible assets	-	-	-	1,514,911	-	1,514,911
Other assets	6,361,433	-	13,325,738	-	2,597,991	22,285,162
Total assets	503,947,531	177,166,428	705,784,492	732,986,844	217,428,671	2,337,313,966
Liabilities and shareholder's equity						
Customer deposits	566,280,711	275,955,588	936,934,091	97,905,680	7,811,885	1,884,887,955
Due to banks and financial institutions	212,550,993	2,816,296	2,637,506	21,100,047	-	239,104,842
Due to third parties	2,249,325	-	-	-	-	2,249,325
Deferred tax liabilities	-	-	-	1,978,653	-	1,978,653
Accruals and other liabilities	10,421,177	-	-	-	1,172,902	11,594,079
Subordinated debt	-	-	7,794	-	13,187,529	13,195,323
Shareholder's equity	-	-	-	-	184,303,789	184,303,789
Total liabilities and shareholder's equity	791,502,206	278,771,884	939,579,391	120,984,380	206,476,105	2,337,313,966
Net Position	(287,554,675)	(101,605,456)	(233,794,899)	612,002,464	10,952,566	-
Cumulative Net Position	(287,554,675)	(389,160,131)	(622,955,030)	(10,952,566)	-	-

LRM reports are produced for each single currency Lek, Euro and USD and for the total statement of financial position as well. Maximum cumulative outflow limits, which are managed and monitored on a daily-basis, have been assigned for each of the above currencies.

Banka Kombetare Tregtare Sh.a.

Notes to the Consolidated Financial Statements for the year ended 31 December 2012

(amounts in USD, unless otherwise stated)

5. Financial risk management (continued)

(c) Liquidity risk (continued)

As at 31 December 2011, the Bank's assets, liabilities and shareholder's equity have remaining contractual maturities as follows:

	Up to 1 month	1-3 months	3-12 months	1-5 years	Over 5 years	Total
Assets						
Cash and balances with Central Bank	190,597,582	-	-	-	-	190,597,582
Placement and balances with banks	104,940,957	2,802,676	6,666,037	-	-	114,409,670
Treasury bills	31,028,723	48,112,281	130,012,097	-	-	209,153,101
Investment securities available-for-sale	2,839,578	6,770,903	26,040,438	96,931,360	10,589,368	143,171,647
Investment securities held-to-maturity	9,441,825	34,629,788	100,817,304	143,996,389	-	288,885,306
Loans to banks	466,845	17,021,039	67,117,271	14,283,783	-	98,888,938
Loans to customers	39,266,021	30,103,798	214,216,196	350,905,367	143,571,952	778,063,334
Property and equipment	-	-	-	6,322,642	12,400,016	18,722,658
Intangible assets	-	-	-	1,699,447	-	1,699,447
Other assets	4,630,248	-	16,466,914	-	-	21,097,162
Total assets	383,211,779	139,440,485	561,336,257	614,138,988	166,561,336	1,864,688,845
Liabilities and shareholder's equity						
Customer deposits	468,302,683	250,592,475	781,650,186	73,527,786	7,229,906	1,581,303,036
Due to banks and financial institutions	94,631,236	10,398,402		20,670,262	5,167,565	130,867,465
Due to third parties	3,018,872	-	-	-	-	3,018,872
Deferred tax liabilities	-	-	-	2,374,663	-	2,374,663
Accruals and other liabilities	7,681,890	-	-	-	1,278,406	8,960,296
Shareholder's equity	-	-	-	-	138,164,513	138,164,513
Total liabilities and shareholder's equity	573,634,681	260,990,877	781,650,186	96,572,711	151,840,390	1,864,688,845
Net Position	(190,422,902)	(121,550,392)	(220,313,929)	517,566,277	14,720,946	-
Cumulative Net Position	(190,422,902)	(311,973,294)	(532,287,223)	(14,720,946)	-	-

Banka Kombetare Tregtare Sh.a.

Notes to the Consolidated Financial Statements for the year ended 31 December 2012

(amounts in USD, unless otherwise stated)

5. Financial risk management (continued)

(c) Liquidity risk (continued)

Exposure to liquidity risk

One of the key ratios used by the Bank for managing liquidity risk, which is required by Bank of Albania (BoA) at the same time, is the ratio of total liquid assets to total short-term liabilities on a daily basis. Based on the regulation No.71 dated 14.10.2009 “Liquidity risk management policy” amended with decision No. 75 dated 26.10.2011 this ratio should be at a minimum of 25%.

As per this regulation, article 19 point 4, liquid assets are considered: cash balance, current accounts with BoA including mandatory reserve, T-bills and securities according to their remaining maturity and ability to turn into liquidity, where the non-resident counterparties’ balances are discounted with the respective haircuts according to international credit rating. Short-term liabilities are considered all liabilities with remaining maturity up to one year.

Details of the reported Bank ratio at the reporting dates were as follows:

	31 December 2012	*31 December 2011*
Liquid Assets/Short Term Liabilities Ratio	29.23%	26.88%

(d) Market risk

1) Foreign currency risk

Foreign currency risk is the risk that the value of financial instruments will fluctuate due to changes in foreign exchange rates. The Bank manages this risk by establishing and monitoring limits on open positions and also ensuring that these positions remain in compliance with the Bank of Albania guidelines and Bank’s internal operational covenants. The Bank has in place procedures for the independent checking of open foreign currency positions.

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Notes to the Consolidated Financial Statements for the year ended 31 December 2012

(amounts in USD, unless otherwise stated)

5. Financial risk management (continued)

(d) Market risk (continued)

1) Foreign currency risk (continued)

The following tables present the USD equivalent amounts of assets, liabilities and shareholder's equity by currency as at 31 December 2012 and 2011 in accordance with the Bank of Albania foreign currency position requirements:

31 December 2012	*Lek*	*USD*	*Euro*	*Other*	*Total*
Assets			*(In USD equivalent)*		
Cash and balances with Central Bank	88,425,323	13,193,266	126,530,316	3,192,611	231,341,516
Placements and balances with banks	11,736	12,144,530	120,264,555	17,019,169	149,439,990
Treasury bills	258,060,588	-	8,404,277	-	266,464,865
Investment securities available-for-sale	191,344,796	50,185,923	82,008,055	46,325,280	369,864,054
Investment securities held-to-maturity	126,077,031	29,434,774	66,400,982	-	221,912,787
Loans to banks	-	32,499,254	159,636,687	-	192,135,941
Loans to customers	409,954,339	110,292,274	333,159,018	780,325	854,185,956
Property and equipment	21,399,356	-	6,769,428	-	28,168,784
Intangible assets	1,514,911	-	-	-	1,514,911
Other assets	16,792,598	466,972	5,025,450	142	22,285,162
Total assets	1,113,580,678	248,216,993	908,198,768	67,317,527	2,337,313,966
Foreign exchange contracts	-	14,001,423	30,310,374	9,302,574	53,614,371
Liabilities and shareholder's equity					
Customer deposits	890,942,629	115,085,561	857,512,884	21,346,881	1,884,887,955
Due to banks and financial institutions	184,072,515	5,484,091	31,676,235	17,872,001	239,104,842
Due to third parties	2,249,325	-	-	-	2,249,325
Deferred tax liabilities	1,978,653	-	-	-	1,978,653
Accruals and other liabilities	3,382,181	3,815,410	1,227,497	3,168,991	11,594,079
Subordinated debt	-	-	13,195,323	-	13,195,323
Shareholder's equity	84,303,789	100,000,000	-	-	184,303,789
Total liabilities and shareholder's equity	1,166,929,092	224,385,062	903,611,939	42,387,873	2,337,313,966
Foreign exchange contracts	1,557,570	9,243,301	20,583,538	22,229,962	53,614,371
Net position (GAP)	(54,905,984)	28,590,053	14,313,665	12,002,266	-
Cumulative net position	(54,905,984)	(26,315,931)	(12,002,266)	-	-
Total assets / Total liabilities and equity	95.30%	112.24%	101.55%	118.57%	100.00%
GAP / FX denominated assets		0.11	0.015	0.1566	-
Sensitivity analysis					
Lek depreciates by 10%		2,599,096	685,840	1,091,115	4,376,051
Lek depreciates by 5%		1,361,431	359,249	571,536	2,292,216
Lek appreciates by 5%		(1,504,740)	(397,065)	(631,698)	(2,533,503)
Lek appreciates by 10%		(3,176,673)	(838,249)	(1,333,585)	(5,348,507)

The property and equipment in foreign currency is related to Kosovo Branch.

