# INTERIM ACTIVITY REPORT OF THE BULGARIAN-AMERICAN CREDIT BANK AD ON A CONSOLIDATED BASIS FOR THE THREE MONTHS OF 2018

# **SOFIA, 26 APRIL 2018**

### **GENERAL**

In the first quarter of 2018, the Bulgarian-American Credit Bank AD (BACB, the Bank) continued to offer innovative and flexible solutions for the business and individuals, manage risks and be a "green" and socially-responsible bank. The Bank strives to become a key partner for the development of resource-efficient, competitive, green economy in Bulgaria, while achieving synergy between the customers' needs, the responsible attitude towards the environment and the business goals set forth.

For the period BACB continued pursuing its main strategic goals related to its development as a universal bank offering a full range of banking services, including financing of small and medium-sized enterprises, and expanding services in retail banking by offering a variety of products in the consumer lending and transaction banking. The Bank is committed to meet its customers' needs by providing a comprehensive range of services through contemporary banking technologies and as a result expanding its customer base.

In its credit activity as at 31.03.2018, the Bank registered a net increase in the book value of its loan portfolio for the segment "Natural Persons" by + 8% or BGN +4.357 million compared to 31.12.2017. As regards the SME and Corporate Clients segments, the Bank also reported a growth of + 2.80% or BGN +23.316 million, taking into account the decrease of BGN -2.502 million in the portfolio of the Restructuring Sector (loans, provided before 2011), at whose reduction the Bank works actively.

As at March 31, 2018, the total growth in the Bank's loan portfolio was + 3.12%, a net increase of BGN +27.673 million compared to the previous 2017.

The Bank continues its successful development and promotion on the market of its innovative product for individuals - fast consumer credit "BACB Express", offered at specialized points of sale in the big malls and shopping centers. Utilization of the approved cash limit without the need for a bank card at any ATM, offering Cash M, is a unique feature of the product on the competitive local banking market.

In the last quarter of 2017 was promoted the new credit product intended for customers - natural persons - "Revolving consumer credit", having no analogue on the local banking market.

In terms of lending, BACB is actively working to continue the diversification of the loan portfolio by increasing the share of loans to Individuals and SMEs and increasing cross-selling both between the customer segments and the BACB's non-credit products and services to the borrowers of the Bank.

BACB considers as a priority the financing of projects with approved financial support under the EU Operational Programs. The Bank operates a specialized department aimed at working with European programs and financial institutions, in order to provide a full range of services to the BACB's customers at all stages of project process realization under European programs.

In March 2018, BACB signed a standard contract with the Ministry of Education and Science under the Undergraduate and Graduate Student Loans Act. The agreed state guarantee for granting loans to undergraduate and gradate students amounted to BGN 3 mln. The MES's credit scheme will allow BACB AD to expand and deepen its cooperation with the state institutions in the country, as well as to attract new individual customers - undergraduate and gradate students in line with the Bank's strategy for development in the period 2018-2020. The program benefits from a state guarantee amounting to 100% of the loan amount.

During the period the Bank participated in a competition program of Bulgarian Development Bank AD for indirect financing of small and medium enterprises with a guarantee facility and counter-guarantees under the COSME Program of the European Investment Fund, with the support of the European Fund for Strategic Investments - COSME Program+" in the amount of EUR 10 mln.

BACB AD continues to develop its portfolio of products offered via office and online platforms. For the period, an additional version of the website was launched, opening an online deposit for individuals - also for 24-month deposits in BGN and EUR, with facilitated registration procedure and an option of making deposits and transfers from an EU and EEA Member State. Applying for the deposit is entirely online, after opening a deposit and signing up for Virtual Bank, customers can make subsequent queries for the same product.

To the office network was introduced a new Front-office module to the banking information system, which shortens the time of performance the basic banking operations and improves the quality of customer service. A new service was offered to the bank to notify customers via SMS and e-mail.

BACB offers to its clients a wide choice of debit and credit cards, meeting the highest security requirements of VISA and MasterCard international card organizations, as well as customer requirements for convenience, versatility and all kinds of payments at home and abroad. Every BACB customer can get a free card by courier, at an address specified by him/her.

