



**Kereskedelmi és Hitelbank Zártkörűen Működő  
Részvénytársaság**

**CONSOLIDATED ANNUAL REPORT**

**31 December 2017**

K&H BANK ZRT.

CONSOLIDATED ANNUAL REPORT  
31 DECEMBER 2017

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## Statement of the Issuer

K&H Bank Zrt., as the Issuer (represented by David Moucheron, CEO and Attila Gombás, CFO) hereby declare that the Year 2017 Annual Report and the Year 2017 Consolidated Annual Report of K&H Bank Zrt. have been prepared to the best of the Issuer's knowledge, in compliance with the applicable accounting laws and regulations, and the financial details contained therein reflect a true and reliable status of the assets, liabilities, financial position and profitability of K&H Bank Zrt. and the companies involved in the consolidation, and the Management Report and Consolidated Management Report show a true and fair picture of the position, development and performance of K&H Bank Zrt. and the companies involved in the consolidation, including the major risks and uncertainties factors.

Budapest, April 30 2018

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**David Moucheron**  
Chief Executive Officer

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**Attila Gombás**  
Chief Financial Officer

**KERESKEDELMI ÉS HITELBANK ZÁRTKÖRŰEN MŰKÖDŐ RÉSZVÉNYTÁRSASÁG**

**CONSOLIDATED ANNUAL FINANCIAL STATEMENTS  
PREPARED IN ACCORDANCE WITH  
INTERNATIONAL FINANCIAL REPORTING STANDARDS  
AS ADOPTED BY THE EUROPEAN UNION**

**FOR THE YEAR ENDED 31 DECEMBER 2017**

**WITH THE REPORT OF INDEPENDENT AUDITORS**



**INDEPENDENT AUDITOR'S REPORT**  
(Free translation)

**To the shareholder of K&H Bank Zrt.**

**Report on the audit of the consolidated financial statements**

**Opinion**

We have audited the accompanying consolidated financial statements of K&H Bank Zrt. (the "Bank") and its subsidiaries (together the "Group") which comprise the consolidated statement of financial position as of 31 December 2017 (in which the consolidated balance sheet total is MHUF 3,013,676), the consolidated income statement, the consolidated statement of comprehensive income (in which the total comprehensive income for the year is MHUF 45,697 profit), the consolidated statement of changes in equity, the consolidated cash flows statement for the year then ended and the notes to the consolidated financial statements including a summary of the significant accounting policies.

In our opinion, the accompanying consolidated financial statements give a true and fair view of the consolidated financial position of the Group as at 31 December 2017, and of its consolidated financial performance and its consolidated cash flows for the year then ended in accordance with International Financial Reporting Standards ("IFRS") as adopted by the European Union (EU) and they have been prepared, in all material respects, in accordance with the supplementary requirements of Act C of 2000 on Accounting ("Accounting Act") relevant for the consolidated annual financial statements prepared in accordance with IFRS as adopted by the EU.

Our opinion is consistent with our additional report to the audit committee.

**Basis for opinion**

We conducted our audit in accordance with Hungarian National Standards on Auditing ("HNSA") and with applicable laws and regulations in force in Hungary. Our responsibilities under those standards are further described in the "Auditor's responsibilities for the audit of the consolidated financial statements" section of our report.

We are independent of the Group in accordance with the applicable laws of Hungary, with the Hungarian Chamber of Auditors' Rules on ethics and professional conduct of auditors and on disciplinary process and, for matters not regulated in the Rules, with the Code of Ethics for Professional Accountants issued by the International Ethics Standards Board (IESBA Code of Ethics) and we also comply with further ethical requirements set out in these documents.

The non-audit services that we have provided to the Group, in the period from 01 January 2017 to 31 December 2017, are disclosed in note 42 to the financial statements.

To the best of our knowledge and belief, we declare that non-audit services that we have provided to the Group are in accordance with the applicable laws and regulations in Hungary and that we have not provided non-audit services that are prohibited under Article 5 of the Regulation of the European Parliament and of the Council (the EU Regulation) No 537/2014 and the Subsections (1) and (2) of Section 67/A of Act LXXV of 2007 on the Chamber of Hungarian Auditors, the Activities of Auditors, and on the Public Oversight of Auditors.

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



## Our audit approach

### Overview

<i>Overall group materiality</i>	Overall group materiality applied was MHUF 2,496
<i>Group Scoping</i>	Besides K&H Bank Zrt., as parent company, we have not included any subsidiaries in our audit as the Bank represents more than 95% of both the consolidated total assets and the consolidated net profit.
<i>Key Audit Matters</i>	<ul style="list-style-type: none"> <li>• Valuation of loans and receivables</li> <li>• Hedge Accounting</li> </ul>

As part of designing our audit, we determined materiality and assessed the risks of material misstatement in the consolidated financial statements. In particular, we considered where management made subjective judgements; for example, in respect of significant accounting estimates that involved making assumptions and considering future events that are inherently uncertain. As in all of our audits, we also addressed the risk of management override of internal controls, including among other matters, consideration of whether there was evidence of bias that represented a risk of material misstatement due to fraud.

### Materiality

The scope of our audit was influenced by our application of materiality. An audit is designed to obtain reasonable assurance whether the consolidated financial statements are free from material misstatement. Misstatements may arise due to fraud or error. They are considered material if individually or in aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of the consolidated financial statements.

Based on our professional judgement, we determined certain quantitative thresholds for materiality, including the overall materiality for the consolidated financial statements as a whole as set out in the table below. These, together with qualitative considerations, helped us to determine the scope of our audit and the nature, timing and extent of our audit procedures and to evaluate the effect of misstatements, both individually and in aggregate on the consolidated financial statements as a whole.

<i>Materiality</i>	MHUF 2,496
<i>Determination</i>	5% of the consolidated profit before tax
<i>Rationale for the materiality benchmark applied</i>	<p>We chose consolidated profit before tax as the benchmark because, in our view, it is the benchmark against which the performance of the Group is most commonly measured by users and other stakeholders, and it is a generally accepted benchmark.</p> <p>We chose 5%, which is consistent with quantitative materiality thresholds used for profit-oriented companies in this sector.</p> <p>This is consistent with the basis for our materiality calculation in the previous year.</p>



### ***Group audit scope***

We tailored the scope of our audit in order to perform sufficient work to enable us to provide an opinion on the consolidated financial statements as a whole, taking into account the structure of the Group, the accounting processes and controls, and the industry in which the Group operates.

We have not identified any subsidiaries, which, in our view, required an audit of their complete financial information, due to their financial significance or level of risk for the Group.

For the remaining components, we performed an analytical review on the Group level. This, together with additional procedures performed on the Group level, including testing of consolidation journals and intercompany eliminations, gave us the evidence we needed for our opinion on the Group financial statements as a whole.

### ***Key audit matters***

Key audit matters are those matters that, in our professional judgment, were of most significance in our audit of the consolidated financial statements of the current period. These matters were addressed in the context of our audit of the consolidated financial statements as a whole, and in forming our opinion thereon, and we do not provide a separate opinion on these matters.

<i>Key audit matter</i>	<i>How our audit addressed the key audit matter</i>
<b><i>Valuation of loans and receivables</i></b>	
<p>The net amount of loans and receivables was MHUF 1,758,515 as at 31 December 2017, representing 58% of the balance sheet total. Impairment recognised in the balance sheet amounted to MHUF 34,710.</p>	<p>We gained an understanding of the lending process from disbursement to monitoring and to the calculation of impairment, identified the main control points, and tested their operational effectiveness, including management's approval.</p>
<p>The management disclosed the related assumptions, balances and estimates in chapter 2.4.6 of the section of the notes to the financial statements on accounting policy, as well as in notes 12., 25. and 45.4.-45.5.</p>	<p>We performed credit review for individually significant loans, and checked credit application / monitoring documents as well as customer-related financial and non-financial information whether the customer's rating is appropriate.</p>
<p>Impairment is determined on the basis of subjective criteria and management is required to apply significant judgement when calculating individual and collective impairment.</p>	<p>For a sample of individually impaired loans, we checked whether assumptions and estimations applied in calculations of the recoverable amount are reasonable and whether the calculations are correct.</p>
<p>In the calculation of individual impairment, the most significant uncertainty is involved in the estimation of the amounts and timing of the expected future cash flows as they include recoveries from both collections of contractual cash flows and from collaterals.</p>	<p>When assessing the collective impairment, we analysed the development of impairment with the assistance of our experts, checked the methodology applied to its calculation, the input data, changes of parameters, reconciled the estimations from previous periods with the actual data, and performed recalculations, on a sample basis.</p>



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The Bank applies impairment models to calculate collective impairment. These models quantify the probability of default and the loss given default as the primary parameters in the estimation of the recoverable amount.

We paid considerable attention to this area during our audit due to the significance of the amounts involved and also because of the nature of the judgments and assumptions that management is required to make.

We reviewed points 12., 25. and 45.4.-45.5 of the notes to the financial statements to assess whether disclosures are in line with applicable regulations.

We did not identify any material errors during our audit procedures performed. We found management's estimations reasonable.

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### ***Hedge accounting***

The criteria for applying hedge accounting and its accounting treatment are presented in chapter 2.4.2.3 of the section of the notes to the financial statements on accounting policy, and appendices 26 and 45.2.-45.3.

The Group applies derivatives to hedge risks arising from its operation and open positions, i.e. foreign currency and interest rate risks. In the absence of hedge accounting the transactions involving derivatives may be presented in the statement of financial position and the income statement differently from the transactions generating the risks. Therefore, the Group applies cash flow and fair value hedge accounting to ensure matching of accounting applied to the hedging instruments and hedged transactions.

Application of hedge accounting is subject to stringent accounting rules. It is necessary to prove, among other criteria, that the values of transactions underlying open positions and the transactions conducted to hedge them react to market changes, representing hedged risks in the opposite directions. This is called hedge effectiveness test. Measuring hedge effectiveness requires complex calculations, based on highly sensitive assumptions, depending on the methodology applied to this assessment.

We focused on this matter because the valuation of derivatives applied to manage market risks, and consequently, measurement of the effectiveness of hedging relationships are complex and subject to estimation uncertainty.

We have assessed key internal controls operated by the Group with the aim of appropriately determining the fair values of derivatives and measuring hedge effectiveness.

We have checked the valuation of derivatives and the adequacy of market prices applied on a sample basis, we have examined the documentation of hedge accounting, for consistency with the risk strategy of the Group as well as the hedged transactions designation. We have checked whether the effectiveness of the hedging relationship was measured and accounted for in line with the relevant accounting standard.

As the Group's hedging strategy involves also a dynamic portfolio hedge accounting, in which case the hedged items are being adjusted and are determined by using assumptions, we checked the modelling of the hedged portfolio and the determination of the portfolio's maturity structure.

We assessed whether disclosures of hedge accounting in the financial statements are in line with the regulations.

We did not detect any material errors as a result of the procedures we performed.

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### **Other information: the consolidated business report**

Other information comprises the consolidated business report of the Group. Management is responsible for the preparation of the consolidated business report in accordance with the provisions of the Accounting Act and other relevant regulations. Our opinion on the consolidated financial statements expressed in the “Opinion” section of our independent auditor’s report does not cover the consolidated business report.

In connection with our audit of the consolidated financial statements, our responsibility is to read the consolidated business report and, in doing so, consider whether the consolidated business report is materially inconsistent with the consolidated financial statements or our knowledge obtained in the audit, or otherwise appears to be materially misstated. If based on our work performed we conclude that the consolidated business report is materially misstated we are required to report this fact and the nature of the misstatement.

Based on the Accounting Act, it is also our responsibility when reading the consolidated business report to consider whether it has been prepared in accordance with the provisions of the Accounting Act and other relevant regulations, if any, and to express an opinion on this and on whether the consolidated business report is consistent with the consolidated financial statements.