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Notes to the Consolidated Financial Statements for the year ended 31 December 2012

(amounts in USD, unless otherwise stated)

5. Financial risk management (continued)

(d) Market risk (continued)

1) Foreign currency risk (continued)

31 December 2011	*Lek*	*USD*	*Euro*	*Other*	*Total*
Assets			*(In USD equivalent)*		
Cash and balances with Central Bank	93,853,370	13,912,028	81,853,587	978,597	190,597,582
Placements and balances with banks	281,478	32,482,342	63,382,287	18,263,563	114,409,670
Treasury bills	209,153,101	-	-	-	209,153,101
Investment securities available-for-sale	64,601,819	22,904,528	44,956,976	10,708,324	143,171,647
Investment securities held-to-maturity	201,557,701	35,810,810	51,516,795	-	288,885,306
Loans to banks	-	17,020,420	81,868,518	-	98,888,938
Loans to customers	282,584,454	124,924,049	368,481,301	2,073,530	778,063,334
Property and equipment	12,780,696	-	5,941,962	-	18,722,658
Intangible assets	1,699,447	-	-	-	1,699,447
Other assets	8,912,441	957,382	3,391,049	7,836,290	21,097,162
Total assets	875,424,507	248,011,559	701,392,475	39,860,304	1,864,688,845
Foreign exchange contracts	644,411	6,790,269	23,802,171	16,379,265	47,616,116
Liabilities and shareholder's equity					
Customer deposits	770,613,092	118,726,911	673,297,825	18,665,208	1,581,303,036
Due to banks and financial institutions	91,003,910	1,024,597	34,212,738	4,626,220	130,867,465
Due to third parties	3,018,872	-	-	-	3,018,872
Deferred tax liabilities	2,374,663	-	-	-	2,374,663
Accruals and other liabilities	2,983,335	3,871,393	1,773,338	332,230	8,960,296
Shareholder's equity	38,164,513	100,000,000	-	-	138,164,513
Total liabilities and shareholder's equity	908,158,385	223,622,901	709,283,901	23,623,658	1,864,688,845
Foreign exchange contracts	4,652,176	3,668,024	18,472,374	20,823,542	47,616,116
Net position (GAP)	(36,741,643)	27,510,903	(2,561,629)	11,792,369	-
Cumulative net position	(36,741,643)	(9,230,740)	(11,792,369)	-	-
Total assets / Total liabilities and equity	95.96%	112.19%	99.65%	126.53%	100.00%
GAP / FX denominated assets		0.11	(0.004)	0.2097	-
Sensitivity analysis					
Lek depreciates by 10%		2,515,958	(773,054)	1,072,034	2,814,938
Lek depreciates by 5%		1,317,883	(404,933)	561,541	1,474,491
Lek appreciates by 5%		(1,456,607)	447,557	(620,651)	(1,629,701)
Lek appreciates by 10%		(3,075,060)	944,843	(1,310,263)	(3,440,480)

2) Interest rate risk

Interest rate risk is the risk that the value of financial instruments will fluctuate due to changes in market interest rates. The Treasury Department of the Bank manages the interest rate risk through monitoring the market conditions and taking necessary re-pricing or reallocation decisions with the approval of the Asset and Liability Committee. The sensitivity analysis has been determined based on the exposure to interest rates for both financial assets and financial liabilities assuming that their amounts outstanding at the reporting date were outstanding for the whole year.

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Notes to the Consolidated Financial Statements for the year ended 31 December 2012

(amounts in USD, unless otherwise stated)

5. Financial risk management (continued)

(d) Market risk (continued)

2) Interest rate risk (continued)

The average effective yields of significant categories of financial assets and liabilities of the Bank as at 31 December 2012 are as follows:

	Lek	*USD*	*Euro*
Assets			
Cash and balances with Central Bank	2.80%	N/A	N/A
Placement and balances with banks	N/A	2.55%	0.11%
Treasury bills	7.17%	N/A	4.55%
Investment securities	8.74%	5.61%	4.57%
Loans to banks	N/A	3.92%	2.18%
Loans to customers	9.71%	6.07%	8.99%
Liabilities			
Customer deposits	4.81%	2.18%	2.75%
Due to banks and financial institutions	4.07%	0.43%	2.44%
Subordinated debt	-	-	5.32%

The average effective yields of significant categories of financial assets and liabilities of the Bank as at 31 December 2011 were as follows:

	Lek	*USD*	*Euro*
Assets			
Cash and balances with Central Bank	3.33%	N/A	N/A
Placement and balances with banks	5.00%	0.24%	0.76%
Treasury bills	7.30%	N/A	N/A
Investment securities	8.86%	6.31%	7.51%
Loans to banks	N/A	4.72%	2.80%
Loans to customers	9.97%	6.95%	8.93%
Liabilities			
Customer deposits	4.84%	1.92%	2.53%
Due to banks and financial institutions	4.90%	0.60%	3.31%

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Notes to the Consolidated Financial Statements for the year ended 31 December 2012
(amounts in USD, unless otherwise stated)

5. Financial risk management (continued)

(d) Market risk (continued)

2) Interest rate risk (continued)

The interest re-pricing dates of significant categories of financial assets and liabilities of the Bank as at 31 December 2012 are as follows:

	Up to 1 month	*1-3 months*	*3-12 months*	*1-5 years*	*Over 5 year*	*Total*
Cash and balances with Central Bank	231,341,516	-	-	-	-	231,341,516
Placement and balances with banks	141,545,181	7,472,552	422,257	-	-	149,439,990
Treasury bills	48,436,185	89,126,609	128,902,071	-	-	266,464,865
Investment securities available-for-sale	5,620,823	16,949,894	79,522,648	247,535,179	20,235,510	369,864,054
Investment securities held-to-maturity	16,733,767	13,004,436	92,356,848	99,817,736	-	221,912,787
Loans to banks	87,435,960	70,334,079	34,365,902	-	-	192,135,941
Loans to customers	557,085,593	42,247,211	216,443,504	29,515,859	8,893,789	854,185,956
Total	1,088,199,025	239,134,781	552,013,230	376,868,774	29,129,299	2,285,345,109
Liabilities						
Customer deposits	566,280,711	275,955,588	936,934,091	97,905,680	7,811,885	1,884,887,955
Due to banks and financial institutions	212,550,993	26,553,849	-	-	-	239,104,842
Subordinated debt	-	-	13,195,323	-	-	13,195,323
Total	778,831,704	302,509,437	950,129,414	97,905,680	7,811,885	2,137,188,120

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Notes to the Consolidated Financial Statements for the year ended 31 December 2012

(amounts in USD, unless otherwise stated)

5. Financial risk management (continued)

(d) Market risk (continued)

2) Interest rate risk (continued)

The interest re-pricing dates of significant categories of financial assets and liabilities of the Bank as at 31 December 2011 were as follows:

	Up to 1 month	*1-3 months*	*3-12 months*	*1-5 years*	*Over 5 year*	*Total*
Assets						
Cash and balances with Central Bank	190,597,582	-	-	-	-	190,597,582
Placement and balances with banks	104,940,957	2,802,676	6,666,037	-	-	114,409,670
Treasury bills	31,028,723	48,112,281	130,012,097	-	-	209,153,101
Investment securities available-for-sale	2,680,739	18,629,489	47,038,986	63,737,694	11,084,739	143,171,647
Investment securities held-to-maturity	8,951,878	63,549,723	171,299,986	45,083,719	-	288,885,306
Loans to banks	36,545,216	41,566,975	20,776,747	-	-	98,888,938
Loans to customers	461,102,494	25,268,253	211,596,409	71,531,239	8,564,939	778,063,334
Total	835,847,589	199,929,397	587,390,262	180,352,652	19,649,678	1,823,169,578
Liabilities						
Customer deposits	468,302,683	250,592,475	781,650,186	73,527,786	7,229,906	1,581,303,036
Due to banks and financial institutions	94,631,236	36,236,229	-	-	-	130,867,465
Total	562,933,919	286,828,704	781,650,186	73,527,786	7,229,906	1,712,170,501

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Notes to the Consolidated Financial Statements for the year ended 31 December 2012