All premium customers with a Visa card receive special discounts from selected partners in the country and around the world in categories "places and events", "travel", "lifestyle and fashion".

All BACB cards are registered for a 3D secure payment password. From April 2018, BACB will offer new

All BACB cards are registered for a 3D secure payment password. From April 2018, BACB will offer new functionality to its customers - generating a one-time 3D payment password on the Internet by sending it as an SMS to the customer's mobile phone. The bank plans to develop an option to enable / disable the card's functioning, and the change can be made repeatedly by every cardholder in Virtual Bank and in mobile banking.

Offering these services, the Bank will conveniently deliver the highest level of payment security on the Internet. Optionally, customers will receive SMS upon transactions. The bank also offers the option to receive a PIN (in encrypted form) via SMS, which guarantees additional security for its customers.

BACB maintains one of the lowest ATM fees for the country, no fees for POS terminals payments in Bulgaria and abroad, for payments on the Internet, and for withdrawals from own ATM. To facilitate its customers, BACB is increasing its terminal network by installing new ATMs.

Credit cards for physical and legal persons receive a cash back bonus for each POS terminal payment for a product or service in a store or on the internet for a specified cumulative amount for a three-month period. The grace period for repayment of the absorbed limit is the longest compared to other banks in the country, namely, 50 days.

The Bank implements a zero "floor" limit for all non-contact payments with VISA (Online contactless payments) throughout its sales network.

In the first quarter of 2018, BACB organized a joint campaign with VISA and MasterCard to stimulate the Bank's customers to use their debit and credit cards by participating in a lottery to receive material prizes.

For the first quarter of 2018, the Bank recorded a growth in transfers and documentary operations over the same period in 2017. The number of transfers increased by 12% and their volume - by 25%. With letters of credit and guarantees abroad, the Bank accounted for an increase in their volume of 19% compared to the last quarter of 2017.

The increase in the business operations was also reflected in the fees and commissions collected on the payment transactions. In the first quarter of 2018, they reached BGN 1.3 million, an increase of 15 compared to the same period in 2017.

In the first quarter of 2018, the Bank continued to apply innovative approaches to attract new customers and funds, as well as to diversify the deposit base. New deposit products were developed to attract new resources, the application of deposit-taking schemes from abroad continued. A new on-line deposit product was offered on the deposit market for 24 months in BGN and EUR.

In 2018, the Bank continues to apply a flexible approach to increasing and diversifying the attracted funds from the domestic market, will continue to maintain and increase the share of foreign deposits, focus on the development of remote banking channels, continue to improve service quality by applying individual approach to service, simplification of documentation and improvement of customer service processes.

The spring macroeconomic forecast of the Ministry of Finance takes into account the more favorable expectations for the development of the global and European economy compared to the 2017 autumn forecast. Estimates of the dynamics of international prices of oil and non-energy raw materials were also increased, especially in 2018. At the same time, the Bulgarian economy reported a 3.6% real growth in 2017, with an expected 4% in the forecast for September 2017. This was due to the stronger negative contribution of net exports, while domestic demand was better than expected. GDP growth is expected to accelerate to 3.9% in 2018, with domestic demand continuing to be ahead. Private consumption will accelerate slightly, backed by improved consumer confidence and a real increase in disposable income for households. At the same time, the investment activity will be mainly driven by the increase in public investments. GDP growth rates will remain relatively high throughout the forecast period. Economic activity will slow slightly to 3.8% in 2019 due to the downward dynamics of domestic demand and will reach 3.7% in the period 2020 and 2021. Domestic demand will remain the main driver of GDP growth in terms of both consumption and investments. While the investment activity is expected to moderately increase, lower employment growth and real incomes will result in a slowdown in private consumption growth. The negative effect on GDP in the line of net exports is expected to shrink to about 0.8 pp. in 2020 and 2021. In 20017, employment growth was higher than expected, but this did not lead to a substantial revision of estimates of employees' dynamics over the medium term due to the significant impact of agriculture. In the medium term, labor supply constraints and negative demographic developments will affect the slowdown in employment growth until its end in 2021. Inflation expectations were higher over the entire forecast period considering the dynamics reported in 2017 and the first two months of 2018, as well as updated assumptions for the international food and crude oil prices.