As the Bank is a public interest entity preparing consolidated financial statements and the conditions in Paragraph a) and b) of Subsection (5) of Section 134 of the Accounting Act are met at the balance sheet date, the Bank shall publish a non-financial statement required by Section 95/C in its consolidated business report relating to the companies included in the consolidation. In this respect, we shall state whether the consolidated business report includes the non-financial statement required by Section 95/C, and Subsection (5) of Section 134 of the Accounting Act.

In our opinion, the 2017 consolidated business report of the Group is consistent with the 2017 consolidated financial statements in all material respects, and the consolidated business report has been prepared in accordance with the provisions of the Accounting Act. As there is no other regulation prescribing further requirements for the consolidated business report, we do not express an opinion in this respect.

We are not aware of any other material inconsistency or material misstatement in the consolidated business report.

The consolidated business report includes the non-financial statement required by Section 95/C, and Subsection (5) of Section 134 of the Accounting Act.

### **Responsibilities of management and those charged with governance for the consolidated financial statements**

Management is responsible for the preparation of the consolidated financial statements that give a true and fair view in accordance with International Financial Reporting Standards as adopted by the EU and to prepare the consolidated financial statements in accordance with the supplementary requirements of the Accounting Act relevant for the consolidated annual financial statements prepared in accordance with IFRS as adopted by the EU, 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.



In preparing the consolidated financial statements, management is responsible for assessing the Group's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting in the consolidated financial statements unless management either intends to liquidate the Group or to cease operations, or has no realistic alternative but to do so.

Those charged with governance are responsible for overseeing the Group's financial reporting process.

### **Auditor's responsibilities for the audit of the consolidated financial statements**

Our objectives are to obtain reasonable assurance about whether the consolidated financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with HNSAs will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these consolidated financial statements.

As part of an audit in accordance with HNSAs, we exercise professional judgment and maintain professional scepticism throughout the audit. We also:

- Identify and assess the risks of material misstatement of the consolidated financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- Obtain an understanding of internal control relevant to the audit 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 Group's internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by management.
- Conclude on the appropriateness of management's use of the going concern basis of accounting in the consolidated financial statements and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Group's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the consolidated financial statements or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the Group to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the consolidated financial statements, including the disclosures, and whether the consolidated financial statements represent the underlying transactions and events in a manner that gives a true and fair view.
- Obtain sufficient appropriate audit evidence regarding the financial information of the entities or business activities within the Group to express an opinion on the consolidated financial statements. We are responsible for the direction, supervision and performance of the Group audit. We remain solely responsible for our audit opinion.

We communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.



We also provide those charged with governance with a statement that we have complied with relevant ethical requirements regarding independence, and to communicate with them all relationships and other matters that may reasonably be thought to bear on our independence, and where applicable, related safeguards.

From the matters communicated with those charged with governance, we determine those matters that were of most significance in the audit of the consolidated financial statements of the current period and are therefore the key audit matters. We describe these matters in our auditor's report unless law or regulation precludes public disclosure about the matter or when, in extremely rare circumstances, we determine that a matter should not be communicated in our report because the adverse consequences of doing so would reasonably be expected to outweigh the public interest benefits of such communication.

### **Report on other legal and regulatory requirements**

We were first appointed as auditors of the Bank on 28 April 2016. Our appointment has been renewed annually by shareholder resolution representing a total period of uninterrupted engagement appointment of 2 years.

Budapest, 13 April 2018

Árpád Balázs  
Partner  
Statutory auditor  
Licence number: 006931  
PricewaterhouseCoopers Könyvvizsgáló Kft.  
1055 Budapest, Bajcsy-Zsilinszky út 78.  
Licence Number: 001464

#### *Translation note:*

*Our report has been prepared in Hungarian and in English. In all matters of interpretation of information, views or opinions, the Hungarian version of our report takes precedence over the English version.*

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FOR THE YEAR ENDED 31 DECEMBER 2017****CONTENTS OF THE CONSOLIDATED FINANCIAL STATEMENTS**

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**K&H BANK ZRT.****CONSOLIDATED FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 31 DECEMBER 2017****CONSOLIDATED INCOME STATEMENT**

	<u>Notes</u>	<u>2017</u> <u>MHUF</u>	<u>Reclassified</u> <u>2016</u> <u>MHUF</u>
Interest income		92 704	93 389
Interest expense		(19 737)	(23 367)
Net interest income	3;41	72 967	70 022
Fee and commission income		73 212	69 696
Fee and commission expense		(18 629)	(17 054)
Net fee and commission income	4	54 583	52 642
Net gains / (losses) from financial instruments at fair value through profit or loss and from foreign exchange	5	18 254	20 900
Net realised gains / (losses) from available-for-sale assets	6	534	5 288
Dividend income	7	13	2
Other income	8	5 449	12 909
Other expense	8	(1 500)	(2 562)
Total income		150 300	159 201
Operating expenses		(100 202)	(98 280)
Staff expenses	11;41	(33 988)	(32 867)
General administrative expenses	9	(52 494)	(49 863)
Depreciation and amortisation of tangible and intangible assets	32;33	(8 279)	(7 993)
Bank tax	10	(5 441)	(7 557)
Impairment:	3;12	(199)	(5 710)
Loans and receivables	25	764	(4 753)
Other		(963)	(957)
Share in results of associated companies	13	27	-
Profit / (loss) before tax		49 926	55 211
Income tax expense	14	(8 105)	(16 334)
Profit / (loss) after tax		<u>41 821</u>	<u>38 877</u>

Approved by the Board of Directors on 13 April 2018.

*David Moucheron*  
Chief Executive Officer  
Member of the Board

*Attila Gombás*  
Chief Financial Officer  
Member of the Board

**K&H BANK ZRT.****CONSOLIDATED FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 31 DECEMBER 2017****CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME**

	<u>Notes</u>	<u>2017</u> <u>MHUF</u>	<u>2016</u> <u>MHUF</u>
Profit / (loss) after tax		41 821	38 877
Other comprehensive income			
Items that may be reclassified to the profit or loss			
Available-for-sale equity instruments			
Amounts to be reclassified subsequently to the income statement:			
Net gain / (loss) from fair value changes	15	298	292
Deferred tax impact on fair value changes	29	(32)	(32)
Transfer from available for sale reserve to net profit:			
(Losses)/ gains on disposal	6	-	(4 565)
Deferred income tax	29	-	494
Available for sale debt instruments			
Amounts to be reclassified subsequently to the income statement:			
Net gain / (loss) from fair value changes	15	5 230	3 118
Deferred tax impact on fair value changes	29	(566)	(337)
Transfer from available for sale reserve to net profit:			
(Losses)/ gains on disposal	6	(534)	(723)
Amortisation of reclassified assets		(571)	(31)
Deferred income tax	29	120	82
Cash flow hedge			
Amounts to be reclassified subsequently to the income statement:			
Net gain / (loss) from fair value changes		(276)	1 148
Deferred tax impact on fair value changes	29	25	(103)
Transfer from cash flow hedge reserve to net profit:			
Ineffective part	26	233	272
Gross amount	26	(129)	(100)
Deferred income tax	29	(9)	(16)
Items that will not be reclassified to the profit or loss			
Own credit risk adjustments	5	51	-
Deferred income tax	29	(5)	-
Actuarial result on defined benefit plans	41	45	-
Deferred income tax	29	(4)	-
Other	29	-	2 132
Total other comprehensive income		3 876	1 631
Total comprehensive income		<u>45 697</u>	<u>40 508</u>

Other includes the impact of the expected change of the applied income tax rate in 2017 (see Note 14).

Approved by the Board of Directors on 13 April 2018.

David Moucheron  
Chief Executive Officer  
Member of the Board

Attila Gombás  
Chief Financial Officer  
Member of the Board

# K&H BANK ZRT.

## CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2017

### CONSOLIDATED STATEMENT OF FINANCIAL POSITION

	Notes	2017 MHUF	Reclassified 31 December 2016 MHUF	Reclassified 1 January 2016 MHUF
<b>ASSETS</b>				
Cash and cash balances with central banks and other demand deposits with credit institutions		437 846	239 784	117 710
Cash		36 789	35 457	33 148
Cash balances with central banks	15;22	201 542	186 563	35 567
Other demand deposit with credit institutions	15;22	199 515	17 764	48 995
Financial assets	15	2 497 478	2 516 356	2 382 291
Held for trading	26	98 191	95 274	81 735
<i>of which assets pledged as collateral</i>	15	-	-	4 674
Available for sale	24	194 208	193 110	163 245
<i>of which assets pledged as collateral</i>	15	69 859	79 868	51 081
Loans and receivables	22	1 758 515	1 785 282	1 695 608
<i>of which assets pledged as collateral</i>	15	15 852	7 049	13 900
Held to maturity	15	423 500	426 237	428 371
<i>of which assets pledged as collateral</i>	15	214 648	225 838	235 747
Hedging derivatives	26	23 064	16 453	11 023
Tax assets		2 864	2 750	13 902
Current tax assets		2 843	2 400	7 803
Deferred tax assets	29	21	350	6 099
Investments in associated companies	30	542	542	542
Investment property	31	1 476	1 010	740
Property and equipment	32	37 144	37 836	37 457
Intangible assets	33	14 525	12 476	11 723
Non-current assets held for sale and disposal groups	27	1 921	-	-
Other assets	28	19 880	14 943	18 790
Total assets		<u>3 013 676</u>	<u>2 825 697</u>	<u>2 583 155</u>
<b>LIABILITIES AND EQUITY</b>				
Financial liabilities	15	2 674 000	2 512 972	2 286 854
Held for trading	26	36 474	31 806	35 859
Designated at fair value through profit or loss	20	120 509	200 131	216 315
Measured at amortised cost	15	2 512 914	2 277 915	2 034 669
Hedging derivatives	26	4 103	3 120	11
Fair value changes of hedged item under portfolio hedge of interest rate risk	26	12 560	6 185	3 164
Tax liabilities		840	36	15
Current tax liabilities		12	36	15
Deferred tax liabilities		828	-	-
Provisions for risks and charges and credit commitments	25;34	1 559	2 437	7 765
Other liabilities	35;41	56 871	43 020	64 818
Total liabilities		<u>2 745 830</u>	<u>2 564 650</u>	<u>2 362 616</u>
Share capital	36	140 978	140 978	140 978
Share premium		48 775	48 775	48 775
Accumulated profit		38 480	39 724	5 560
Other reserves		39 613	31 570	25 226
Total equity	36;46	267 846	261 047	220 539
Total liabilities and equity		<u>3 013 676</u>	<u>2 825 697</u>	<u>2 583 155</u>

Approved by the Board of Directors on 13 April 2018.

\_\_\_\_\_  
David Moucheron  
Chief Executive Officer  
Member of the Board

\_\_\_\_\_  
Attila Gombás  
Chief Financial Officer  
Member of the Board

For breakdown of assets and liabilities by remaining maturity see Note 23.

The accompanying notes on pages 11 to 126 are an integral part of these financial statements.