(amounts in USD, unless otherwise stated)

5. Financial risk management (continued)

(d) Market risk (continued)

2) Interest rate risk (continued)

Interest rate sensitivity

The sensitivity analysis below has been determined based on the exposure to interest rates at the reporting date and the stipulated change taking place at the beginning of the financial year and held constant throughout the reporting period. The following is a stipulation of effects of changes in interest rate to the net profit, assuming all the other variables are held constant:

	31 December 2012		*31 December 2011*	
	Up to 1 year	Over 1 year	Up to 1 year	Over 1 year
Interest rate increases by 2%	1,287,478	7,293,088	3,150,164	5,535,057
Interest rate increases by 1.5%	965,608	5,469,816	2,362,623	4,151,293
Interest rate increases by 1%	643,739	3,646,544	1,575,082	2,767,529
Interest rate decreases by 1%	(643,739)	(3,646,544)	(1,575,082)	(2,767,529)
Interest rate decreases by 1.5%	(965,608)	(5,469,816)	(2,362,623)	(4,151,293)
Interest rate decreases by 2%	(1,287,478)	(7,293,088)	(3,150,164)	(5,535,057)

(e) Operational risks

Operational risk is the risk of direct or indirect loss arising from a wide variety of causes associated with the Bank'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 Bank's operations.

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

The implementation of controls to address operational risk is supported by the development of overall 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 internal 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 Bank.

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Notes to the Consolidated Financial Statements for the year ended 31 December 2012

(amounts in USD, unless otherwise stated)

5. Financial risk management (continued)

(f) Capital management

The Bank'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's return is also recognised and the Bank 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. There have been no material changes in the Bank's management of capital during the period.

Regulatory capital

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 Law No. 9662 date 18.12.2006 "On Banks in 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 Capital Adequacy Ratio required by Bank of Albania is 12%, while the Bank has maintained this ratio at 14.3% as at 31 December 2012.

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 is 6%, while the Bank has maintained this ratio at 13.0% as at 31 December 2012.

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 with Bank of Albania 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 capital equal to 12% of the carrying amount must support it.

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.

Compliance

The Bank and its individually regulated operations have complied with all internally and externally imposed capital requirements throughout the year.

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Notes to the Consolidated Financial Statements for the year ended 31 December 2012

(amounts in USD, unless otherwise stated)

6. Segmental reporting

Geographical Segments	31 December 2012			31 December 2011		
	Albania	Kosovo	Consolidated	Albania	Kosovo	Consolidated
Assets						
Cash and balances with Central Bank	176,165,511	55,176,005	231,341,516	174,349,181	16,248,401	190,597,582
Placement and balances with banks	148,700,312	739,678	149,439,990	114,284,503	125,167	114,409,670
Treasury bills	265,346,737	1,118,128	266,464,865	209,153,101	-	209,153,101
Investment securities available-for-sale	369,864,054	-	369,864,054	143,171,647	-	143,171,647
Investment securities held-to-maturity	221,912,787	-	221,912,787	278,013,396	10,871,910	288,885,306
Loans to banks	192,135,941	-	192,135,941	98,888,938	-	98,888,938
Loans to customers	709,686,849	144,499,107	854,185,956	634,108,843	143,954,491	778,063,334
Property and equipment	21,399,341	6,769,443	28,168,784	12,780,681	5,941,977	18,722,658
Intangible assets	1,514,911	-	1,514,911	1,699,447	-	1,699,447
Other assets	(22,621,720)	44,906,882	22,285,162	50,356,422	(29,259,260)	21,097,162
Total assets	2,084,104,723	253,209,243	2,337,313,966	1,716,806,159	147,882,686	1,864,688,845
Liabilities and shareholder's equity						
Liabilities						
Customer deposits	1,652,984,247	231,903,708	1,884,887,955	1,452,659,123	128,643,913	1,581,303,036
Due to banks and financial institutions	236,203,314	2,901,528	239,104,842	123,275,451	7,592,014	130,867,465
Due to third parties	2,249,325	-	2,249,325	3,018,872	-	3,018,872
Deferred tax liabilities	1,978,653	-	1,978,653	2,374,663	-	2,374,663
Accruals and other liabilities	11,395,453	198,626	11,594,079	8,838,970	121,326	8,960,296
Subordinated debt	13,195,323	-	13,195,323	-	-	-
Total liabilities	1,918,006,315	235,003,862	2,153,010,177	1,590,167,079	136,357,253	1,726,524,332
Shareholder's equity						
Share capital			100,000,000			100,000,000
Legal reserve			3,410,723			-
Translation reserve			394,191			(2,748,295)
Fair value reserve			6,845,965			(7,222,165)
Retained earnings			73,652,910			48,134,973
Total shareholder's equity			184,303,789			138,164,513
Total liabilities and shareholder's equity			2,337,313,966			1,864,688,845

Other assets at 31 December 2012 include intra-group balances between the Albanian and Kosovo segments that have been eliminated on consolidation.

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6. Segmental reporting (continued)

Geographical Segments	2012 Albania	2012 Kosovo	2012 Consolidated	2011 Albania	2011 Kosovo	2011 Consolidated
Interest						
Interest income	123,702,609	17,312,085	141,014,694	108,739,561	14,795,646	123,535,207
Interest expense	(62,679,859)	(6,961,010)	(69,640,869)	(52,979,556)	(4,658,984)	(57,638,540)
Net interest margin	61,022,750	10,351,075	71,373,825	55,760,005	10,136,662	65,896,667
Non-interest income, net	-					
Fees and commissions, net	6,813,306	1,844,898	8,658,204	6,612,900	1,169,734	7,782,634
Foreign exchange revaluation (loss)/gain, net	(516,949)	18	(516,931)	729,325	20	729,345
Profit from FX trading activities, net	76,473	(62,931)	13,542	695,968	(4,755)	691,213
Other income, net	(262,850)	(4,368)	(267,218)	(374,443)	140	(374,303)
Total non-interest income, net	6,109,980	1,777,617	7,887,597	7,663,750	1,165,139	8,828,889
Operating expenses	-					
Personnel	(11,732,436)	(3,730,610)	(15,463,046)	(11,731,855)	(2,977,452)	(14,709,307)
Administrative	(15,395,067)	(4,654,973)	(20,050,040)	(14,710,405)	(3,737,293)	(18,447,698)
Depreciation and amortization	(3,405,587)	(1,492,649)	(4,898,236)	(3,521,135)	(1,021,391)	(4,542,526)
Total operating expenses	(30,533,090)	(9,878,232)	(40,411,322)	(29,963,395)	(7,736,136)	(37,699,531)
Impairment of loans	(3,106,352)	(1,084,912)	(4,191,264)	(2,567,782)	(1,514,827)	(4,082,609)
Profit before taxes	33,493,288	1,165,548	34,658,836	30,892,578	2,050,838	32,943,416
Income tax	(3,763,562)	-	(3,763,562)	(3,528,782)	-	(3,528,782)
Net profit for the year	29,729,726	1,165,548	30,895,274	27,363,796	2,050,838	29,414,634

Interest income of USD 247,610 (2011: interest expenses USD 1,507,933), which represents interest earned from Kosovo Branch on intra-group balances was eliminated on consolidation.

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7. Cash and balances with Central Bank

Cash and balances with Central Bank as at 31 December 2012 and 2011 are detailed as follows:

	31 December 2012	31 December 2011
Cash on hand	34,477,301	29,650,064
Deposits with the Central Bank of Kosovo	46,798,595	11,758,873
Bank of Albania		
Current account	135,793	13,964,440
Statutory reserve	149,880,551	135,184,827
Accrued interest	49,276	39,378
	150,065,620	149,188,645
	231,341,516	190,597,582

In accordance with the Bank of Albania's requirement relating to the deposit reserve, the Bank should maintain a minimum of 10% of customer deposits in Albania with the Bank of Albania as a statutory reserve account, which during the month can be decreased to 60% of this level, provided that the monthly average is obtained.

Deposits with the Central Bank of Kosovo include the statutory reserve of 10% of customer deposits in Kosovo and the cash deposit pledged as capital equivalency deposit.