Forecast of the Ministry of Finance

	2018	2019	2020	2021
GDP (billion BGN)	104.7	111.1	117.9	124.9
GDP (real growth %)	3.9	3.8	3.7	3.7
Contribution:				
- Consumption	5.0	4.9	3.9	3.8
- Gross capital formation	10.1	6.6	6.9	7.0
- Export	4.9	4.9	4.7	4.6
- Import	8.1	7.0	5.9	5.8
Unemployment (%)	5.9	5.7	5.5	5.4
Inflation (%)	1.8	2.0	2.1	2.1
Foreign direct investments (% of GDP)	2.7	2.7	2.8	2.8
Loans granted to companies (%)	5.0	5.7	6.2	6.4
Loans granted to households (%)	4.8	5.0	5.5	6.2

Source: Ministry of Finance (MoF)

Expectations for the development of the world and European economy are improving compared to the fall forecast of 2017, mainly as a result of the better performance in 2017. The growth of the world economy was accelerated in 2017, supported both by developed and developing countries. The EU economic growth was also accelerated, with contributions from both domestic demand (consumption and investment) and net exports. The rising dynamics of the European economy was driven by the favorable development in most of the Union's countries, with an economic growth better than expected in the largest Member States, with the exception of the United Kingdom. In 2018, the world economic growth is expected to continue to grow steadily, backed by the increased economic activity in developing countries and the acceleration of the US GDP growth. At the same time, the growth of the European economy will start to slow down due to the more limited employment growth. Uncertainty related to the consequences of the UK's forthcoming exit from the EU is a potential risk to economic activity in the region. The European economy growth will continue to slow down throughout the forecast period.

The assumptions about the price dynamics of the main groups of raw materials are based on the current IMF and WB expectations. Based on this information, in 2018, the average price of Brent crude oil is expected to increase by 17.6% to USD 64 per barrel, with an expected growth of 1.5% in September 2017. These expectations are related not only to the improved growth prospects of the global economy but also to the expanded agreement of the OPEC countries to restrict production, as well as the geopolitical tensions in the Middle East that raised the cost of raw materials by the end of 2017 and early 2018.

According to NSI data in 2017, the Bulgarian gross domestic product grew by 3.6% compared to the expected 4% in the forecast of the Ministry of Finance in September 2017. The lower growth was due to the stronger negative contribution of net exports (-1.7 pp), while domestic demand performed better than expected with a positive contribution of 5.3 pp to the GDP growth.

The GDP is forecasted to grow by 3.9% in 2018, with growth continuing to be driven by domestic demand. Final consumption will rise by 5%, while core capital growth is expected to reach 10.1%. The forecasted increase in public consumption and investment will have a major contribution to rising domestic demand. Private consumption will slightly accelerate to 4.9%, backed by the improved consumer confidence, continued employment growth, and a real increase in household disposable income. The forecasts of international institutions are for negligible slowdown in economic activity in the EU and acceleration of global growth. This will reflected in preserving the dynamics of external demand, and the growth in exports of goods will remain close to that of the previous year. At the same time, due to the low base of 2017 and the expected favorable dynamics in the current year, growth in exports of services is expected. Increased domestic demand and exports will support the growth of imports. As a result, in 2018 the negative contribution of net exports to GDP is expected to increase compared to 2017 and reach 2 pp.

In 2017, employment grew at a faster pace than expected in the autumn macroeconomic forecast of the Ministry of Finance, which is also associated with a higher labor force increase. At the beginning of 2018, expectations for labor market developments remain favorable. Business assessments of employees' dynamics are rising, which is relevant to both industry and construction and services. In 2018, employment growth is expected to be 0.6% after a significant increase of 1.8% in 2017. The main reason for the slowdown is agriculture. The high share of the persons employed in the sector, with a tendency for the EU countries to decline and the ongoing process of restructuring of the farms to the larger ones, hiring workers, are the ones that determine the expected decrease of the self-employed in the sector. Thus, positive impact in 2018 is expected via demand of labor in industry and services.