# K&H BANK ZRT.

## CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2017

### CONSOLIDATED STATEMENT OF CHANGES IN EQUITY

	Share capital MHUF	Share premium MHUF	Statutory risk reserve MHUF	Available for sale reserve MHUF	Cash flow reserve MHUF	Other revalu- ation reserves MHUF	Retained earnings MHUF	Total equity MHUF
2016								
Balance at the beginning of the period	140 978	48 775	8 749	12 211	4 266	-	5 560	220 539
Net profit for the year	-	-	-	-	-	-	38 877	38 877
Other comprehensive income for the period (Note 5)	-	-	-	(195)	1 826	-	-	1 631
Total comprehensive income	-	-	-	(195)	1 826	-	38 877	40 508
Transfer from retained earnings to statutory risk reserve (Note 46)	-	-	4 713	-	-	-	(4 713)	-
Total change	-	-	4 713	(195)	1 826	-	34 164	40 508
Balance at the end of the period	<u>140 978</u>	<u>48 775</u>	<u>13 462</u>	<u>12 016</u>	<u>6 092</u>	<u>-</u>	<u>39 724</u>	<u>261 047</u>
of which revaluation reserve for shares (Note 15)	-	-	-	68	-	-	-	68
of which revaluation reserve for bonds (Note 15)	-	-	-	11 948	-	-	-	11 948
2017								
Balance at the beginning of the period	140 978	48 775	13 462	12 016	6 092	-	39 724	261 047
Early application of IFRS9	-	-	-	-	-	21	(21)	-
Net profit for the year	-	-	-	-	-	-	41 821	41 821
Other comprehensive income for the period (Note 5)	-	-	-	3 945	(156)	66	-	3 876
Total comprehensive income	-	-	-	3 945	(156)	87	41 821	45 697
Dividend paid	-	-	-	-	-	-	(38 877)	(38 877)
Transfer from retained earnings to statutory risk reserve (Note 46)	-	-	4 168	-	-	-	(4 168)	-
Total change	-	-	4 168	3 945	(156)	87	(1 245)	6 799
Balance at the end of the period	<u>140 978</u>	<u>48 775</u>	<u>17 630</u>	<u>15 961</u>	<u>5 936</u>	<u>87</u>	<u>38 479</u>	<u>267 846</u>
of which revaluation reserve for shares (Note 15)	-	-	-	334	-	-	-	334
of which revaluation reserve for bonds (Note 15)	-	-	-	15 627	-	-	-	15 627

Other revaluation reserves include own credit risk adjustments and the actuarial result on defined benefit plans. The dividend paid on ordinary shares was HUF 38 877 million – 0.275766 HUF/share in 2017 (no dividend was paid in 2016). There is no dividend proposed on ordinary shares in 2018.

Approved by the Board of Directors on 13 April 2018

*David Moucheron*  
Chief Executive Officer  
Member of the Board

*Attila Gombás*  
Chief Financial Officer  
Member of the Board

The accompanying notes on pages 11 to 126 are an integral part of these financial statements.

**K&H BANK ZRT.**

**CONSOLIDATED FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 31 DECEMBER 2017**

**CONSOLIDATED STATEMENT OF CASH FLOWS**

	<u>Notes</u>	<u>2017</u> <u>MHUF</u>	<u>Reclassified</u> <u>2016</u> <u>MHUF</u>
<b>OPERATING ACTIVITIES</b>			
Profit / (loss) before tax		49 926	55 211
Adjustments for:			
Interest income	3	(92 704)	(93 389)
Interest expense	3	19 737	23 367
Net transfer from available for sale reserve	6	(1 105)	(5 319)
Net transfer from cash flow hedge reserve	5	104	172
Depreciation and impairment of property, plant and equipment, intangible assets, available-for-sale financial assets and other assets	31;32	9 260	8 897
Share in results of associated companies	13	(27)	-
(Profit)/Loss on the disposal of property and equipment	8	(134)	(156)
(Profit)/Loss on the disposal of investment property	8	(122)	(20)
(Profit)/Loss on the disposal of subsidiaries	8	-	(1)
Change in impairment on loans and advances and Held-to-maturity assets*	12;25	(764)	4 822
Change in other provisions	34	(9)	(1 344)
Unrealised valuation differences	5	2 923	(334)
Cash flows from operating profit / (loss) before tax and before changes in operating assets and liabilities		(12 915)	(8 094)
Changes in financial assets held for trading		(4 004)	(13 091)
Changes in financial assets held to maturity		3 136	2 699
Reclassification of assets from available-for-sale to held-to-maturity portfolio		-	(27 821)
Changes in financial assets available for sale		3 060	(30 745)
Changes in loans and receivables		(103 256)	178 078
Changes in other assets		(5 383)	9 210
Changes in operating assets		(106 447)	118 330
Changes in financial liabilities held for trading		6 129	(3 111)
Changes in financial liabilities designated at fair value through profit or loss		(72 974)	(15 315)
Changes in financial liabilities measured at amortised cost		238 343	255 407
Changes in other liabilities		13 802	(22 000)
Changes in operating liabilities		185 300	214 981
Income taxes paid		(7 419)	(8 365)
Interest received		94 882	94 703
Interest paid		(25 400)	(23 701)
Net cash from/(used in) operating activities		<u>128 001</u>	<u>387 854</u>

\* Including impairments on loans and receivables and loan commitments.

**K&H BANK ZRT.****CONSOLIDATED FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 31 DECEMBER 2017****CONSOLIDATED STATEMENT OF CASH FLOWS (continued)**

	<u>Notes</u>	<u>2017</u> <u>MHUF</u>	<u>Reclassified</u> <u>2016</u> <u>MHUF</u>
<b>INVESTING ACTIVITIES</b>			
Purchase of held-to-maturity securities		(43 409)	(75 800)
Proceeds from the disposal of held-to-maturity securities		-	23 404
Proceeds from the repayment of held-to-maturity securities at maturity		41 602	77 558
Proceeds from the disposal of a subsidiary or business unit, net of cash disposed	6	-	4 598
Purchase of intangible fixed assets	33	(6 050)	(4 214)
Purchase of property, plant and equipment	32	(6 797)	(5 967)
Proceeds from the sale of property, plant and equipment	32	518	385
Purchase of investment property	31	(1 031)	(501)
Proceeds from the sale of investment property	31	644	228
Net cash from/(used in) investing activities		(14 523)	19 691
<b>FINANCING ACTIVITIES</b>			
Proceeds from or repayment of subordinated liabilities	15	10 765	-
Dividend paid		(38 877)	-
Net cash from/(used in) financing activities		(28 112)	-
<b>CHANGE IN CASH AND CASH EQUIVALENTS</b>			
Net increase/(decrease) in cash and cash equivalents		85 366	407 545
Net foreign exchange difference		(2 996)	(2 228)
Cash and cash equivalents at beginning of the period		607 530	202 213
Cash and cash equivalents at end of the period		689 900	607 530

**K&H BANK ZRT.****CONSOLIDATED FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 31 DECEMBER 2017****CONSOLIDATED STATEMENT OF CASH FLOWS (continued)**

	Notes	<u>2017</u> MHUF	<u>Reclassified</u> <u>2016</u> MHUF
<b>OPERATING CASH FLOWS FROM DIVIDENDS</b>			
Dividends received	7	13	2
<b>COMPONENTS OF CASH AND CASH EQUIVALENTS</b>			
Cash and cash balances with central banks and other demand deposits with credit institutions		437 846	239 784
Loans and advances to banks repayable on demand and term loans to banks < 3 months	15	283 392	412 677
Deposits from banks repayable on demand and redeemable at notice	15	(31 338)	(44 931)
Total cash and cash equivalents		<u>689 900</u>	<u>607 530</u>

The difference between the interest cash flow and the interest result is immaterial. The interest cash flow results from the Group's banking activity and is part of the operating cash flow. For further information see Note 3.

Loans and advances to banks repayable on demand and term loans to banks < 3 months are recorded as Loans and receivables in the consolidated statement of financial position. Deposits from banks repayable on demand and redeemable at notice are presented as financial liabilities measured at amortised cost.

The Group uses the indirect method for presentation of cash flows resulting from operating activities.

Approved by the Board of Directors on 13 April 2018.

*David Moucheron*  
Chief Executive Officer  
Member of the Board

*Attila Gombás*  
Chief Financial Officer  
Member of the Board

## **K&H BANK ZRT.**

### **CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2017**

#### **NOTES TO THE FINANCIAL STATEMENTS**

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##### **NOTE 1 – GENERAL**

Kereskedelmi és Hitelbank Zártkörűen Működő Részvénytársaság ("K&H Bank Zrt." or "the Bank") is a limited liability company incorporated in Hungary. K&H Bank Zrt. and its subsidiaries ("the Group") provide a full range of banking services through a nation-wide network of 207 branches. As at 31 December 2017 K&H Bank Zrt.'s registered office was at Lechner Ödön fasor 9, Budapest.

The parent company of K&H Bank Zrt. is KBC Bank N.V. The ultimate parent is KBC Group N.V.

##### **NOTE 2 – ACCOUNTING POLICIES**

The significant accounting policies adopted in the preparation of these financial statements are summarised below.

###### ***2.1 Basis of presentation***

The consolidated financial statements have been prepared on a historical cost basis, except for held-for trading financial instruments, financial instruments designated at fair value through profit or loss, available-for-sale financial assets and hedging derivatives, which have been measured at fair value. The carrying values of recognized assets and liabilities that are hedged items in fair value hedges, and otherwise carried at amortised cost, are adjusted to record changes in fair value attributable to the risk that are being hedged.

The Group maintains its accounting records and prepares its statutory accounts in accordance with commercial banking and fiscal regulations prevailing in Hungary. The Group's functional currency is the Hungarian Forint ("HUF"). All balances are presented in millions of Hungarian Forints ("MHUF") unless otherwise stated.

###### ***2.1.1 Statement of compliance***

These consolidated financial statements have been prepared in accordance with International Financial Reporting Standards ("IFRS") and all applicable IFRSs that have been adopted by the EU.

Effective 1 January 2005, the change in the Hungarian Accounting Act allows the Group to prepare its consolidated financial statements in accordance with IFRS that have been adopted by the EU.

On 1 January 2017 K&H Bank implemented IFRSs for statutory purposes instead of Hungarian Accounting Standards. The accounting principles applied in the Bank's stand-alone financial statements do not differ from those used in the Group's financial statements.

###### ***2.1.2 Basis of consolidation***

The consolidated financial statements comprise the financial statements of the Bank and all entities it controlled as at 31 December 2017. The Bank and the entities which it controls are referred to collectively as "the Group". Control is presumed to exist if all of the following conditions are met:

- the Bank has power over the entity;
- the Bank has exposure, or rights, to variable returns from its involvement with the investee;
- the Bank has the ability to use its power over the investee to affect the amount of the investor's returns.

In case of the Bank's exclusive control the effects of all material intercompany balances and transactions are eliminated.

**CONSOLIDATED FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 31 DECEMBER 2017**

**NOTES TO THE FINANCIAL STATEMENTS**

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**NOTE 2 – ACCOUNTING POLICIES (continued)**

An investment in an associate is one in which the Bank holds, directly or indirectly, more than 20% of the voting rights and over which the Group exercises significant influence but which it does not control. Associates are accounted for under the equity method of accounting, and the pro-rata share of their income (loss) is included in the consolidated income statement. The Group's interest in an associate is carried in the consolidated statement of financial position at an amount that reflects its share of the net assets of the associate.

A list of subsidiary and associated companies is provided in Note 43.

***2.2 Significant accounting judgements and estimates***

In the process of applying the Group's accounting policies, Management has used its judgements and made estimates in determining the amounts recognized in the consolidated financial statements. The most significant use of judgements and estimates are as follows:

**Fair value of financial instruments**

Where the fair values of financial assets and financial liabilities recorded on the consolidated statement of financial position cannot be derived from active markets, they are determined using a variety of valuation techniques that include the use of mathematical models. The input to these models is taken from observable markets where possible, but where this is not feasible, a degree of judgement is required in establishing fair values. The judgements include considerations of liquidity and model inputs such as correlation and volatility for longer dated derivatives. For the sensitivity of the judgements used for fair value calculation see Note 19 and Note 45.3.