Cash and cash equivalents as at 31 December 2012 and 2011 are presented as follows:

	31 December 2012	31 December 2011
Cash and balances with Central Bank	231,341,516	190,597,582
Statutory reserve in Albania	(149,880,551)	(135,184,827)
Statutory reserve in Kosovo	(21,105,322)	(12,076,601)
Capital equivalency deposit in Kosovo (Note 11)	(9,231,271)	-
Current accounts with banks	15,212,198	10,531,016
Accrued interest with banks	130,736	62,664
Placements with maturities of 3 months or less	133,173,180	93,194,730
	199,640,486	147,124,564

8. Placements and balances with banks

Placements and balances with banks as at 31 December 2012 and 31 December 2011 consisted as follows:

	31 December 2012	31 December 2011
Placements	133,173,180	101,824,901
Cash collateral held by financial institutions	923,876	1,991,089
Current accounts	15,212,198	10,531,016
Accrued interest	130,736	62,664
	149,439,990	114,409,670

Placements are held with non-resident banks from Organisation for Economic Cooperation and Development ("OECD") countries and have contractual maturities up to 1 year. Current accounts represent balances with correspondent banks in the OECD countries.

Cash collateral represents mostly collateral held by financial institutions in relation to letters of credit issued to the Bank's clients and cash deposits that secure risks in relation to the credit cards activity of the Bank.

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9. Treasury bills

Treasury bills portfolio is composed as follows:

	31 December 2012	31 December 2011
Treasury bills available-for-sale	236,660,850	169,380,237
Treasury bills held-to-maturity	29,804,015	39,772,864
	266,464,865	209,153,101

Treasury bills available-for-sale

Treasury bills available-for-sale by original maturity as at 31 December 2012 and 31 December 2011 are presented as follows:

	31 December 2012			
	Purchase Value	Amortized discount	Marked to market gain (loss)	Fair Value
3 months	788,638	1,470	92	790,200
6 months	493,845	3,783	1,265	498,893
12 months	225,523,031	9,220,780	627,946	235,371,757
	226,805,514	9,226,033	629,303	236,660,850

	31 December 2011			
	Purchase Value	Amortized discount	Marked to market gain (loss)	Fair Value
6 months	109,736	2,052	327	112,115
12 months	163,018,020	5,603,703	646,399	169,268,122
	163,127,756	5,605,755	646,726	169,380,237

Treasury bills held-to-maturity

Treasury bills held-to-maturity by original maturity as at 31 December 2012 and 31 December 2011 are presented as follows:

	31 December 2012			31 December 2011		
	Purchase Value	Amortized discount	Amortized cost	Purchase Value	Amortized discount	Amortized cost
12 months	27,849,520	1,954,495	29,804,015	37,406,651	2,366,213	39,772,864
	27,849,520	1,954,495	29,804,015	37,406,651	2,366,213	39,772,864

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10. Investment securities available-for-sale

Investment securities available-for-sale as at 31 December 2012 comprise as follows:

Type	Nominal value	Unamortized discount	Accrued interest	Marked to market gain/ (loss)	Fair Value
Lek denominated	186,413,793	(2,740)	4,166,035	767,708	191,344,796
USD denominated	49,531,875	97,079	528,968	28,001	50,185,923
EUR denominated	78,350,464	226,917	2,386,324	1,044,350	82,008,055
GBP denominated	5,660,179	147,384	123,878	(4,230)	5,927,211
TRY denominated	38,123,925	-	1,850,233	423,911	40,398,069
	358,080,236	468,640	9,055,438	2,259,740	369,864,054

Investment securities available-for-sale as at 31 December 2011 comprise as follows:

Type	Nominal value	Unamortized discount	Accrued interest	Marked to market gain/ (loss)	Fair Value
Lek denominated	63,214,618	(131)	1,296,439	90,893	64,601,819
USD denominated	22,881,000	(61,028)	527,857	(443,301)	22,904,528
EUR denominated	46,293,430	(150,004)	1,650,535	(2,836,984)	44,956,977
TRY denominated	21,636,577	-	-	(10,928,254)	10,708,323
	154,025,625	(211,163)	3,474,831	(14,117,646)	143,171,647

11. Investment securities held-to-maturity

Investment securities held-to-maturity as at 31 December 2012 comprise as follows:

Type	Nominal Value	Unamortized Premium / (Discount)	Accrued interest	Net Value
Lek denominated	123,449,366	9,889	2,617,777	126,077,032
USD denominated	28,905,088	14,494	515,191	29,434,773
EUR denominated	64,917,062	196,980	1,286,940	66,400,982
	217,271,516	221,363	4,419,908	221,912,787

As at 31 December 2011, an Irish Bond denominated in EUR and amounting to USD 10.9 million, was pledged in favour of the Central Bank of the Republic of Kosovo ('CBK') as a capital equivalency deposit. In 2012, that bond was released and the capital equivalency deposit was deposited in accounts held with CBK (see note 7).

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11. Investment securities held-to-maturity (continued)

Investment securities held-to-maturity as at 31 December 2011 comprise as follows:

Type	Nominal Value	Unamortized Premium / (Discount)	Accrued interest	Net Value
Lek denominated	197,295,103	12,679	4,249,919	201,557,701
USD denominated	35,377,230	(13,123)	446,703	35,810,810
EUR denominated	50,750,413	(221,248)	987,630	51,516,795
	283,422,746	(221,692)	5,684,252	288,885,306

12. Loans to banks

The Bank has purchased syndicated loans of some non-resident banks with ratings as follows:

Moody's or equivalent	31 December 2012	31 December 2011
Rated Baa3 to Baa1	27,875,771	29,966,834
Rated Ba2	137,598,003	14,569,395
Rated Ba3	13,445,906	49,301,311
Rated B1	6,602,172	5,051,398
Not rated	6,614,089	-
	192,135,941	98,888,938

13. Loans to customers

Loans to customers consisted of the following:

	31 December 2012	31 December 2011
Loans to customers, gross	870,920,617	789,716,542
Accrued interest	7,461,390	7,570,711
Less allowances for impairment on loans	(19,675,821)	(15,150,406)
Less unamortized deferred fee income	(4,520,230)	(4,073,513)
	854,185,956	778,063,334

Movements in the allowance for impairment on loans:

	2012	2011
At 1 January	15,150,406	11,706,364
Impairment charge for the year	4,191,264	4,082,609
Translation difference	334,151	(638,567)
At the end of the year	19,675,821	15,150,406

All the loans are denominated in Lek, Euro, USD and CHF and bear interest at the following rates:

Loans in Lek	0.50% to 21.79%
Loans in Euro	1.03% to 22.00%
Loans in USD	2.63% to 14.13%
Loans in CHF	4.53% to 5.33%

The Bank has granted few loans with interest rates at the minimum limit shown above, which are lower than the rates that are generally offered by the Bank, and are covered by cash collaterals or are granted to personnel under special conditions.

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13. Loans to customers (continued)

The classification of business loans by industry is as follows:

	31 December 2012		31 December 2011	
	USD	%	USD	%
Wholesale Trade	108,770,992	18%	126,626,413	23%
Construction	78,030,654	13%	77,796,299	14%
Electricity, Gas and Water Supply	73,735,344	12%	42,908,076	8%
Mining and Quarrying	40,915,934	7%	47,141,018	8%
Retail Trade	36,981,497	6%	35,569,117	6%
Manufacturing of Other Non-metallic Products	36,434,832	6%	40,045,812	7%
Hotels and Restaurants	29,024,064	5%	19,864,410	4%
Manufacture of Food Products, Beverages	24,116,465	4%	23,312,787	4%
Manufacture of Textile and Textile Products	21,627,057	4%	21,473,937	4%
Real Estate, Renting and Business Activity	20,404,404	3%	20,957,945	4%
Other Community, Social and Personal Activities	19,447,639	3%	18,285,440	3%
Education	16,514,136	3%	16,406,427	2%
Financial Intermediation	16,086,898	3%	10,417,038	2%
Agriculture, Hunting and Forestry	14,507,300	2%	1,466,641	1%
Overdraft	13,338,931	2%	3,906,391	1%
Manufacturing of Basic Metals and Fabricated Metal Products	11,163,914	2%	12,568,684	2%
Health and Social Work	8,997,342	1%	8,570,714	2%
Personal Needs	8,196,602	1%	10,277,746	2%
Manufacture of Rubber and Plastic Products	7,572,581	1%	5,951,643	1%
Manufacture of Wood and Wood Products	5,471,102	1%	6,300,911	1%
Other Sectors	16,847,062	3%	12,478,152	1%
	608,184,750	100%	562,325,601	100%