The main risks to the macroeconomic forecast are related to the uncertainty in the development of the external environment and the expectations for international prices, as well as the unfavorable demographic trends in the country.

The risks to downward economic growth are mainly driven by external demand. The European economy growth may be delayed more than expected due to factors such as the uncertainty surrounding the forthcoming UK exit from the EU, less favorable global financing conditions, the strengthening of protectionist policies in some countries, mostly in the United States, the rise in geopolitical tensions and the stronger than expected slowdown in the Chinese economy. The weaker economic activity of our main EU trading partners would have a negative impact not only on the Bulgaria's exports but also on the domestic demand, both by limiting the growth of consumption and by lower investment activity.

The BACB's management retains its expectations for 2018 and believes that the financial year will be marked by significant challenges - items expansion, product quality development, including the introduction of digital technologies, under the terms of tight interest rate margins and high competition; adequate preparation for forthcoming regulatory changes. The management believes that, given the conservative provisioning policy and the good capital adequacy ratio, the Bank is adequately positioned and capable of responding flexibly to the needs of business and individuals. The stable deposit base combined with reasonable risk management and the fast and flexible business model of the Bank remain the main advantages that will allow it to avail itself of the opportunities offered by the changing market environment.

# **OVERVIEW OF THE ACTIVITIES IN Q1 2018**

### Selected indicators and ratios

In EUR'000 and %	31.12.2017 (audited)	31.03.2017 (restated)	31.03.2018 (unaudited )	Change 03.2018/03.2017
Size of assets	634,143	577,683	644,470	11.56%
Loans (net value)	391,710	354,344	404,367	14.12%
Borrowed funds	540,388	487,465	549,301	12.69%
Equity	91,172	88,160	90,223	2.34%
Net interest income	14,749	3,532	4,046	14.58%
Net income from fees and commissions	2,957	670	786	17.33%
Loans/borrowed funds	72.49%	72.69%	73.62%	
Liquid assets ratio	26.69%	27.57%	25.75%	
Capital adequacy	18.67%	19.96%	19.18%	

# Active operations

At the end of the first quarter of 2018, the Group's assets amounted to EUR 644 470 thousand, as compared to the 2017 audited data, showing an increase of EUR 10.3 million or an increase of 1.6%.

As at 31 March 2018, the Group recorded an increase in the loan portfolio at a book value of EUR 15.5 million or 3.5% reaching EUR 465.9 million compared to the volume at the end of 2017. From the beginning of 2018, the Bank calculates accumulated credit losses and impairments under IFRS 9, which amounted to EUR 61.6 million and provided coverage of 13.1% of the loan portfolio with a volume of EUR 58.7 million at the end of 2017, a coverage of 12.9% and an average level for the banking system of less than 8%.

In 2018, the accumulated provisions for impairment increased by EUR 2.9 million or 4.9%, including the effect of applying IFRS 9 at EUR 2.7 million.

At the end of March 2018, the net loan portfolio amounted to EUR 404.4 million and formed a 62.7% share of total assets. The loan portfolio includes receivables under finance leases for EUR 2 931.7 thousand at book value of EUR 3 015.1 thousand at the end of the previous year.

In the first quarter of 2018, the Group granted new loans amounting to EUR 58.1 million and the amount of repaid loans for the same period was EUR 42.1 million, including debt reduction of EUR 0.1 million against acquired collateral.

As of 31 March 2018, overdue loans over 90 days represented 18.9% of the total loans at book value, compared to the reported 17.9% as at 31 December 2017.

The share of non-performing loans is above the average for the banking system with a continuing steady downward trend. The main reason for the higher share is the sectoral orientation of the Bank - financing of projects in the construction and real estate sector before the global financial crisis. The loan policy applied in recent years and at the moment is focusing on poorly cyclical and promising economic sectors, aiming at effective diversification both in terms of sectoral positioning and size and timing so as to provide a sustainable basis for development and

limit the impact of individual exposures in a given industry. As a result, and due to revitalization in the construction and real estate sector, the negative effects gradually diminished in 2017 and the share of non-performing loans decreased by more than 7 percentage points. To improve the quality of the loan portfolio, continuous control of problem loans is carried out and adequate procedures for their management are applied. Regular internal analyzes developed and complex stress tests help timely assess the effects of a possible deterioration of the business environment on the bank's portfolio.