**Allowance for impairment of loans and receivables and provision for commitments and contingent liabilities**

The Group regularly reviews its loans and receivables, its commitments and contingent liabilities to assess impairment. The Group applies its judgement on the basis of experience to estimate the amount of any impairment loss in cases where a borrower is in financial difficulties and where there is little available historical data relating to similar borrowers. Similarly, the Group estimates changes in future cash flows based on the 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 group of loans and receivables. Refer to note 25 for further details.

**Provision for litigations and claims**

The amount of provision required to meet losses incurred as a result of litigations and claims is another principal area of estimation uncertainty in these financial statements. Refer to note 34 for further details.

***2.3 Changes in accounting policies***

***Changes in IFRSs***

The International Accounting Standards Board (IASB) has introduced numerous changes to the Standards that became effective in 2017.

**CONSOLIDATED FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 31 DECEMBER 2017**

**NOTES TO THE FINANCIAL STATEMENTS**

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**NOTE 2 – ACCOUNTING POLICIES (continued)**

The following amended IFRS became effective on 1 January 2017 but did not affect K&H Group's financial statements:

- Amendments to IFRS 12 (Disclosure of Interests in Other Entities): Clarification of the scope of disclosure requirements in IFRS 12 from Annual Improvements Cycle – 2014-2016
- Amendments to IAS 12 (Income Taxes): Recognition of Deferred Tax Assets for Unrealised Losses

The following amended IFRS became effective on 1 January 2017 and did affect K&H Group's financial statements:

- Amendments to IAS 7 (Statement of Cash Flows) - Disclosure Initiative: The note on the cash flow statement has been expanded with information on the important movements in financial liabilities with regard to financing activities.
- For financial liabilities, IFRS 9 changes the presentation of gains and losses on own credit risk for financial instruments designated at fair value through profit or loss. The Group early adopted this aspect of IFRS 9 with effect from 1 January 2017 and the gains and losses on own credit risk are recorded in other comprehensive income. The impact of early adoption is minimal given the limited effect of own credit risk.

The amendments have no major impact on the consolidated financial statements.

**2.4 Significant accounting policies**

**2.4.1 Foreign currency translation**

Assets and liabilities denominated in foreign currencies are translated into HUF at exchange rates quoted by the National Bank of Hungary as at the date of the consolidated statement of financial position. Negative and positive exchange rate differences are recognized in the income statement. Exceptions to the above general rule are the cases when a monetary asset or liability as a hedging instrument is involved in a cash flow hedge relationship and in accordance with the hedging documentation the foreign exchange translation difference of the hedging instrument is recognized as other comprehensive income. Income and expenses arising in foreign currencies are converted at the rate of exchange on the transaction date. Resulting foreign exchange gains or losses are recorded in the consolidated income statement.

**2.4.2 Financial instruments**

Financial instruments are classified for measurement purposes as either financial instruments at fair value through profit or loss, financial assets and financial liabilities measured at amortised cost or available-for-sale financial instruments, as appropriate. When financial instruments are recognized initially, they are measured at fair value, plus, in the case of financial instruments not at fair value through profit or loss, directly attributable transaction costs. The Group determines the classification of its financial instruments after initial recognition and, where allowed and appropriate, re-evaluates this designation at each financial year-end.

**CONSOLIDATED FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 31 DECEMBER 2017**

**NOTES TO THE FINANCIAL STATEMENTS**

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**NOTE 2 – ACCOUNTING POLICIES (continued)**

***2.4.2.1 Trade and settlement date accounting***

All “regular way” purchases and sales of financial assets are recognized on the settlement date, i.e. the date the asset is delivered to the counterparty. Regular way purchases or sales are those that require delivery of assets within the time frame generally established by regulation or convention in the market place.

***2.4.2.2 Financial instruments at fair value through profit or loss***

Financial assets and financial liabilities classified in this category are designated by Management on initial recognition when the following criteria are met:

- the designation eliminates or significantly reduces the inconsistent treatment that would otherwise arise from measuring the assets or liabilities or recognising gains or losses on them on a different basis; or
- the assets and liabilities are part of a group of financial assets, financial liabilities or both which are managed and their performance evaluated on a fair value basis, in accordance with a documented risk management or investment strategy; or
- the financial instrument contains an embedded derivative, unless the embedded derivative does not significantly modify the cash flows or it is clear, with little or no analysis, that it would not be separately recorded.

Financial instruments classified as held-for-trading instruments are also included in the category ‘financial instruments at fair value through profit or loss’. Financial instruments are classified as held-for-trading instruments if they are acquired for the purpose of selling in the near term. Derivatives are also classified as held for trading unless they are designated and effective hedging instruments.

Instruments classified as financial instruments at fair value through profit or loss subsequently are measured at fair value, whereby in case of interest-bearing assets the change of the difference between the fair value and the amortised cost is recorded in the consolidated income statement as Net gains / (losses) from financial instruments at fair value through profit or loss and from foreign exchange. The interest component is recognized as interest income using the effective interest rate method.

The change in the fair value of non-interest-bearing assets is recorded in the consolidated income statement as Net gains / (losses) from financial instruments at fair value through profit or loss and from foreign exchange.

***2.4.2.3 Held-for-trading and hedging derivatives***

The Group enters into derivative instruments including FRA's, forwards, swaps and options in the foreign exchange and money markets. Derivatives are stated at fair value. The fair value of a derivative is the equivalent of the unrealised gain or loss from marking to market the derivative using prevailing market rates or internal pricing models. Derivatives with positive fair values (unrealised gains) are included in assets and derivatives with negative fair values (unrealised losses) are included in liabilities in the consolidated statement of financial position.

Derivatives are classified as either trading or hedging. For the purposes of hedge accounting, hedges are classified into two categories: (a) fair value hedges which hedge the exposure to changes in the fair value of a recognized asset or liability; and (b) cash flow hedges which hedge exposure to variability in cash flows that is either attributable to a particular risk associated with a recognized asset or liability or a forecasted transaction. The Group applies fair value hedge accounting both at micro and macro level.

At inception of the hedge relationship, the Group formally documents the relationship between the hedged item and the hedging instrument, including the nature of the risk, the objective and strategy for undertaking the hedge and the method that will be used to assess the effectiveness of the hedging relationship.



**CONSOLIDATED FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 31 DECEMBER 2017**

**NOTES TO THE FINANCIAL STATEMENTS**

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**NOTE 2 – ACCOUNTING POLICIES (continued)**

Also at the inception of the hedge relationship, a formal assessment is undertaken to ensure the hedging instrument is expected to be highly effective in offsetting the designated risk in the hedged item. Hedges are formally assessed regularly. The frequency is defined in the hedging document. A hedge is regarded as highly effective if the changes in fair value or cash flows attributable to the hedged risk during the period for which the hedge is designated are expected to offset in a range of 80% to 125%. For situations where that hedged item is a forecast transaction, the Group assesses whether the transaction is highly probable and presents an exposure to variations in cash flows that could ultimately affect the consolidated income statement.

In relation to fair value hedges which meet the conditions for hedge accounting, any gains or losses from re-measuring the hedging instrument to fair value are recognized immediately in the consolidated income statement. The hedged item is adjusted for fair value changes relating to the risk being hedged and the difference is recognized in the consolidated income statement.

In relation to cash flow hedges which meet the conditions for hedge accounting, the portion of the gain or loss on the hedging instrument that is determined to be an effective hedge is recognized initially in the consolidated other comprehensive income in the cash flow hedge reserve and the ineffective portion is recognized in the consolidated income statement. The gains or losses on effective cash flow hedges recognized initially in the consolidated other comprehensive income are either transferred to the consolidated income statement in the period in which the hedged transaction impacts the consolidated income statement or included in the initial measurement of the cost of the related non-financial asset or liability.

For hedges which do not qualify for hedge accounting and trading derivatives, any gains or losses arising from changes in the fair value of the hedging instrument are taken directly to the consolidated income statement for the period.

Hedge accounting is discontinued when the hedging instrument expires or is sold, terminated or exercised, or no longer qualifies for hedge accounting. At that point in time, the cumulative gain or loss on a cash flow hedge recognized in the consolidated other comprehensive income remains in the consolidated other comprehensive income until the forecasted transaction occurs, when it is then transferred to the consolidated income statement for the period. Also at that time an item subject to a fair value hedge ceases to be revalued.

Cash flows from hedging activities are classified in the same line in the consolidated statement of cash flows as the item being hedged. When a forecasted transaction is no longer expected to occur, the cumulative gain or loss on the hedging instrument is recognized immediately in the consolidated income statement in Net gains / (losses) from financial instruments at fair value through profit or loss and from foreign exchange.

The Group assesses whether an embedded derivative needs to be separated from the host contract and accounted for as a derivative when it first becomes a party to a contract. There is no subsequent reassessment.

***2.4.2.4 Financial assets and financial liabilities measured at amortised cost***

***2.4.2.4.1 Loans and receivables***

Loans and receivables are non-derivative financial assets with fixed or determinable payments that are not quoted in an active market. Such assets are carried at amortised cost using the effective interest method. Gains and losses are recognized in the consolidated income statement when the loans and receivables are derecognized or impaired, as well as through the amortisation process.

**CONSOLIDATED FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 31 DECEMBER 2017**

**NOTES TO THE FINANCIAL STATEMENTS**

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**NOTE 2 – ACCOUNTING POLICIES (continued)**

***2.4.2.4.2 Financial liabilities at amortised cost***

All money market and customer deposits are initially recognized at fair value plus transaction costs. After initial recognition, all interest bearing deposits, other than liabilities held for trading and other than financial liabilities designated at fair value through profit or loss, are subsequently measured at amortised cost, less amounts repaid. Amortised cost is calculated by taking into account any discount or premium on settlement. Premiums and discounts are amortised on a systematic basis to maturity using the effective interest method and taken to interest expense. For liabilities carried at amortised cost (which are not part of a hedging relationship), any gains or losses from revaluation to fair value are recognized in the consolidated income statement when liability is derecognized.

***2.4.2.4.3 Held-to-maturity instruments***

Non-derivative financial instruments with fixed or determinable payments and fixed maturity are classified as held-to-maturity when the Group has the positive intention and ability to hold to maturity. Instruments intended to be held for an undefined period are not included in this classification. Held-to-maturity instruments are subsequently measured at amortised cost. This cost is computed as the amount initially recognized minus principal repayments, plus or minus the cumulative amortisation using the effective interest method of any difference between the initially recognized amount and the maturity amount. This calculation includes all fees paid or received between parties to the contract that are an integral part of the effective interest rate, transaction costs and all other premiums and discounts.

For instruments carried at amortised cost, gains and losses are recognized in the consolidated income statement when the instruments are derecognized or impaired, as well as through the amortisation process.

The Group is not allowed to classify any financial assets as held to maturity if the Group has, during the current financial year or during the two preceding financial years, sold or reclassified more than an insignificant amount of held-to-maturity investments before maturity (more than insignificant in relation to the total amount of held-to-maturity investments) other than sales or reclassifications that:

- are so close to maturity or the financial asset's call date (less than three months before maturity) that changes in the market rate of interest would not have a significant effect on the financial asset's fair value;
- occur after the Group has collected substantially all of the financial asset's original principal through scheduled payments or prepayments; or
- are attributable to an isolated event that is beyond the Group's control, is non-recurring and could not have been reasonably anticipated by the Group.

Sales out of held-to-maturity instruments can be considered insignificant if on a yearly basis, the sales do not exceed 5% of the carrying amount of held-to-maturity instruments on 1 January of that financial year.

***2.4.2.5 Available-for-sale financial instruments***

Available-for-sale financial instruments are those non-derivative financial instruments that are designated as available-for-sale or are not classified as:

- financial instruments at fair value through profit or loss, or
- loans and advances and financial liabilities measured at amortised cost, or
- held-to-maturity instruments.