The classification of retail loans by type is as follows:

	31 December 2012		31 December 2011	
	USD	%	USD	%
Home purchase	163,780,004	62%	140,320,256	62%
Home improvement	27,334,296	10%	26,046,804	11%
Super loan	18,120,325	7%	14,709,270	6%
Shop purchase	13,947,521	5%	13,736,291	6%
Overdraft and credit cards	11,388,783	4%	7,663,754	3%
Home reconstruction	10,353,999	4%	10,491,489	5%
Home advances	4,070,821	2%	4,823,668	2%
Technical equipment	907,584	1%	1,017,344	1%
Car purchase	835,634	1%	707,783	1%
Other types	11,996,900	4%	7,874,282	3%
	262,735,867	100%	227,390,941	100%

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14. Property and equipment

Property and equipment as at 31 December 2012 and 2011 are composed as follows:

	Land, buildings and leasehold improvements	Vehicles and other equipment	Computers and electronic equipment	Office equipment	Total
Gross value					
At 1 January 2011	17,084,423	4,360,115	10,799,653	1,314,472	33,558,663
Additions	3,039,086	547,910	2,543,380	200,655	6,331,031
Disposals / transfers	-	(20,188)	(216,020)	-	(236,208)
Translation difference	(560,595)	(142,360)	(353,607)	(42,989)	(1,099,551)
At 31 December 2011	19,562,914	4,745,477	12,773,406	1,472,138	38,553,935
Additions	13,056,486	531,756	1,948,897	416,786	15,953,925
Disposals / transfers	(103,265)	(107,488)	(776,303)	(14,680)	(1,001,736)
Reclassifications	(2,665,180)	-	-	-	(2,665,180)
Translation difference	327,702	82,367	219,775	25,395	655,239
At 31 December 2012	30,178,657	5,252,112	14,165,775	1,899,639	51,496,183
Accumulated depreciation					
At 1 January 2011	(6,501,209)	(2,832,514)	(6,896,121)	(853,369)	(17,083,213)
Charge for the year	(946,228)	(658,864)	(1,958,092)	(190,662)	(3,753,846)
Disposals / write offs	-	13,796	198,131	-	211,927
Translation difference	271,889	128,751	353,386	39,829	793,855
At 31 December 2011	(7,175,548)	(3,348,831)	(8,302,696)	(1,004,202)	(19,831,277)
Charge for the year	(1,192,434)	(617,437)	(2,005,694)	(228,188)	(4,043,753)
Disposals / write offs	4,454	107,291	763,754	14,680	890,179
Reclassifications	67,189	-	-	-	67,189
Translation difference	(141,109)	(43,448)	(203,266)	(21,914)	(409,737)
At 31 December 2012	(8,437,448)	(3,902,425)	(9,747,902)	(1,239,624)	(23,327,399)
Net book value					
At 1 January 2011	10,583,214	1,527,601	3,903,532	461,103	16,475,450
At 31 December 2011	12,387,366	1,396,646	4,470,710	467,936	18,722,658
At 31 December 2012	21,741,209	1,349,687	4,417,873	660,015	28,168,784

As at 31 December 2012 the gross value of the assets which were fully depreciated was USD 10,840,187 (2011: USD 8,040,881).

Reclassifications represent a number of commercial properties (land and buildings) that were leased to third parties and were classified as investment property and included in other assets (see note 16). The carrying amount of these assets at 31 December 2012 was USD 2,597,991 (2011: USD 1,097,784).

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Notes to the Consolidated Financial Statements for the year ended 31 December 2012
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15. Intangible assets

Intangible assets as at 31 December 2012 and 2011 are composed as follows:

	Software
Gross value	
At 1 January 2011	4,617,750
Additions	881,776
Translation difference	(152,007)
At 31 December 2011	5,347,519
Additions	639,048
Translation difference	85,378
At 31 December 2012	6,071,945
Accumulated depreciation	
At 1 January 2011	(3,007,012)
Charge for the year	(788,680)
Translation difference	147,620
At 31 December 2011	(3,648,072)
Charge for the year	(854,483)
Translation difference	(54,479)
At 31 December 2012	(4,557,034)
Net book value	
At 1 January 2011	1,610,738
At 31 December 2011	1,699,447
At 31 December 2012	1,514,911

Software represents mainly the upgraded Bank's operating and accounting system, and the license and software for providing internet and mobile banking services. In 2011, the Bank purchased new modules and started the implementation of software upgrade, which is expected to finalise in June 2013.

16. Other assets

Other assets as at 31 December 2012 and 2011 are as follows:

	31 December 2012	31 December 2011
Assets acquired through legal process	15,923,728	8,630,760
Administration costs receivable from borrowers	2,071,794	1,563,898
Cheques for collection and payments in transit	1,377,077	846,720
Prepaid expenses	1,087,195	1,039,670
Inventory	641,656	-
Spot transactions revaluation gain	432,465	189,301
Advances to suppliers	250,825	886,303
Cheques receivable	-	7,836,154
Other debtors	500,422	104,356
	22,285,162	21,097,162

Assets acquired through legal process represent the repossessed collaterals of some unrecoverable loans, the ownership of which was taken on behalf of the Bank. The Bank has established an Asset Sale Committee, responsible for the disposal of these assets.

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17. Other assets (continued)

The fair value of these assets at the reporting date is determined with reference to the current market prices. A number of properties with a carrying amount of USD 2,597,991 USD (2011: USD 1,097,784) were leased to third parties, and in 2012, were reclassified from property and equipment (see note 14) to assets acquired through legal process (investment property). Subsequent renewals are negotiated with the lessee on an annual basis. Rental income from investment property, of USD 118,728 (2011: USD 35,255) is recognised in other income.

Cheques for collection and payments in transit represent customers' cheques and payments drawn on other banks that are in the process of being collected. Cheques receivable of USD 7,836,154 at 31 December 2011, were received in 2012.

17. Customer deposits

Customer deposits as at 31 December 2012 and 2011 are composed as follows:

	31 December 2012	31 December 2011
Current accounts:		
Individuals	80,294,608	71,260,794
Private enterprises	143,633,073	101,960,463
State owned entities	27,047,033	22,182,589
	250,974,714	195,403,846
Deposits:		
Individuals	1,478,359,304	1,242,297,039
Private enterprises	95,693,420	94,178,122
State owned entities	31,975,273	31,120,522
	1,606,027,997	1,367,595,683
Other customer accounts:		
Individuals	3,122,559	1,707,354
Private enterprises	23,845,350	15,720,103
State owned entities	917,335	876,050
	27,885,244	18,303,507
	1,884,887,955	1,581,303,036

Current accounts and deposits can be further analysed by original maturity and currency as follows:

	31 December 2012			31 December 2011		
	Local currency	Foreign currency	Total	Local currency	Foreign currency	Total
Current accounts	114,929,447	136,045,267	250,974,714	99,042,936	96,360,910	195,403,846
Deposits						
On demand	604,418	44,699,095	45,303,513	55,494	27,403,571	27,459,065
Up to 39 days	17,964,383	44,924,394	62,888,777	32,137,819	47,905,841	80,043,660
40-99 days	62,820,019	83,828,887	146,648,906	63,659,097	75,429,407	139,088,504
100-189 days	104,642,894	103,989,302	208,632,196	102,996,609	106,429,968	209,426,577
190- 370 days	489,270,313	489,607,647	978,877,960	398,613,039	391,102,303	789,715,342
371 days and over	73,246,186	61,837,482	135,083,668	52,315,352	46,067,560	98,382,912
Accrued interest on deposits	19,230,687	9,362,290	28,592,977	16,550,673	6,928,950	23,479,623
Total deposits	767,778,900	838,249,097	1,606,027,997	666,328,083	701,267,600	1,367,595,683
Other customer accounts	8,234,282	19,650,962	27,885,244	5,242,073	13,061,434	18,303,507
Total customer deposits	890,942,629	993,945,326	1,884,887,955	770,613,092	810,689,944	1,581,303,036

Banka Kombetare Tregtare Sh.a.