In 2018, in accordance with the requirements of IFRS 9 (implemented with effect from 1 January 2018 with a detailed depiction effect from the implementation in the Group's consolidated financial statements notes as of 31 March 2018), the Group has reclassified the securities held "available for sale" and "held to maturity" in "recognized at fair value through other comprehensive income" and "measured at amortized cost".

The Group has not chosen to recalculate comparable information for 2017 for financial instruments within the scope of IFRS 9, therefore the information for 2017 is presented in accordance with IAS 39 and is not comparable to the information presented for 2018.

As at 31 March 2018, the financial assets held at fair value through other comprehensive income amounted to EUR 26.9 million or 4.2% of the total assets, formed from 79.5% first-rate government securities of the Republic of Bulgaria, 17.7% of corporate bonds and 2.8 % of equity instruments. In the first quarter, a decrease of EUR 1.1 million was recorded, due mainly to two issues maturing in January. Equity instruments of EUR 0.7 million include equity interest in a special investment vehicle of EUR 364 thousand at book value, unchanged from the end of the previous year, equity participation in Class C privileged shares in Visa Inc.'s capital amounting to EUR 379 thousand at fair value and participation in the BSE for EUR 1.5 thousand.

The portfolio of debt instruments measured at amortized cost includes bonds of the Bulgarian government with fixed payments and maturity. Within the reporting quarter, there was a slight increase to EUR 10.51 million or 1.6% of total assets.

As at 31 March 2018, receivables from banks amounted to EUR 31.4 million and occupied a share of 4.9% of total assets at EUR 35.2 million and a share of 5.6% at the end of 2017. The reported decrease of 10.7% as compared to the end of 2017 is formed net by the reduction in fixed-term deposits at sight and growth in deposits at sight.

Cash and cash held by the central bank increased by 6.7% to EUR 97.8 million at the end of the first quarter, compared to EUR 91.6 million at the end of 2017, bringing its share in total assets from 14.5% to 15.1 %. The main reason for the reported first quarter increase is the provision of mandatory minimum reserves for the EUR 13.5 million borrowed funds from businesses and citizens.

Tangible and intangible fixed assets held by the Group decreased from EUR 4.8 million to EUR 4.7 million by the end of 2017 by book value, and their share of total assets declined slightly from 0.8% to 0.7%.

As of 31 March 2018, assets acquired and classified as "assets for sale" and "investment property" amounted to EUR 62.1 million or 9.6% of total assets at EUR 65.2 million and 10.3% at 31 December 2017. During the reporting quarter, "investment properties" were sold amounting to EUR 845.2 thousand at book value, reclassified as fixed assets and inventory EUR 2 496.6 thousand and were acquired "assets for sale" for EUR 85.4 thousand and "investment properties" for EUR 109.4 thousand at book value. Acquired assets amounting to EUR 14 925.6 thousand were reclassified from "assets for sale" to "investment property".

For the realization of the acquired assets, as well as for the organization and administration of the accompanying activities, a specialized department is formed and operates in the Bank.

# Liabilities

As at 31 March 2018, the Group recorded borrowed funds from banks amounting to EUR 8.2 million or by 21.1% less than the end of 2017.

Attracted funds from companies and individuals increased by EUR 12.1 million over the three-month period to EUR 523.1 million at 31 March 2018, or 94.4% of total liabilities at EUR 511.02 million and 94.1% at the end of 2017. Reported growth was net of growth of companies 'funds by EUR 12.6 million (financial institutions, state-owned enterprises and budget organizations) and a EUR 0.56 million decrease in citizens' funds (deposits from Germany).

In the first quarter of 2018, the Bank fulfilled the terms of the issued Eighth Mortgage Bonds Issue (BSE-Sofia Code: 5BNF) by making a regular principal payment of EUR 550 thousand and interest payments under the terms of the issue of the bond. As at 31 March 2018, issued debt securities amounted to EUR 2 198 thousand at book value and formed 0.4% of total liabilities at EUR 2 775 thousand and 0.5% at the end of 2017.