After initial recognition available-for sale financial instruments are measured at fair value with gains or losses being recognized as a separate component of equity until the instrument is derecognized or until the instrument is determined to be impaired at which time the cumulative gain or loss previously reported in the consolidated other comprehensive income is included in the consolidated income statement. However, interest calculated using the effective interest method is recognized in the consolidated income statement.

**CONSOLIDATED FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 31 DECEMBER 2017**

**NOTES TO THE FINANCIAL STATEMENTS**

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**NOTE 2 – ACCOUNTING POLICIES (continued)**

The fair value of instruments that are actively traded in organised financial markets is determined by reference to quoted market bid prices at the close of business on the statement of financial position date. For instruments where there is no active market, fair value is determined using valuation techniques. Such techniques include using recent arm's length market transactions, reference to the current fair value of another instrument, which is substantially the same and discounted cash flow analysis.

Available-for-sale investments include investments in equity instruments that do not have a quoted market price in an active market, and whose fair value cannot be reliably measured. These investments are measured at cost less impairment.

**2.4.2.6 Fair value hierarchy of financial instruments**

The fair value measurements are classified into the levels of fair value hierarchy that reflects the significance of the inputs used in making the measurements. The fair value hierarchy has the following levels:

Level 1	quoted prices (unadjusted) in active markets for identical assets or liabilities
Level 2	inputs other than quoted prices included within Level 1 that are observable for the asset or liability, either directly (i.e. as prices) or indirectly (i.e. derived from prices)
Level 3	inputs for the asset or liability that are not based on observable market data (unobservable inputs).

The level in the fair value hierarchy within which the fair value measurement is categorised in its entirety shall be determined on the basis of the lowest level input that is significant to the fair value measurement in its entirety. For this purpose, the significance of an input is assessed against the fair value measurement in its entirety. If a fair value measurement uses observable inputs that require significant adjustment based on unobservable inputs, that measurement is a Level 3 measurement.

The Group assesses the significance of fair value adjustments at portfolio level in function of the proportion of the fair value adjustment relative to the size of the underlying portfolio.

A fair value adjustment related to the unobservable input is considered to be material for the Group if this fair value adjustment makes up at least 5% of the nominal exposure of the underlying portfolio.

*Changes to the fair value classification*

The classification of a financial instrument into the fair value hierarchy is not static. Financial instruments can shift between different fair value levels for various reasons, for instance:

- Market changes: The market can become inactive. As a result, previously observable parameters can become unobservable (possible shift from level 1 to level 2 or 3);
- Model changes: The application of a new refined model that takes more observable input factors into account or reduces the fair value impact of unobservable inputs (possible shift from level 3 to level 2);
- Change in sensitivity: The sensitivity of a valuation input to the entire fair value may change over time. An unobservable input that used to be significant to the entire fair value measurement may become insignificant (or vice versa). The fair value classification in the hierarchy would consequently change from level 3 to level 2 (or vice versa).

The above examples illustrate that defining the fair value classification of a financial instrument can only be made taking into account changing market circumstances, upgraded models and the sensitivity of the valuation inputs. With this regard, the fair value classification per instrument/portfolio is reassessed by the Group on a regular basis.

**2.4.2.7 Determination of asset classes for the purpose of the disclosures required by IFRS7**

The management did not defined special asset classes for the purposes of the disclosures required by IFRS7 therefore the Group uses the accounting portfolios if standards require presentation by asset classes.

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**NOTES TO THE FINANCIAL STATEMENTS**

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**NOTE 2 – ACCOUNTING POLICIES (continued)**

***2.4.3 Day 1 profit***

For financial instruments at fair value fair value at initial recognition is best evidenced by the transaction price. A gain or loss on initial recognition is only recorded if there is a difference between fair value and transaction price which can be evidenced by other observable current market transactions in the same instrument or by a valuation technique whose inputs include only data from observable markets.

For other financial instruments, for which the transaction price is calculated using a valuation technique with level 3 inputs, the difference is initially recognised within (other) assets or (other) liabilities and are subsequently amortised on a straight line basis over the term of the instrument.

***2.4.4 Repo and reverse repo agreements***

Assets sold with a simultaneous commitment to repurchase at a specified future date (repos) continue to be recognized in the consolidated statement of financial position and are measured in accordance with accounting policies for trading securities or investment securities if the repurchase price is not fair value at the time of reacquisition. The counterparty liability for amounts received under these agreements is included in financial liabilities measured at amortised cost. The difference between sale and repurchase price is treated as interest expense and accrued over the life of the repo agreement. Assets purchased with a corresponding commitment to resell at a specified future date (reverse repos) are not recognized in the consolidated statement of financial position, as the Group does not obtain control over the assets. Amounts paid under these agreements are included in loans and receivables. The difference between purchase and resale price is treated as interest income and accrued over the life of the reverse repo agreement.

***2.4.5 Securities lending and borrowing***

Securities lending and borrowing transactions are usually collateralised by securities or cash. The transfer of the securities to counterparties is only reflected on the consolidated statement of financial position if the risks and rewards of ownership are also transferred. Cash advanced or received as collateral is recorded as an asset or liability.

Securities borrowed are not recognized on the consolidated statement of financial position, unless they are sold to third parties, in which case the obligation to return the securities is recorded as a trading liability and measured at fair value with any gain or losses included in Net gains / (losses) from financial instruments at fair value through profit or loss and from foreign exchange.

***2.4.6 Allowances for impairment of financial assets***

The Group assesses at each statement of financial position date whether there is any objective evidence that a financial asset or group of financial assets is impaired. A financial asset or group of financial assets is deemed to be impaired if, and only if, there is objective evidence of impairment as a result of one or more events that has occurred after the initial recognition of the asset (an incurred “loss event”) and that loss event (or events) has an impact on the estimated future cash flows of the financial asset or the group of financial assets that can be reliably estimated.

Evidence of impairment may include indications that the borrower or a group of borrowers is experiencing significant financial difficulty, default or delinquency in interest or principal payments, the probability that they will enter bankruptcy or other financial reorganisation and where observable data indicate that there is a measurable decrease in the estimated future cash flows, such as changes in arrears or economic conditions that correlate with defaults.

Impairment of financial assets shall be utilized at derecognition due to uncollectibility or transfer of ownership.

In case of equity instruments objective evidence of impairment exists if the fair value is significantly or permanently lower than the cost of the instrument. “Significant” means generally 15% or more and “permanent” means more than 1 year.

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**NOTE 2 – ACCOUNTING POLICIES (continued)**

Once interests are overdue for more than three months, the interest accruals are reversed and interest is recognized using the effective interest rate to discount the future cash flows for the purpose of measuring the impairment loss (unwinding).

***2.4.6.1 Financial assets measured at amortised cost***

The Group first assesses whether objective evidence of impairment exists for financial assets.

If there is objective evidence that an impairment loss on individually significant financial assets carried at amortised cost has been incurred, the amount of the loss is measured as the difference between the asset's carrying amount and the present value of estimated future cash flows (excluding future credit losses that have not been incurred) discounted at the financial asset's original effective interest rate (i.e. the effective interest rate computed at initial recognition). The carrying amount of the asset shall be reduced through use of an allowance account. The amount of the loss shall be recognized in the consolidated income statement.

The calculation of the present value of the estimated future cash flows of a collateralised financial asset reflects the cash flows that may result from foreclosure less costs for obtaining and selling the collateral, whether or not the foreclosure is probable.

If there is objective evidence that an impairment loss on individually not significant financial assets at amortised cost has been incurred or no objective evidence of impairment exists, whether the asset is significant or not, the asset is included in a group of financial assets with similar credit risk characteristics and that group of financial assets is assessed collectively for impairment. Assets that are individually assessed for impairment and for which an impairment loss is or continues to be recognized are not included in a collective assessment of impairment.

For the purpose of a collective evaluation of impairment, financial assets are grouped on the basis of the Group's internal credit grading system that considers credit risk characteristics such as asset type, industry, geographical location, collateral type, past-due status and other relevant factors.

Impairment on a group of financial assets that are evaluated collectively for impairment is estimated on the basis of historical loss experience for assets with credit risk characteristics similar to those in the group. Historical loss experience is applied on current observable data to reflect the effect of current conditions not existing in the past.

If, in a subsequent period, the amount of the impairment loss decreases and the decrease can be related objectively to an event occurring after the impairment was recognized, the previously recognized impairment loss is reversed. Any subsequent reversal of an impairment loss is recognized in the consolidated income statement, to the extent that the carrying value of the asset does not exceed its amortised cost at the reversal date.

When a loan is uncollectible, it is written off against the related allowance for loan impairment. Such loans are written off after all necessary procedures have been completed and the amount of the loss has been determined. Subsequent recoveries of amounts previously written off decrease the amount of allowance for loan impairment in the consolidated income statement.

***2.4.6.2 Available-for-sale financial assets***

If an available-for-sale asset is impaired, an amount comprising the difference between its cost (net of any principal payment and amortisation) and its current fair value, less any impairment loss previously recognized in the consolidated income statement, is transferred from equity to the consolidated income statement. Reversals in respect of equity instruments classified as available-for-sale are not recognized in the consolidated income statement. Reversals of impairment losses on debt instruments are reversed through the consolidated income statement if the increase in fair value of the instrument can be objectively related to an event occurring after the impairment losses were recognized in the consolidated income statement.

Interest continues to be accrued at the original effective interest rate on the reduced carrying amount of the asset and is recorded as part of the interest income.

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**NOTE 2 – ACCOUNTING POLICIES (continued)**

**2.4.6.3 Renegotiated loans**

Where possible, the Group seeks to renegotiate loans rather than to take possession of collateral.

The Group considers a loan (receivable) renegotiated if the loan or credit arrangements are renegotiated, rescheduled (prolonged) and renegotiated upon the debtor's or the financial institution's initiative, within the framework of the amendment of the underlying contract, where the underlying contract is amended with a view to avoiding default because of the considerable deterioration in the financial condition or solvency of the borrower, on account of which he is unable to meet the obligations of repayment as originally contracted.

Such amendments result in significant changes in the terms and conditions of the underlying contract, bringing considerably more favourable terms for the client - by way of derogation from the market conditions pertaining to contracts of the same type bearing similar terms and conditions.

The amendments are representing, among others, the deferral of repayments (interest and/or principal) temporarily for a specific period (grace period), payment by instalments, modification of interest rates (for example repricing in the form of discount rates), capitalization of interest, changing the type of currency of denomination, extending the term of the loan, rescheduling instalment payments, reducing the level of collateralization or the level of security requested, or allowing other form of collateral or security, waiving the collateral or security requirement (non-collateralization), introducing new contract terms and conditions or eliminating certain existing terms and conditions.

Furthermore a supplementary agreement or a new contract may be concluded between the debtor and the Group, or between the borrower and an affiliate of the original lender, for a new loan for refinancing the debts (interest and principal) outstanding on account of the existing contract, or for undertaking additional commitments with a view to avoiding any further increase in risk exposure or to cutting losses, upon which the claims of the Group (including the financial institution participating as the affiliate of the original lender) arising on account of the aforesaid supplementary agreement or new contract are also recognized as renegotiated loans (receivables).

Loans where the relevant contract had to be amended due to changes in market conditions are not considered as renegotiated loans (receivables), furthermore, where the parties agree in market conditions pertaining to similar agreements and where the solvency of the debtor is such as to ascertain his ability to comply with his ensuing contractual obligations.

If the renegotiation does not result derecognition, the impact of modification will be presented as change in the assets' effective interest rate or change in gross carrying amount.

**Derecognition of renegotiated loans**

For the derecognition of the renegotiated loans the Group applies the following criteria. An exchange between an existing borrower and lender of debt instruments with substantially different terms shall be accounted for as an extinguishment of the original financial asset and the recognition of a new financial asset. A substantial modification of the terms of an existing financial asset or a part of it is accounted for as an extinguishment of the original financial asset and the recognition of a new financial asset.