Notes to the Consolidated Financial Statements for the year ended 31 December 2012

(amounts in USD, unless otherwise stated)

17. Customer deposits (continued)

Other customer accounts are composed as follows:

	31 December 2012			31 December 2011		
	Local currency	Foreign currency	Total	Local currency	Foreign currency	Total
Guarantees for letters of credit	-	1,857,035	1,857,035	-	48,124	48,124
Escrow accounts	4,535,293	11,482,981	16,018,274	3,262,013	9,855,162	13,117,175
Bank drafts	-	-	-	-	1,921	1,921
Payment orders to be executed	162,961	779,137	942,098	38,955	234,750	273,705
Other	3,536,028	5,531,809	9,067,837	1,941,105	2,921,477	4,862,582
	8,234,282	19,650,962	27,885,244	5,242,073	13,061,434	18,303,507

Deposit guarantee for letters of credit represent the cash collateral held by the Bank against similar collateral provided by the Bank to correspondent banks for letters of credit opened on behalf of its customers.

Escrow accounts balance represents sums blocked until the completion of an operation or the extinction of a risk. Amounts registered in these accounts mostly relate to cash coverage received from customers due to the issuance of bid and performance bonds by the bank or due to treasury bill transactions with Bank of Albania intermediated by the Bank.

Other represents deposits that are pending to be allocated into the relevant deposit category the next business day (value date).

18. Due to banks and financial institutions

Due to banks as at 31 December 2012 and 2011 consisted as follows:

	31 December 2012	31 December 2011
Treasury bills sold under Repo agreements with Central Bank	149,436,893	88,212,468
Deposits from banks	59,228,406	15,822,504
Current accounts of non resident banks	3,880,548	656,249
Current accounts of resident banks	5,146	67,523
Borrowing from financial institutions	26,553,849	26,108,721
	239,104,842	130,867,465

Treasury bills and Albanian Government Bonds with a total value of USD 173,075,106 (2011: USD 103,038,218) were used to secure Repo agreements with the Central Bank and borrowings from banks.

Deposits from banks as at 31 December 2012 represent short-term borrowings obtained from resident and non-resident banks.

Borrowing from financial institutions represents seven-year borrowings of EUR 20,135,575 (2011: EUR 20,209,687), obtained from European Fund for Southeast Europe (EFSE), under the Framework Agreement signed on 20 September 2010 with the purpose of granting loans to small and medium enterprises.

19. Due to third parties

The Bank acts as an agent for the tax authorities, either in the collection of taxes or in performing advance payments for the budget. In return, the Bank charges a commission to the taxpayers for the service rendered. The credit balance as at 31 December 2012, of USD 2,249,325 (2011: USD 3,018,872) represents the net outstanding amount of payments and collections made by the Bank to and from third parties, on behalf of tax authorities.

Banka Kombetare Tregtare Sh.a.

Notes to the Consolidated Financial Statements for the year ended 31 December 2012

(amounts in USD, unless otherwise stated)

20. Deferred tax liabilities

Deferred income taxes are calculated using a tax rate of 10%. The movement on the deferred income tax account is as follows:

	31 December 2012	31 December 2011
Liability at 1 January	2,374,663	1,731,801
(Income)/expense	(424,578)	746,149
Exchange differences	28,568	(103,287)
Liability at the end of the year	1,978,653	2,374,663

Deferred income tax liabilities/(assets) are attributable to the following items:

	31 December 2012	31 December 2011
Deferred income on fees on loans	(452,023)	(407,351)
Decelerated depreciation	(414,173)	(320,147)
Allowance for loan impairment	3,106,589	2,321,367
Fair value reserve for AFS securities	(261,740)	780,794
	1,978,653	2,374,663

Based on the local accounting law, starting from 1 January 2008 the Bank must report in accordance with IFRS. In addition, Law No. 10364, dated 16.12.2010 provides for certain amendments (effective as of 24 January 2011). Based on these amendments, the impairment allowances charged by banks in accordance with IFRS shall be considered as tax deductible expenses, provided that they are certified by the external auditors and are not in excess of the limits determined by the Central Bank. However, the impact of these changes in the legislation, on the consolidated financial statements of the Bank, are still uncertain and guidelines on the tax impact for IFRS reporting not yet clear.

21. Accruals and other liabilities

	31 December 2012	31 December 2011
Payables	5,006,916	1,846,121
Due to tax authorities	1,417,158	815,284
Liability for retiring employees (note 3(r).ii.)	1,172,902	1,278,406
Bonus payable	1,170,289	1,121,307
Deposit insurance payable	1,155,614	950,882
Payables to constructors for home loans	837,305	922,326
Accrued expenses	304,432	733,011
Payments in transit	266,331	915,834
Social insurance	162,202	151,285
Cash guarantees from suppliers	100,930	61,206
Spot transactions revaluation loss	-	164,634
	11,594,079	8,960,296

Due to tax authorities includes income tax payable of USD 695,365 (2011: USD 200,434).

Payables include balances of USD 1,854,100 (2011: USD 1,846,121) that relate to old transactions of the Albanian Government and are pending on the future determination of the rightful owner of these amounts.

Bonus payable represents the accrued yearly performance bonus for the bank's staff and management, which is expected to be paid within the first quarter of 2013.

Deposit insurance payable relates to the last quarter of 2012 and is payable based on the Law no. 8873 "On the Insurance of Deposits" dated 29 March 2002, which provides insurance coverage to individual depositors against bank failures.

Banka Kombetare Tregtare Sh.a.
Notes to the Consolidated Financial Statements for the year ended 31 December 2012
(amounts in USD, unless otherwise stated)

22. Subordinated debt

Subordinated debt of USD 13,195,323 represents the equivalent amount of a facility of EUR 10 million that was obtained from the Green for Growth Fund Southeast Europe, under the Subordinated Term Loan Facility Agreement, signed on 19 November 2012 with the purpose of granting loans related to Energy Efficiency and Renewable Energy investments.

Pursuant to the approval granted by Bank of Albania on 21 December 2012, this subordinated debt was classified as second-tier capital and included in the regulatory capital of the Bank.

23. Shareholder's equity and reserves

Share Capital

At 31 December 2012 the authorised share capital comprised 8,097,166 ordinary shares (2011: 8,097,166). The shares have a par value of USD 12.35. All issued shares are fully paid. The holder of ordinary shares is entitled to receive dividends, if declared. All shares rank equally with regard to the Bank's residual assets.

Legal reserve

As described in Note 1, based on the Shareholder's Decision dated 28 March 2012, the Bank created legal reserves of Lek 358,706 thousand (2011: nil), which is the equivalent amount of USD 3,410,723.

Translation reserve

The translation reserve comprises all foreign exchange differences arising from the translation of the financial statements of foreign operations as well as from the translation of consolidated financial statements from functional currency to presentation currency.

Fair value reserve

The fair value reserve includes the cumulative net change in the fair value of available-for-sale investments, excluding impairment losses, until the investment is derecognised or impaired.

Retained earnings

As explained in Note 1, after the appropriation of legal reserves on 28 March 2012, the remaining retained earnings at 31 December 2012 were not distributed.

24. Interest income

Interest income is composed as follows:

	Year ended 31 December 2012	Year ended 31 December 2011
Placements with banks and balances with Central Bank	6,881,760	7,352,357
Treasury bills and investment securities	56,280,892	52,172,170
Loans to customers	77,852,042	64,010,680
	141,014,694	123,535,207

Interest income can be further detailed as follows:

	Year ended 31 December 2012	Year ended 31 December 2011
Available-for-sale financial assets	35,588,667	19,317,214
Held-to-maturity investments	27,573,985	40,207,313
Loans and receivables	77,852,042	64,010,680
	141,014,694	123,535,207

Interest income on individually impaired loans for the year ended 31 December 2012 was USD 527,700 (2011: USD 384,115).

Banka Kombetare Tregtare Sh.a.