In the item "other borrowed funds", credit line commitments by the Bulgarian Development Bank (BDB) under the target micro, small and medium-sized business program of an agreed amount of BGN 35 million are reported. As

of 31 March 2018, long-term funding from BDB amounts to EUR 15.8 million or 2.8% of total liabilities at a similar volume at the end of 2017 and a share of 2.9%.

# Equity

During the reporting quarter of 2018, there were no changes in fixed capital.

As of 31 March 2018, the item "reserves and retained earnings" includes the realized profit for the previous year amounting to EUR 4 031 thousand and the one-off effect of applying IFRS 9 at the amount of EUR 2 649.5 thousand, meaning it reported a net increase of EUR 1 381.5 thousand.

Unrealized gains and losses on revaluation of financial assets measured at fair value in other comprehensive income form a revaluation reserve of EUR 927.5 thousand at EUR 1 094.7 thousand at the end of 2017. Changes in the fair value of equity instruments measured at fair value through other comprehensive income amounted to EUR 128,8 thousand for the reporting period. The formed revaluation reserve on the Bank's own buildings used in its operating activities is EUR 2 300 thousand as at 31 March 2018 and is unchanged compared to the end of 2017.

# **REVIEW OF THE FINANCIAL POSITION AS AT 31 MARCH 2018**

The Group ended the first quarter of 2018 with a positive financial result of EUR 1 739 thousand after tax on reported earnings for the same period in 2017 amounting to EUR 1 418 thousand after adjustments due to a change in accounting policy or growth of 22.6%. The achieved is indicative of improving performance from activities.

Comparison of earnings from core business (interest income) for both periods shows an increase of EUR 354 thousand to EUR 5 194 thousand. The main share in the interest income accounted those from credit activity 94.9%. Reported income from interbank deposits amounted to EUR 68.8 thousand against EUR 44.5 thousand for the first quarter of the previous year. Interest income from security portfolios held recorded a decrease of EUR 17.1 thousand as of 31 March 2018 as compared to 31 March 2017 and amounted to EUR 150.5 thousand at the end of the reporting quarter.

The continuing decline in the cost of borrowed funds reflects a reduction in interest costs, despite the increase in the volume of resources. As a result, interest expense decreased by 31 March 2017 by EUR 160 thousand to EUR 1 148 thousand as at 31 March 2018, with the largest decrease being reported for interest expenses of clients by EUR 210 thousand.

As at 31 March 2018, net interest income amounted to EUR 4 046 thousand, or EUR 514 thousand more than reported for the same period of the previous year.

Net fees and commissions income increased by EUR 116 thousand compared to 31 March 2017 and amounted to EUR 786 thousand or 15.2% of the Bank's total operating income, with a share of 13.6% as of 31 March 2017. The reported figures are result of expanding the product range, offering digital services and enhanced market competition.

As of 31 March 2018, a gain from debt instruments recognized at fair value through other comprehensive income of EUR 3 thousand was realized.

Operating expenses (depreciation and amortization) decreased by EUR 24 thousand compared to March 2017, which was formed net of decrease in impairment expenses and revaluation of financial and non-financial assets from EUR 621 thousand to EUR 219 thousand. Administrative expenses increased by EUR 378 thousand, in line with the strategy for the reasonable expanding of presence points and the development of new technologies and products. Expenditure on the Bank Deposit Guarantee Fund (BDIF) and the Bank Restructuring Fund (BRF) amounted to EUR 515.4 thousand compared to EUR 380 thousand as of 31 March 2017r.

Depreciation costs decreased by EUR 38 thousand compared to the same period of the previous year.

## Liquidity and financing of the activity

The Bank follows the principles of diversification of sources of financing and optimization of interest expenses in pursuance of the strategy for securing its liquidity needs.

At the end of the first quarter of 2018, the Bank maintained a stable deposit base and reported an increase in the customer deposits of 2.63% compared to 31.12.2017. The Bank's active deposit activity contributed to a reduction in its dependence on external financing. The Bank continues to realize successful deposit-taking of natural persons from Germany and Spain.

The ratio of gross customer loans to customer deposits is 88.97% as at 31 March 2018.