The terms are considered as substantially different in any case if the discounted present value of the cash flows under the new terms, including any fees paid net of any fees received and discounted using the original effective interest rate, is at least 10% different from the discounted present value of the remaining cash flows of the original financial asset.

If an exchange of debt instruments or modification of terms is accounted for as an extinguishment, any costs or fees incurred are recognised as part of the gain or loss on the extinguishment. If the exchange or modification is not accounted for as an extinguishment, any costs or fees incurred adjust the carrying amount of the asset and are amortised over the remaining term of the modified liability.

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**NOTES TO THE FINANCIAL STATEMENTS**

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**NOTE 2 – ACCOUNTING POLICIES (continued)**

**2.4.7 Offsetting**

Financial assets and financial liabilities are only offset and the net amount reported in the consolidated statement of financial position when there is a legally enforceable right to set off the recognized amounts and the Group intends to either settle on a net basis, or to realise the asset and settle the liability simultaneously.

**2.4.8 Derecognition of financial assets**

A financial asset (or, where applicable a part of a financial asset or part of a group of similar financial assets) is derecognized where:

- the rights to receive cash flows from the asset have expired; or
- the Group has transferred its rights to receive cash flows from the asset or has assumed an obligation to pay the received cash flows in full without material delay to a third party under a 'pass-through' arrangement; and
- either (a) the Group has transferred substantially all the risks and rewards of the asset, or (b) the Group has neither transferred nor retained substantially all the risks and rewards of the asset, but has transferred control of the asset.

When the Group has transferred its rights to receive cash flows from an asset or has entered into a pass-through arrangement, and has neither transferred nor retained substantially all the risks and rewards of the asset nor transferred control of the asset, the asset is recognized to the extent of the Group's continuing involvement in the asset. Continuing involvement that takes the form of a guarantee over the transferred asset is measured at the lower of the original carrying amount of the asset and the maximum amount of consideration that the Group could be required to repay.

**2.4.9 Derecognition of financial liabilities**

A financial liability is derecognized when the obligation under the liability is discharged or cancelled or expires. Where an existing financial liability is replaced by another from the same lender on substantially different terms, or the terms of an existing liability are substantially modified, such an exchange or modification is treated as a derecognition of the original liability and the recognition of a new liability, and the difference in the respective carrying amounts is recognized in the consolidated income statement.

**2.4.10 Leases**

*Determination of whether an arrangement contains a lease*

The determination of whether an arrangement is, or contains a lease is based on the substance of the arrangement and requires an assessment of whether the fulfilment of the arrangement is dependent on the use of a specific asset or assets and the arrangement conveys a right to use the asset.

**2.4.10.1 Where the Group is the lessee**

Finance leases, which effectively transfer to the Group substantially all the risks and benefits incidental to ownership of the leased item, are capitalized at the present value of the minimum lease payments at the inception of the lease term. Lease payments are apportioned between the finance charges and reduction of the lease liability so as to achieve a constant rate of interest on the remaining balance of the liability. Finance charges are charged directly against income in the consolidated income statement.

Capitalized leased assets are depreciated over the shorter of the estimated useful life of the asset and the lease term.

Leases where the lessor effectively retains substantially all the risks and benefits of ownership of the leased asset, are classified as operating leases. Operating lease payments are recognized as an expense in the consolidated income statement on a straight-line basis over the lease term.

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**NOTES TO THE FINANCIAL STATEMENTS**

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**NOTE 2 – ACCOUNTING POLICIES (continued)**

***2.4.10.2 Where the Group is the lessor***

When assets held are subject to a finance lease, the present value of lease payments and the unguaranteed residual value are recognized as a receivable. The difference between the gross receivable and the present value of the receivable is recognized as unearned finance income.

Lease income is recognized over the term of the lease so as to achieve a constant rate of interest on the remaining balance of the receivable.

Assets subject to operating leases are included in bank premises and equipment in the consolidated statement of financial position and lease payments received are presented as income in the consolidated income statement.

In case of financing the purchase of a vehicle or other equipment, the main collateral is the vehicle or the other equipment, on which the Group has got the right to buy. When the contract is extraordinarily terminated the assets received in the debt settlement are measured at cost which is defined as the fair value of the vehicle or other the equipment. If the carrying amount of the received asset differs from the value defined at the subsequent valuation of the asset then impairment is accounted for or the formerly booked impairment is fully or partially released.

***2.4.11 Revenue recognition***

Net interest income falls under the scope of IAS39. Interest income and expense are calculated and recognised based on the effective interest rate method. The effective interest includes fees considered to be part of the effective interest rate of a financial instrument (generally fees received as compensation for risk, and fees related to the origination of the asset).

The Group presents the revenue of different transaction as Net fee and commission income. Most of these cover services and goods provided by the Group to its customers while certain lending related fees are reported here if not parts of the effective interest rate.

Dividend income is recognized when the right to receive payment is established.

***2.4.12 Net gains / (losses) from financial instruments at fair value through profit or loss and from foreign exchange***

Net gains / (losses) from financial instruments at fair value through profit or loss and from foreign exchange include net realised gains from buying and selling financial assets and financial liabilities at fair value excluding available-for-sale investments, changes in their fair value and the effect of foreign currency translation.

***2.4.13 Cash and cash equivalents***

For the purposes of reporting cash flows, cash and cash equivalents comprise balances with an original maturity less than 90 days, including cash, balances due from banks and balances with the National Bank of Hungary (including obligatory reserves) decreased with deposits from banks repayable on demand.

***2.4.14 Investment property***

Real estate, received in debt settlement is classified as investment property. The investment property is measured initially at cost, including transaction costs, and subsequently measured at cost less any accumulated depreciation and any accumulated impairment losses. It is depreciated according to the straight-line method over the economic life of the investment property concerned. The useful life of investment properties generally is 33 years, except if the consideration of certain special circumstances results different useful lifetime.



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### CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2017

#### NOTES TO THE FINANCIAL STATEMENTS

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##### NOTE 2 – ACCOUNTING POLICIES (continued)

##### **2.4.15 Bank premises and equipment**

Bank premises and equipment are initially recorded at cost. Depreciation is provided on a straight-line basis over the estimated useful lives of bank premises and equipment, other than freehold land which is deemed to have an indefinite life. The useful lives of bank premises and equipment are presented below:

Buildings	10-50 years
Leasehold improvements	3-20 years
Furniture, fixtures and equipment	3-7 years
System software	5 years
Leasehold rights	10-50 years

Replacements and improvements, which prolong the useful life or significantly improve the condition of the asset, are capitalized. Repairs and maintenance are charged to the consolidated income statement as incurred. The Group assesses at each reporting date whether there is an indication that an asset may be impaired. If any such indication exists, or when annual impairment testing for an asset is required, the Group makes an estimate of the asset's recoverable amount. An asset's recoverable amount is the higher of an asset's or cash-generating unit's fair value less costs to sell and its value in use and is determined for an individual asset, unless the asset does not generate cash inflows that are largely independent of those from other assets or groups of assets. Where the carrying amount of an asset exceeds its recoverable amount, the asset is considered impaired and is written down to its recoverable amount. 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.

##### **2.4.16 Intangible assets**

An intangible asset shall be recognised if, and only if it is probable that the expected future economic benefits that are attributable to the asset will flow to the entity and the cost of the asset can be measured reliably.

The cost of an internally generated intangible asset comprises all directly attributable costs necessary to create, produce, and prepare the asset to be capable of operating in the manner intended by management. Typically the staff expenses and the cost related to the infrastructure needed for the software development are directly attributable to the internally generated software.

The useful lives of intangible assets are assessed to be either finite or indefinite. Intangible assets with finite lives are amortised over the useful economic life; the amortisation expense is recorded as operating expense in the consolidated income statements. The impairment assessment of intangible assets with finite lives is the same as tangible assets. The intangible assets owned by the Group are classified as assets with finite lives.

Intangible assets are stated at cost less accumulated amortisation. Amortisation is computed using the straight-line method over the estimated useful lives of the assets:

Standard software and other intangibles	5 years
Core banking software	8 years

Core systems are types of standard/customized software, which are data applications for processing all transactions that have occurred during the day and generating postings. Core systems typically include current account, deposit and credit processing applications, interfaces to the general ledger and reporting tools.

**CONSOLIDATED FINANCIAL STATEMENTS  
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**NOTE 2 – ACCOUNTING POLICIES (continued)**

By 'customized software' is meant purchased software and software models that are customized before being delivered or taken into use, with software having been developed in addition to existing standard software.

***2.4.17 Commitments, contingent liabilities***

In the ordinary course of its business, the Group enters into off-statement of financial position commitments such as guarantees, commitments to extend credit, letters of credit, warranties and transactions with financial instruments. These commitments are recorded in the consolidated financial statements if and when they become payable.

Financial guarantees are initially recognized in the consolidated financial statement at fair value, in 'Other liabilities', being the premium received. Subsequent to initial recognition, the Group liability under each guarantee is measured at the higher of the amortised premium and the best estimate of expenditure required to settle any financial obligation arising as a result of the guarantee.

Any increase in the liability relating to financial guarantees is taken to the consolidated income statement in 'Impairment on loans and receivables' including provisions for credit commitments. The premium received is recognized in the consolidated income statement in 'Net fee and commission income' on a straight line basis over the life of the guarantee.

Taking into account that IAS 39 and IAS 37 do not contain specific requirements related to the accounting treatment of commitments for issuing non-financial guarantees, the Group treats them in the same way as financial guarantees.

The allowance for losses on commitments and contingent liabilities reflects Management's best estimate of incurred losses on this portfolio. Management determines the adequacy of the allowance based upon reviews of individual items, recent loss experience, current economic conditions, the risk characteristics of the various categories of transactions and other pertinent factors.

***2.4.18 Provisions***

Provisions are recognized when the Group has a present obligation (legal or constructive) as a result of a past event, and it is probable that an outflow of resources embodying economic benefits will be required to settle the obligation and a reliable estimate can be made of the amount of the obligation. Any compensation that arises in relation to provisions for operational losses from claims and legal disputes regarding commercial activity are presented in other income / (expense) when they become virtually certain.

***2.4.19 Taxation***

Current taxation is provided for in accordance with the fiscal regulations of Hungary.

Deferred taxation is provided using the balance sheet method on all temporary differences at the reporting date. It is calculated at the tax rates that are expected to apply to the period when it is anticipated that the asset will be realised or the liabilities will be settled, and it is based on tax rates (and laws) that have been enacted or substantively enacted at the statement of financial position date.

***2.4.20 Fiduciary assets***

Assets held in trust or in a fiduciary capacity are not assets of the Group and accordingly are not included in these financial statements.

***2.4.21 Dividend on ordinary shares***

Dividends on ordinary shares are recognized as a liability and deducted from equity when they are approved by the shareholders. Interim dividends are deducted from equity when they are declared and no longer at the discretion of the Group.

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**NOTES TO THE FINANCIAL STATEMENTS**

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**NOTE 2 – ACCOUNTING POLICIES (continued)**

***2.4.22 Equity reserves***

The reserves recorded in equity on the Group's consolidated statement of financial position include:

Available-for-sale reserve which comprises changes in fair value of available-for-sale investments.

Cash flow hedge reserve which comprises the portion of the gain or loss on a hedging instrument in a cash flow hedge that is determined to be an effective hedge.

Statutory risk reserve which is set aside as 10% of the profit calculated in accordance with Hungarian Accounting standards for use against future losses.

Other reserve includes own credit risk content of fair value of financial liabilities measured at fair value through profit or loss and actuarial gain and losses of defined benefit plans.