Notes to the Consolidated Financial Statements for the year ended 31 December 2012

(amounts in USD, unless otherwise stated)

25. Interest expense

Interest expense raised from financial liabilities measured at amortized cost is composed as follows:

	Year ended 31 December 2012	Year ended 31 December 2011
Due to banks and financial institutions	9,423,592	4,003,633
Customer deposits	60,217,277	53,634,907
	69,640,869	57,638,540

26. Fees and commissions, net

Fee and commission revenue and expense are comprised of the following items:

	Year ended 31 December 2012	Year ended 31 December 2011
Fee and commission income		
Payment services to clients	3,462,223	3,086,230
Inter bank transactions	2,232,702	1,984,245
Electronic banking services	1,244,899	799,271
Customer accounts' maintenance	831,970	799,320
Lending activity	753,648	1,191,863
Cash transactions with clients	235,270	247,529
Other fees and commissions	136,458	105,992
	8,897,170	*8,214,450*
Fee and commission expense		
Inter bank transactions	(96,920)	(257,087)
Customer accounts' maintenance	(80,081)	(93,117)
Payment services to clients	(53,469)	(47,368)
Transactions with clients	(3,489)	(34,244)
Other fees and commissions	(5,007)	-
	(238,966)	*(431,816)*
Fees and commissions, net	8,658,204	7,782,634

27. Foreign exchange revaluation gain/(loss), net

Foreign exchange revaluation gain/(loss) represents the net revaluation of the Bank's foreign currency monetary assets and liabilities. In addition, as described in Note 3(b) it also includes the revaluation of the Bank's share capital. The revaluation gain on the share capital revaluation for the year ended 31 December 2012 is USD 1,562,211 (2011: loss of USD 4,587,301).

Banka Kombetare Tregtare Sh.a.

Notes to the Consolidated Financial Statements for the year ended 31 December 2012

(amounts in USD, unless otherwise stated)

28. Other expense, net

Other income and expenses are composed as follows:

	Year ended 31 December 2012	Year ended 31 December 2011
Other income		
Gain on recovery of lost loans	3,853	17,526
Gain on sale of property and equipment	59,208	23,418
Gain on sale of assets acquired through legal process	111,697	49,500
Reversal of staff pension fund	116,465	288,087
Income from operating lease	118,728	35,255
Income from financial instruments measured at FV	-	1,134,651
Sundry	48,677	62,645
	458,628	*1,611,082*
Other expense		
Loss on sale or write off of fixed assets	(25,622)	(22,866)
Loss on unrecoverable lost loans	(129,055)	(129,352)
Provision of other debtors	(524,232)	(1,790,193)
Sundry	(46,937)	(42,974)
	(725,846)	*(1,985,385)*
Other expense, net	(267,218)	(374,303)

29. Personnel expenses

Personnel expenses are composed as follows:

	Year ended 31 December 2012	Year ended 31 December 2011
Salaries	12,311,013	11,698,149
Social insurance	1,142,850	1,093,595
Performance bonus	1,139,385	1,030,985
Training	519,216	566,943
Life insurance	62,518	42,656
Other	288,064	276,979
	15,463,046	14,709,307

Banka Kombetare Tregtare Sh.a.

Notes to the Consolidated Financial Statements for the year ended 31 December 2012

(amounts in USD, unless otherwise stated)

30. Administrative expenses

Administrative expenses are composed as follows:

	Year ended 31 December 2012	Year ended 31 December 2011
Deposit insurance expense	4,639,197	4,091,978
Marketing expenses	2,601,052	2,909,837
Telephone, electricity and IT expenses	2,508,254	2,399,139
Lease payments	2,329,420	2,201,552
Repairs and maintenance	2,262,105	1,838,635
Credit/debit cards expenses	1,622,381	1,078,321
Security and insurance expenses	1,066,157	1,032,946
Transportation and business related travel	903,973	865,116
Other external services (including external audit fees)	636,860	390,541
Office stationery and supplies	513,974	529,002
Representation expenses	226,372	232,240
Taxes other than tax on profits	144,711	283,480
Sundry	595,584	594,911
	20,050,040	18,447,698

31. Income tax

Income tax is comprised of:

	Year ended 31 December 2012	Year ended 31 December 2011
Current income tax	4,188,140	2,782,633
Deferred tax (income)/ expense (note 20)	(424,578)	746,149
	3,763,562	3,528,782

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

	Year ended 31 December 2012	Year ended 31 December 2011
Profit before taxes	34,658,836	32,943,416
Computed tax using applicable tax rate of 10%	3,465,884	3,294,342
Non tax deductible expenses	326,378	174,466
Foreign exchange difference	(28,700)	59,974
Income tax	3,763,562	3,528,782
Effective tax rate	10.86%	10.71%

32. Related party transactions

Identity of related parties

The Bank has related party relationships with its shareholders and affiliates, directors and executive officers. The Bank's sole shareholder is Calik Finansal Hizmetler, which is owned by Calik Holding at 100% as at 31 December 2012.

ALBtelecom Sh.a., Eagle Mobile Sh.a., Aktif Yatirim Bankasi A.S. ("Aktifbank"), GAP Pazarlama FZE, Calik Elektrik Dagitim A.S, Calik Enerji Sanayi ve Ticaret A.S, and Lidya Madencilik San. ve Tic A.S. are controlled by Calik Holding.

Banka Kombetare Tregtare Sh.a.

Notes to the Consolidated Financial Statements for the year ended 31 December 2012

(amounts in USD, unless otherwise stated)

32. Related party transactions (continued)

Anateks Anadolu Tekstil Fab. Tic. is an entity controlled by individuals that are close members of the family of the owner of Calik Holding.

Balances and transactions with related parties

	31 December 2012	31 December 2011
Assets		
Placement and balances with banks:		
Current accounts with Aktifbank	78,297	131,977
Investment securities available-for-sale:		
Aktifbank	23,158,640	-
Loans to customers:		
GAP Pazarlama FZE	-	17,996,167
Anateks Anadolu Tekstil Fab. Tic.	11,857,389	11,823,587
Total assets	35,094,326	29,951,731
Liabilities		
Customer deposits:		
ALBtelecom Sh.a.	3,373,026	759,729
Eagle Mobile Sh.a.	654,490	165,832
Other liabilities:		
Payables to Aktifbank	-	2,751
Total liabilities	4,027,516	928,312

Commitments and contingencies		
Guarantees in favour of customers:		
ALBtelecom Sh.a.	32,607	1,725,027
Calik Elektrik Dagitim A.S and Calik Enerji Sanayi Ve. Ticaret A.S	1,318,753	-
Guarantees received from financial institutions		
Aktifbank	-	345,193

	2012	2011
Statement of comprehensive income		
Interest income from:		
Aktifbank	845,416	78,944
Calik Holding	-	54,864
GAP Pazarlama FZE	177,500	764,000
Anateks Anadolu Tekstil Fab. Tic.	648,988	654,584
ALBtelecom Sh.a.	10,484	-
Eagle Mobile Sh.a.	6,140	-
Interest expenses for:		
ALBtelecom Sh.a. and Eagle Mobile Sh.a.	(63,309)	(123,761)
Aktifbank	(217,395)	-
Fees and commissions:		
Commissions charged by Aktifbank	(3,347)	(34,084)
Letters of guarantee: ALBtelecom Sh.a., Calik Elektrik Dagitim A.S and Calik Enerji Sanayi Ve. Ticaret A.S	26,885	39,434
Account maintenance and lending fees from ALBtelecom Sh.a. and Eagle Mobile Sh.a.	10,207	623
Operating Expenses		
ALBtelecom Sh.a., Eagle Mobile Sh.a. and Calik Holding	(999,102)	(802,191)
Net	442,467	632,413

Banka Kombetare Tregtare Sh.a.

Notes to the Consolidated Financial Statements for the year ended 31 December 2012

(amounts in USD, unless otherwise stated)

32. Related party transactions (continued)

GAP Pazarlama FZE is an international company operating as a wholesale trader and is owned by the Bank's ultimate shareholder. The loan granted to this company, with an interest rate of 6.0% p.a., was sold to Aktifbank on 1 March 2012.

The Bank has signed an agreement with Aktifbank for consultancy services in relation to lending to companies based in Turkey, under which the Bank paid service commission to Aktifbank. In addition, Aktifbank has offered a guarantee of 10% on the outstanding loans granted to these companies, which as at 31 December 2012 has expired (31 December 2011: USD 150,721).

In 2012 the Bank acquired the following assets from related parties:

Month	Related Party	Purchase price in USD '000	Asset purchased
January 2012	Lidya Madencilik San. Ve. Tic A.S.	16,500	Equity instruments available-for-sale
March 2012	Aktifbank	36,225	Asset Backed Securities (1)
December 2012	Aktifbank	8,210	Asset Backed Securities (1)
May 2012	ALBtelecom Sh.a.	9,432	Land and buildings (2)

(1) The Asset Backed Securities ('ABSs') were issued by 'Aktif Yatirim Bankasi A.S (2) No.lu Emek Varlik Finansman Fonu' (the 'Fund'). These ABSs, represent debt instruments secured by the underlying assets of the Fund. For the sake of clarity, these ABSs are not on the balance sheet of Aktifbank and do not represent its obligations. During 2012, the Bank sold part of these securities with a value of USD 12,791 thousand.