The liquidity position of the Bank remains strong as the liquid assets (*cash in hand and deposits in accounts with the BNB, short-term loans and advances to banks and liquid government securities*) amounts to BGN 303.9 million. The ratio of these liquid assets to the total deposits (of customers and banks) as at 31.03.2018 is 29.54%.

During the period from the end of 2017 to 31 March 2018, the portfolio value of debt securities at fair value in the OCI of the Bank recorded a decrease of 6.56% to BGN 51.3 million (2017: BGN 54.9 million). Cash in the BNB, in hand and in banks increased by BGN 12.07 mln. During the reporting period maturities of government securities issues amounting to BGN 3.9 million took place.

Since the beginning of 2018, in the portfolio "held for the collection of contractual cash flows" (Financial assets held to maturity) no new investments in government securities were made. For the portfolio "held for the collection of contractual cash flows and sale" in 2018 new corporate bonds with a nominal value of EUR 1.5 million were purchased.

As at 31 March 2018, the Bank's government securities portfolio had a book value of BGN 71.9 million (2017: BGN 75.4 million), allocated to the portfolio "held for contractual cash flow and sale" with a book value of BGN 51.3 million, and in the portfolio "held for contractual cash flows" with a book value of BGN 20.594 million.

Unrealized profits and losses from the revaluation of debt instruments at fair value in other comprehensive income were deferred in a revaluation reserve, net of tax. In the period when the asset was derecognized, the revaluation result was included in the profit or loss for that period. Since the beginning of 2018, a net income of BGN 5 thousand was reported in relation to the completed investments. Interest income from debt instruments at fair value in the OCI was currently recognized in profit or loss and for the period from 01.01.2018 to 31.03.2018 it amounted to BGN 221 thousand.

## Capital Resources

In the first quarter of 2018, the Group reported equity, adequate to the risk profile and asset quality, and sufficient to meet the strategic objectives and implementation of the plan for the current year. As of 31 March 2018, the Group reported the ratio of total capital adequacy ratio of 19.18% to Tier 1 capital adequacy ratio on an individual basis of 19.18%, well above the minimum required 8% and 6%.

Information on the main risks faced by the Group is contained in the Annual Activity Report for 2017 provided to the FSC and the public and is available on the Bank's website.

Corporate events and information under Art.7 of Regulation (EC) No 596/2014 of the European Parliament and of the Council on the Market Abuse and Annex 9 of Ordinance No 2 of the Financial Supervision Commission (FSC)

- 1. On January 30, 2018, BACB published its preliminary unaudited individual and consolidated financial statements as at December 31, 2017, together with the relevant interim activity reports and a letter to the shareholders;
- 2. On January 30, 2018, BACB AD published a Report under Art.100b of POSA for fulfillment of the obligations of the Bulgarian-American Credit Bank AD under the conditions of the Eight Mortgage Bond Issue of BACB AD, ISIN BG2100006142 as at 31 December 2017.
- 3. In accordance with the terms of the Eight Mortgage Bonds Issuance of BACB AD, ISIN BG2100006142, BSE code 5BNF, on March 25, 2018 a seventh payment was made to the bondholders from the aforementioned issue amounting to BGN 1,180,472.65 (EUR 603,566.08 at BNB fixed exchange rate BGN 1.95583 per 1 EUR); of which BGN 1,075,706.50 (EUR 550,000 at BNB fixed exchange rate BGN 1,95583 per 1 EUR) for payment of the principal amount and BGN 104,766.15 (EUR 53,566.08 at BGN fixed exchange rate BGN 1.95583 per 1 EUR) for payment of the interest rate.