***2.4.23 Share based payment transactions***

A number of employees of the Group receive remuneration in the form of share-based payment transactions. They are granted share appreciation rights, which can only be settled in cash ("cash-settled transactions"). The cost of cash-settled transactions is measured at fair value at the grant date, using the KBC share price determining the fair value. The value of the share-based payment is expensed in the year of the remunerated performance with recognition of a corresponding liability. The liability is valued at the closing price of the underlying share at the end of the period. The liability is released at the date of pay-out.

***2.4.24 Government grants***

Government grants are assistance by government in the form of transfers of resources to the Group in return for past or future compliance with certain conditions relating to the operating activities of the entity.

A government grant is not recognised until there is reasonable assurance that the Group will comply with the conditions attaching to it, and that the grant will be received. Government grants are recognised in profit or loss on a systematic basis over the periods in which the Group recognises as expenses the related costs for which the grants are intended to compensate.

Government grants related to assets, including non-monetary grants at fair value, shall be presented in the statement of financial position either by setting up the grant as deferred income or by deducting the grant in arriving at the carrying amount of the asset. The Group applies the deferred income (gross) presentation method.

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**NOTE 2 – ACCOUNTING POLICIES (continued)**

***2.4.25 Non-current assets held-for-sale and disposal groups, liabilities associated with disposal groups***

Non-current assets or groups of assets and liabilities held for sale are those whose carrying amount the Group will recover from a sale transaction that is expected to qualify as a sale within a year, instead of through continuing use. Non-current assets held for sale and liabilities held for sale are reported separately from the other assets and liabilities in the balance sheet at the end of the reporting date.

Non-current assets held for sale (disposals groups) are not depreciated but measured at the lower of their carrying amount and fair value less costs to sell.

***2.4.26 Employee benefits***

***Short-term employee benefits***

Short-term employee benefits, such as salaries, paid absences, performance-based cash awards and social security costs, are recognised over the period in which the employees provide the related services. The relating expenses are presented in the income statement as Staff expenses.

***Post-employment benefits***

A number of employees of the Group receive post-employment benefits in the form of defined benefit plans. The defined benefit plan belongs to post-employment benefits. The components of the benefit costs related to the program are recorded as follows in the consolidated financial statements:

- vested benefits and costs arising from the change of the program's conditions as personal expenses in the consolidated income statement
- interest expenses related to the defined benefit plan as interest expense in the consolidated income statement
- the revaluation of the defined benefit plan (e.g. impact of change of the curves used to the estimation and discount calculation or change of the tax rate related to the benefit) in other comprehensive income.

***2.5 Future changes in accounting policies***

***IASs, IFRSs and IFRIC interpretations not yet effective***

The Group has not applied the following IASs, IFRSs and Interpretations of the International Financial Reporting Interpretations Committee (IFRIC) that have been issued but are not yet effective. K&H Group will apply these standards when they become mandatory.

***IFRS 9 Financial instruments***

In July 2014, the IASB issued IFRS 9 Financial Instruments on the classification and measurement of financial instruments, as a replacement for the relevant requirements of the present IAS 39 Financial Instruments: Recognition and Measurement. The mandatory effective date for IFRS 9 is 1 January 2018.

A project relating to IFRS 9 had been running for some time at the Group and the system and process implementation was finalised in 2017. The Group will make use of transition relief as regards disclosing comparative information at the date of initial application.

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**NOTE 2 – ACCOUNTING POLICIES (continued)**

*Classification and measurement*

Classification and measurement of financial assets under IFRS 9 depends on the specific business model in place and the assets' contractual cash flow characteristics. The impact of first time application is due primarily to a rebalancing of part of the treasury bond portfolio (reclassification from 'Available-for-sale' to 'Amortised cost') and the reversal of frozen available-for-sale reserves. These frozen reserves existed under IAS 39 due to historical reclassifications out of the 'Available-for-sale' category to the 'Held-to-maturity' or 'Loans and receivables' categories, but need to be reversed on transition to IFRS 9. The conditions of certain loan contracts are not in line with the requirements of amortised cost measurement, therefore these assets will be presented at fair value in the financial statements.

*Impairment of financial instruments*

Financial instruments that are subject to impairment will be classified into three stages, namely

- stage 1: performing;
- stage 2: underperforming (where lifetime expected credit losses are required to be measured); and
- stage 3: non-performing.

The Group has established policies and processes to assess whether credit risk has increased significantly at the end of each reporting period and, therefore, whether 'staging' is required (i.e. moving from one stage to another).

For the loan portfolio, a multi-tier approach has been adopted to staging, based on internal credit ratings, forbearance measures, collective assessment and days past due as a backstop. A similar multi-tier approach is used for the investment portfolio, except that the Group will use the low credit risk exemption, meaning that all investment grade bonds in scope are considered to be in 'stage 1', unless any of the other triggers indicate otherwise.

For 'stage 1' and 'stage 2' – under IAS 39 – the Group records incurred-but-not-reported (IBNR) impairment losses, which are influenced by emergence periods. Under IFRS 9, impairment of financial assets is calculated on a 12-month expected credit loss (ECL) basis for 'stage 1' and on a lifetime ECL basis for 'stage 2'.

Forward looking information is incorporated into the staging criteria and measurement of ECL. Different macroeconomic factors are taken into consideration and the Group applies three scenarios to evaluate a range of possible outcomes.

Certain loan contracts of the Group under IFRS9 will be qualified as "purchased or originated credit impaired" financial assets (POCI).

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**NOTE 2 – ACCOUNTING POLICIES (continued)**

*Hedge accounting*

The Group will use the option to continue with hedge accounting under IAS 39 and will await further developments at the IASB regarding macro hedging.

The Group will not make use of any transitional arrangements with regard to the impact of IFRS 9 on capital, as it wants to provide full transparency. Consequently, own funds, capital and the leverage ratio will reflect the full impact of IFRS 9.

Overall, the first time application of IFRS 9 will have a negative impact of HUF 16 billion on the total equity from which the major part relates to the restructuring of the accounting portfolios (available for sale and held to maturity) and the reversal of frozen available for sale reserves.

*IFRS 15 Revenue from Contracts with Customers*

In May 2014, the IASB issued IFRS 15 concerning the recognition of revenue. The new standard will become effective on 1 January 2018.

The Group has identified the relevant contracts and assessed them using the new five-step model for revenue recognition. The main focus related to the

- identification of the performance obligations
- variable consideration in certain asset management contracts.

No major impact was identified.

*IFRS 16 Leases*

In January 2016, the IASB issued IFRS 16, which will become effective on 1 January 2019. Under IFRS 16 a lessee recognises a right-of-use asset and a lease liability. The right-of-use asset is treated similarly to other non-financial assets and depreciated accordingly. This will typically produce a front-loaded expense profile as an assumed linear depreciation of the right-of-use asset and the decreasing interest on the liability will lead to an overall decrease of expense over the reporting period. The lease liability is initially measured at the present value of the lease payments payable over the lease term, discounted at the rate implicit in the lease.

For finance leases a lessor recognises finance income over the lease term, based on a pattern reflecting a constant periodic rate of return on the net investment. A lessor recognises operating lease payments as income on a straight-line basis.

The new standard does not significantly change the accounting treatment of leases for lessors and, therefore, its impact is expected to be limited for the Group. An analysis of its impact is ongoing.

**CONSOLIDATED FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 31 DECEMBER 2017**

**NOTES TO THE FINANCIAL STATEMENTS**

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**NOTE 2 – ACCOUNTING POLICIES (continued)**

*IFRS 17*

In May 2017, the IASB issued IFRS 17 (Insurance contracts), which will become effective on 1 January 2021. IFRS 17 is a single principle-based standard to account for all types of insurance contracts, including reinsurance contracts that an insurer holds.

As the Group does not provide insurance services, no impact was identified.

*Other changes*

The IASB published several limited amendments to existing IFRSs in the course of 2017. They will be applied when they become mandatory, but their impact is currently estimated to be negligible.

The list of amendments:

- Amendments to IFRS 2, Share-based Payment  
Effective from: 1 January 2018
- Annual Improvements to IFRSs 2014-2016 cycle - Amendments to IFRS 1 and IAS 28  
Effective from: 1 January 2018
- IFRIC 22 - Foreign Currency Transactions and Advance Consideration  
Effective from: 1 January 2018
- Transfers of Investment Property - Amendments to IAS 40  
Effective from: 1 January 2018
- IFRIC 23 Uncertainty over Income Tax Treatments  
Effective from: 1 January 2019
- Long-term Interests in Associates and Joint Ventures - Amendments to IAS 28  
Effective from: 1 January 2019
- Annual Improvements to IFRSs 2015-2017 cycle  
Effective from: 1 January 2019

**2.6 Taxes and levies payable by financial institutions**

Credit institutions and financial institutions are exposed to pay the so called “bank tax” introduced in 2010 in Hungary (see Note 10).

The actual bank tax and its reversal (if any) are recorded as expense in the financial period in which it is legally payable.

As the bank tax is payable based on non-net income measures it does not meet the definition of income tax under IFRS and is therefore presented as an operating expense in the consolidated income statement.

The IFRIC 21 Levies interpretation identifies the obligating event for the recognition of a liability as the activity that triggers the payment of the levy in accordance with the relevant legislation. Based on the interpretation of IFRIC 21 the “bank tax” amount is recognized at the beginning of the year in a lump sum in the Group’s Consolidated Financial Statements.

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**NOTES TO THE FINANCIAL STATEMENTS**

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**NOTE 2 – ACCOUNTING POLICIES (continued)**

In 2013 a tax called financial transaction levy (FTL) has been introduced. The FTL is payable based on specified type of transactions (including cash movements and money transfers). Subject of the levy are financial service providers (with seat or branch in Hungary). The FTL is recorded as part of general administrative expenses when the underlying business transaction occurs.

In the case of bankcard transactions the FTL is recognized at the beginning of the year in a lump sum, because the base of this levy is the bankcard transactions of the previous year that triggers the payment obligation of the levy at the beginning of the year.

The Investor Protection Fund (IPF) is established to provide indemnity to investors against property damages arising from the potential insolvency of investment service providers. Members make annual contribution payments to the IPF. Based on the interpretation of IFRIC 21 the amount is recognized at the beginning of the year in a lump sum in the Group's Consolidated Financial Statements.

The Resolution Fund was established in 2014 to shift the costs of crisis management in the financial sector to the members of the sector. The Fund is financed by credit institutions and investment firms from the annual fees paid by the members. According to IFRIC 21 the Group records the total annual fee at the beginning of the period.

**2.7 Reclassifications**

Some of the notes in the Consolidated Financial Statements were changed in comparison with the previous year's presentation. The changed categories are marked in the concerned notes.

The reclassified notes are the following:

- Note 8 – Other income
- Note 9 – General administrative expenses
- Note 12 – Impairment (income statement)
- Note 15 – Financial assets and financial liabilities, breakdown by portfolio and product
- Note 19 – Fair value of financial assets and liabilities
- Note 21 – Financial assets and liabilities, breakdown by portfolio and geographic location
- Note 22 – Financial assets and liabilities, breakdown by portfolio and quality
- Note 23 – Remaining maturity of assets and liabilities
- Note 25 – Impairment on loans and receivables and provision for credit commitments (statement of financial position)
- Note 33 – Property and equipment
- Note 34 – Intangible assets
- Note 45 – Risk management

In order to align with the consolidated financial reporting framework (FINREP) of the European Banking Authority, the presentation of the consolidated statement of financial position was slightly changed. With effect from 2017, 'Cash and cash balances' also includes other demand deposits with credit institutions and, consequently, has been renamed to 'Cash, cash balances at central banks and other demand deposits with credit institutions'. The reference figures have been reclassified accordingly.

A part of assets under construction were not identified as external developed software as at 31 December 2016. A shift between Property and equipment and Other intangible assets reflects the reclassification accordingly.