(2) The transfer of ownership of the land and buildings from ALBtelecom Sh.a to the Bank is finalized on 9 October 2012.

Balances and transactions with directors and executive officers

The remuneration of directors and executive officers is included in personnel expenses. It can be detailed as follows:

	Year ended 31 December 2012	Year ended 31 December 2011
Directors	106,668	106,668
Executive officers	2,471,446	2,516,922
	2,578,114	2,623,590

As at 31 December 2012, the total deposits of directors held with the Bank were USD 770,061 (31 December 2011: USD 1,183,712), while there are no outstanding loans granted to directors.

33. Contingencies and commitments

Guarantees and letters of credit

	31 December 2012	31 December 2011
Guarantees in favour of customers	81,799,801	58,924,699
Guarantees received from credit institutions	16,208,660	1,833,620
Letters of credit issued to customers	6,152,087	3,536,807

Guarantees and letters of credit issued in favour of customers mostly are counter guaranteed by other financial institutions or fully cash collateralised.

Banka Kombetare Tregtare Sh.a.

Notes to the Consolidated Financial Statements for the year ended 31 December 2012

(amounts in USD, unless otherwise stated)

33. Contingencies and commitments (continued)

At present the Bank is operating as an agent of the Government in the administration and implementation of certain loans to state owned entities utilising credit lines received from international donors. These donors have received individual guarantees from the Government of Albania to cover the reimbursement of their lines of credit.

Other

	31 December 2012	31 December 2011
Undrawn credit commitments	57,239,189	39,460,685
Outstanding cheques of non-resident banks	158,170	727,346
Spot foreign currency contract	53,614,371	47,616,116
Collaterals for loan portfolio	2,297,175,113	2,029,293,571
Securities pledged as collateral (notes 11 and 18)	173,075,106	113,938,218

Legal

In the normal course of business the Bank is presented with legal claims and litigation; the Bank's management is of the opinion that no material losses will be incurred in relation to legal claims outstanding as at 31 December 2012.

Lease commitments

Such commitments for the years ended 31 December 2012 and 2011 are composed as follows:

	31 December 2012	31 December 2011
Not later than 1 year	2,361,994	2,124,272
Later than 1 year and not later than 5 years	8,144,393	7,831,062
Later than 5 years	2,290,854	3,581,116
Total	12,797,241	13,536,450

The Bank has entered into lease commitments for all the branches and agencies opened during the years 2003-2012 with a maximum duration of ten years.

The Bank had 80 rented buildings as at 31 December 2012, in which are included the rented space dedicated to offsite disaster recovery and the 26 buildings rented for units of Kosovo Branch.

The Bank may cancel these leases upon giving three months notice. Therefore, at 31 December 2012, the maximum non-cancellable commitment payable not later than one year is USD 590,498 (2011: USD 531,068).

The Bank leases a number of properties under operating leases. The leases typically run for a period of up to 1 year, with an option to renew the lease after that period.

34. Subsequent events

There are no subsequent events that would require either adjustments or additional disclosures in the financial statements.

Directory

Tirana Branches

Main Branch Tel: +355 4 2266 276/7/8	Medrese Branch Tel: +355 4 2379380/1	Ismail Qemali Branch Tel: +355 4 2264947	Myslym Shyri Branch Tel: +355 4 2243342	Sauk Branch Tel: +355 4 2467921	Kristal Branch Tel: +355 4 2322295	Kashar Branch Tel: +355 4 2291727/8
Rr. Elbasanit Branch Tel: +355 4 2347-552/6	Stacioni Trenit Branch Tel: +355 4 2234047	Abdyl Frashëri Branch Tel: +355 4 2265865	Kamëz Branch Tel: +355 4 2200440	Ali Demi Branch Tel: +355 4 2358946	Don Bosko Branch Tel: +355 4 2404208/9	Hoxha Tahsim Branch Tel: +355 4 2268199/201
Lapraka Branch Tel: +355 4 2413 176	Mustafa Qemal Ataturk Branch Tel: +355 4 2245868	Dajti Branch Tel: +355 4 2370727	Komuna Parisit Branch Tel: +355 4 2320671	Shkolla Baletit Branch Tel: +355 4 2240110	Rr. Durresit Branch Tel: +355 4 268 201	Liqeni Branch Tel: +355 4 24654312/314
Kombinat Branch Tel: +355 4 2351574						

Other Branches in Albania

Durrës Branch Tel: +355 52 220060	Pavarësia Branch Tel: +355 33 238365	Pogradec Branch Tel: +355 83 225704/6	Fushë-Krujë Branch Tel: +355 563 22927/8	Laç Branch Tel: +355 532 222547	Librazhd Branch Tel: +355 514 22177/8	Kuçovë Branch Tel: +355 311 222 34
Elbasan Branch Tel: +355 54 253146	Gjirokastër Branch Tel: +355 84 267129/30	Saranda Branch Tel: +355 85 225705	Bilisht Branch Tel: +355 81 13681/2	Rrëshen Branch Tel: +355 216 223142/8	Peqin Branch Tel: +355 512 23745	Aleksandër Goga Branch Tel: +355 52 222 79
Rinia Branch Tel: +355 54 240270/241400	Shkodër Branch Tel: +355 22 245049	Lezha Branch Tel: +355 215 22602/4	Delvina Branch Tel: +355 81 353711	Bushat Branch Tel: +355 266 220262/3	Rrogozhina Branch Tel: +355 57 723207/8	Dogana Durrës Agency Tel: +355 52 220161
Korça Branch Tel: +355 82 251916/7/8	Çlirimi Branch Tel: +355 22 245365/249449	Kukës Branch Tel: +355 242 22434	Kavaja Branch Tel: +355 5524 7743/4	Shkozet Branch Tel: +355 52 265413/4	Plazhi Durrës Branch Tel: +355 52 263415/6	Forex Airport Rinas Agency Tel: +355 4 2381963
Lushnja Branch Tel: +355 352 24572/4	Fier Branch Tel: +355 34 228451/2	Peshkopi Branch Tel: +355 218 25535/6/7	Vora Branch Tel: +355 47600 375	Koplik Branch Tel: +355 211 23168/9	Orikum Branch Tel: +355 391 2941/2	Kastrioti Branch Tel: +355 34 233801/2
Vlora Branch Tel: +355 33 222090	Berat Branch Tel: +355 32 236470					

Kosova Branches

Administrative Office Tel: +381 38 222 910	Fushë-Kosova Unit Tel: +381 38 534 910	Gjakova Unit Tel: +381 39 330 910	Gjilan Unit Tel: +381 28 320 910	Aeroport Agency Tel: +381 38 220 910	Dheu i Bardhë Unit Tel: +381 280 224 910	Elkos-Unit Tel: +377 45 700 721
Pejton Unit Tel: +381 38 222 910	Podujeva Unit Tel: +381 38 571 996	Rahovec Unit Tel: +381 29 276 910	Lipjan Unit Tel: +381 38 580 910	Hani i Elezit Agency Tel: +381 290 385 910	Mitrovicë Unit Tel: +381 028 536 910	Albi Unit Tel: + 381 38 522 910
Kodra e Diellit Unit Tel: +381 38 233 910	Shatervan Unit Tel: +381 29 223 910	Ferizaj Unit Tel: +381 29 326 910	Vushtrri Unit Tel: +381 28 573 910	Viti Unit Tel: +381 280 380 910	Prizren Unit Tel: +381 29 222910	Skënderaj Unit Tel: +381 28 582 910
Dardania Unit Tel: +381 38 500 910	Teuta Unit Tel: +381 39 423 910	Drenas Unit Tel: +381 38 584 910	Nënë Tereza Unit Tel: +381 38 225 910			

As of date of publication

Elbasan Branch, a landmark in the city, was opened as our fourth branch in the early 1930's after the Durres Branch (29 November 1925), Shkodra Branch (1 November 1926), and Vlora Branch (15 November 1926). The exterior architecture of the building has recently been rehabilitated while the interior design of the branch has been renewed in order both to better reveal the characteristics of the building and to make the branch more user-friendly for our customers.

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