The payment was effected through Central Depository AD, in proportion to the bondholders registered in the book of bondholders on the bond issue, on the third working day prior to the maturity, i.e. on 21.03.2018

4. On 30 March 2018, BACB published its audited annual financial statements for 2017 on a consolidated and stand alone basis, together with information on the Bank's financial result for 2017, on a consolidated and standalone basis. Detailed information and full text of the reports are also available on the BACB AD website;

Additional information for the three months of 2018 (Art.33, para.1, item 7 of Ordinance No 2 of the Financial Supervision Commission on the prospectuses for public offering and admission to trading on a regulated securities market and for the disclosure of information by public companies and other issuers of securities)

- 1. There were no material changes in the Group's accounting policies over the period, except for the application of IFRS 9 Financial Instruments, which has a material impact on the Group's consolidated financial statements for 2018. IFRS 9 Financial Instruments came into effect on 1 January 2018, by replacing IAS 39 Financial Instruments: Recognition and Measurement. The differences arising from the application of IFRS 9 are transferred directly to equity as of 1 January 2018, to the position Reserve and retained earnings. Changes from the adoption of IFRS 9 are explained in detail in the notes to the Consolidated Financial Statements of the Group as at 31 March 2018.
- 2. No changes in the Bank's economic group were made
- 3. No organizational changes were made.
- 4. The Bank does not publish forecasts of its results.
- 5. Data on persons holding directly or indirectly at least 5% of the votes at the General meeting of the shareholders as at 31.03.2018 and changes in the votes held by the persons as at 31.12.2017 are as follows:

According to: (1) Book of shareholders kept by Central Depository AD; (2) Data of the received notifications for disclosure of shareholding under Art.145 and Art.146 of POSA; and (3) Power of attorney granted at the General Meeting to the shareholders and their accompanying instruments of incorporation, as at 31 March 2018, Shareholders of the BACB AD, holding 5 or more than 5 per cent of the shares directly and/or indirectly (under Art.146 of POSA) with the voting rights of the Bank, are as follows:

Shareholder	Number of shares held (directly and indirectly) as at 31.03.2018		shares held (directly and	at the General Meeting of
CSIF AD	15 167 642	61,429%	15 167 642	61,429%
Tsvetelina Borislavova Karagyozova - the person exercising control over the direct shareholder CSIF AD AD (owns 99.99% of the shares of CSIF AD)	15 167 642	61,429%	15 167 642	61,429%
LTBI Holdings LLC	8 742 425	35,41%	8 734 221	35,37%

6. Data on the shares held by the members of the management and supervisory bodies of the Bank as at 31.03.2018 and on the changes that occurred as at 31.12.2017.

The following table contains information regarding the members of the management and supervisory bodies of the Bank which own its shares.

Name	Member of	Number of	Percentage	Number of	Percentage of
	management or	shares held			votes at the
	supervisory	(directly and	the General	(directly and	General
	body	indirectly) as	Meeting of	indirectly) as	Meeting of
		at 31.03.2018	Shareholders at 31.12.2017		Shareholders
			as at		as at
			31.03.2018		31.12.2017
Silvia Kirilova	Management	1 600	0.006%	1 600	0.006%
	Board				

7. The Bank is not a party to pending court, administrative or arbitration proceedings concerning debts or receivables in the amount of 10 and more than 10 per cent of its own capital.
In relation to its normal activity and in particular, with the active management of the classified loans portfolio, the Bank is a party to enforcement and insolvency proceedings against debtors for collection of overdue receivables.

8. Data of the loans granted by the Bank, guarantees provided or liabilities assumed jointly to one person or to its subsidiary, including to related parties.

BACB AD is a bank and its main activity is to provide loans and accept deposits. The BACB's interim financial statements, annual financial statements and prospectuses contain detailed information on its loan portfolio, large exposures and asset quality of the Bank.

# LARGE TRANSACTIONS ENTERED INTO WITH RELATED PERSONS

"Related parties" are those persons where one of them is capable of controlling or exerting significant influence over the other one in making financial and business activity decisions in compliance with the applicable accounting standards.

1. Related party transactions entered into during the reporting period that have materially affected the financial position or performance during that period.

The Bank enters into transactions with related party only as part of its ordinary banking activities. These transactions are performed under conditions that would be customary in transactions between unrelated parties and involve the provision of loans, the acceptance of deposits and securities transactions.

2. Changes in related party transactions disclosed in the annual report that have a material impact on the financial position or performance of the Bank during the three months of 2018.

More detailed information, if applicable, is contained in the Related Party Transactions section of the Accounting Policies and Selected Explanatory Notes as at 31.03.2018.