In case of impaired loans and advances converted to HUF the subsequent increase in future cash-flow estimation due to credit quality improvement is recorded in "Other income". The amount compensating realized credit losses was reclassified to 'Impairments on loans and receivables' in the Consolidated Income Statement in 2016.

The capitalization of internal developed software decreases Operating expenses. The split of capitalized cost to staff and general administrative expenses increases the quality of Note 9 Operating expenses.



**K&H BANK ZRT.****CONSOLIDATED FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 31 DECEMBER 2017****NOTES TO THE FINANCIAL STATEMENTS****NOTE 2 – ACCOUNTING POLICIES (continued)**

The above mentioned reclassifications caused the following changes in the Consolidated Statement of Financial Position as at 1 January 2016 and 31 December 2016.

	<b>Before reclassification 1 January 2016</b>	<b>Reclassification</b>	<b>After reclassification 1 January 2016</b>
	<b>MHUF</b>	<b>MHUF</b>	<b>MHUF</b>
Consolidated statement of financial position			
Assets			
Cash and cash balances with central banks and other demand deposits with credit institutions			
Cash	33 148		33 148
Cash balances with central banks	35 567		35 567
Other demand deposit with credit institutions	-	48 995	48 995
Financial assets			
Loans and receivables	1 746 912	(48 995)	1 697 917
Property and equipment	37 457	-	37 457
Intangible assets	11 723	-	11 723

	<b>Before reclassification 31 December 2016</b>	<b>Reclassification</b>	<b>After reclassification 31 December 2016</b>
	<b>MHUF</b>	<b>MHUF</b>	<b>MHUF</b>
Consolidated statement of financial position			
Assets			
Cash and cash balances with central banks and other demand deposits with credit institutions			
Cash	35 457		35 457
Cash balances with central banks	186 563		186 563
Other demand deposit with credit institutions	-	17 764	17 764
Financial assets			
Loans and receivables	1 803 046	(17 764)	1 785 282
Property and equipment	38 252	(416)	37 836
Intangible assets	12 060	416	12 476

## K&H BANK ZRT.

### CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2017

#### NOTES TO THE FINANCIAL STATEMENTS

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##### NOTE 2 – ACCOUNTING POLICIES (continued)

The reclassifications caused the following changes in the Consolidated Statement of Financial Position in 2016.

	<b>Before reclassification 2016</b>	<b>Reclassification</b>	<b>After reclassification 2016</b>
	<b>MHUF</b>	<b>MHUF</b>	<b>MHUF</b>
Consolidated income statement			
Other net income	14 728	(14 728)	-
Other income	-	12 909	12 909
Other expenses	-	(2 562)	(2 562)
Operating expenses			
Staff expenses	(34 341)	1 474	(32 867)
General administrative expenses	(48 389)	(1 474)	(49 863)
Impairment			
on loans and receivables	(9 134)	4 381	(4 753)

##### **2.8 Change in estimate**

The Group has not changed the valuation methods used for valuation of the assets and liabilities presented in the Consolidated financial statement in 2017.

**K&H BANK ZRT.****CONSOLIDATED FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 31 DECEMBER 2017****NOTES TO THE FINANCIAL STATEMENTS****NOTE 3 – NET INTEREST INCOME**

	<u>2017</u> <u>MHUF</u>	<u>2016</u> <u>MHUF</u>
Loans and receivables	53 853	57 225
Held to maturity	19 566	20 921
Available-for-sale assets	5 427	6 528
Subtotal, interest income from financial assets not measured at fair value through profit or loss	78 846	84 674
Financial assets held for trading	1 612	2 120
Asset/liability management derivatives	722	832
Hedging derivatives	11 524	5 763
Total interest income	92 704	93 389
Financial liabilities measured at amortised cost	(11 355)	(12 963)
Other liabilities not measured at fair value through profit or loss	(3)	(17)
Subtotal, interest income from financial assets not measured at fair value through profit or loss	(11 358)	(12 980)
Financial liabilities held for trading	(30)	(24)
Asset/liability management derivatives	(181)	(773)
Hedging derivatives	(3 838)	(2 804)
Other financial liabilities at fair value through profit or loss	(4 314)	(6 755)
Interest expense of defined benefit plans	(16)	(31)
Total interest expenses	(19 737)	(23 367)
Net interest income	72 967	70 022

The Group recorded HUF 147 million interest income (unwinding discount effect) on impaired assets in 2017 (HUF 183 million in 2016).

**K&H BANK ZRT.****CONSOLIDATED FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 31 DECEMBER 2017****NOTES TO THE FINANCIAL STATEMENTS****NOTE 4 – NET FEE AND COMMISSION INCOME**

	<u>2017</u>	<u>2016</u>
	<u>MHUF</u>	<u>MHUF</u>
Brokerage services	1 558	1 708
Trust and fiduciary activities	10 495	12 037
Credit and guarantee fee income	3 478	3 243
Structured finance	81	269
Payment services	43 187	39 977
Card services	11 948	10 654
Other	2 465	1 808
	<u>73 212</u>	<u>69 696</u>
Fee and commission income		
Brokerage services	(1 445)	(1 667)
Credit and guarantee fee expense	(2 146)	(1 867)
Commissions to agents	(214)	(205)
Structured finance	(5)	-
Payment transactions	(5 082)	(5 295)
Card services	(6 700)	(5 346)
Insurance commissions	(2 994)	(2 558)
Other	(43)	(116)
	<u>(18 629)</u>	<u>(17 054)</u>
Fee and commission expense		
Net fee and commission income	<u>54 583</u>	<u>52 642</u>

Front-end fees related to loans and receivables are part of the effective interest rate method calculation and are recorded as interest income or expenses over the life of the underlying loan or receivable.

## K&H BANK ZRT.

### CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2017

#### NOTES TO THE FINANCIAL STATEMENTS

##### NOTE 5 – NET GAINS / (LOSSES) FROM FINANCIAL INSTRUMENTS AT FAIR VALUE THROUGH PROFIT OR LOSS AND FROM FOREIGN EXCHANGE

	<u>2017</u> MHUF	<u>2016</u> MHUF
Trading securities	(1 054)	1 313
Interest rate derivatives (including interest and fair value changes in trading derivatives)	2 137	3 825
Other financial instruments designated at fair value through profit or loss at initial recognition	1 355	31
Foreign exchange trading (including interest and fair value changes in trading foreign exchange derivatives)	15 920	15 903
Fair value adjustments in hedge accounting*	<u>(104)</u>	<u>(172)</u>
Net gains / (losses) from financial instruments at fair value through profit or loss and from foreign exchange	<u>18 254</u>	<u>20 900</u>

\*Results of cash flow hedge derivatives transferred from Consolidated other comprehensive income to the Consolidated income statement amounted to HUF 129 million gain in 2017 (HUF 100 million gain in 2016) and HUF 233 million loss was recorded as the unrealised revaluation of the ineffective cash flow hedge transactions (HUF 272 million loss in 2016).

The change in the fair value of financial instruments at fair value through profit or loss, where the fair value calculation is based on non-observable parameters was HUF 9 million gain in 2017 (HUF 93 million gain in 2016).

HUF 805 million income was accounted for in 2017 due to the lending activity related interest rate swap deals linked to the National Bank of Hungary's Market Lending Scheme (HUF 902 million income in 2016) according to the accounting treatment of government grants described in Note 2.

##### NOTE 6 – NET REALISED GAINS FROM AVAILABLE-FOR-SALE

	<u>2017</u> MHUF	<u>2016</u> MHUF
Fixed-income securities	534	723
Shares	<u>-</u>	<u>4 565</u>
Net realised gains from available for sale	<u>534</u>	<u>5 288</u>

The gain of HUF 4 565 million presented as net realised gains from available-for-sale shares in 2016 results from the sale of Visa Europe.

## K&H BANK ZRT.

### CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2017

#### NOTES TO THE FINANCIAL STATEMENTS

##### NOTE 7 – DIVIDEND INCOME

The Group recognised HUF 13 million dividend income in 2017 (HUF 2 million in 2016). The dividend was paid by Visa Inc..

##### NOTE 8 – OTHER INCOME AND EXPENSE

	<u>2017</u> <b>MHUF</b>	<u>Reclassified 2016</u> <b>MHUF</b>
Gain on property, plant and equipment	640	407
Gain on sale of goods	324	414
Gain on the disposal of held-to -maturity debt instruments	100	374
Gain on other services	461	314
Recoveries related to operational risks	530	1 015
Other income - other	3 394	10 385
	<hr/>	<hr/>
Other income	<u>5 449</u>	<u>12 909</u>

The income of HUF 461 million reported as revenue on other services in 2017 (HUF 314 million 2016) results from finance and accounting, business management, technical, logistics and bank security services granted by the Group to other KBC Group entities operating in Hungary, but not included in the consolidation.

In case of impaired loans and advances converted to HUF the subsequent increase in future cash-flow estimation due to credit quality improvement recorded within "Other income" resulted in a HUF 2 737 million gain in 2017 (HUF 9 358 million gain in 2016). The subsequent decrease in future cash-flow estimation due to credit quality worsening is recorded as part of impairments for all loans and receivables.

	<u>2017</u> <b>MHUF</b>	<u>Reclassified 2016</u> <b>MHUF</b>
Losses on property, plant and equipment	(384)	(230)
Losses from sale of goods	(1)	(19)
Losses on the disposal of held-to -maturity debt instruments	-	(36)
Losses due to operational risks	(659)	(1 433)
Other expense - other	(456)	(844)
	<hr/>	<hr/>
Other expense	<u>(1 500)</u>	<u>(2 562)</u>

**K&H BANK ZRT.**

**CONSOLIDATED FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 31 DECEMBER 2017**

**NOTES TO THE FINANCIAL STATEMENTS**

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**NOTE 9 – GENERAL ADMINISTRATIVE EXPENSES**

	<b>2017</b>	<b>Reclassified 2016</b>
	<b>MHUF</b>	<b>MHUF</b>
IT expenses	(8 957)	(8 711)
Rental expenses	(2 715)	(2 819)
Repair and maintenance	(1 491)	(1 311)
Marketing expenses	(1 514)	(1 460)
Professional fees	(3 133)	(2 818)
Other facilities expenses	(4 148)	(4 132)
Communication expenses	(344)	(274)
Travel expenses	(119)	(91)
Training expenses	(608)	(478)
Personnel related expenses	(180)	(217)
Financial transaction levy	(23 407)	(21 326)
Other administrative expenses	(5 879)	(6 229)
Other provision	1	3
	<hr/>	<hr/>
Total general administrative expenses	<u>(52 494)</u>	<u>(49 863)</u>

## K&H BANK ZRT.

### CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2017

#### NOTES TO THE FINANCIAL STATEMENTS

##### NOTE 10 – BANK TAX

The Group paid a bank tax of HUF 5 441 million in 2017 (HUF 7 557 million in 2016). The basis and the tax rate of the tax payable by financial institutions can differ per group members, dependent on their activities.

The tables below present the details of the bank tax paid by the group members in 2017 and 2016.

<b>2017</b>	<b>Activity</b>	<b>Tax base</b> <b>MHUF</b>	<b>Tax rate</b> <b>%</b>	<b>Tax</b> <b>MHUF</b>
Group members:				
K&H Bank Zrt.	Credit institution	2 511 401	0.212*	5 325
K&H Befektetési Alapkezelő Zrt.	Asset management	211 992	0.050	93
K&H Faktor Zrt.	Other financial services	363	6.500	23
Total		<u>2 723 756</u>	<u>0.200</u>	<u>5 441</u>
<b>2016</b>	<b>Activity</b>	<b>Tax base</b> <b>MHUF</b>	<b>Tax rate</b> <b>%</b>	<b>Tax</b> <b>MHUF</b>
Group members:				
K&H Bank Zrt.	Credit institution	2 888 110	0.258*	7 443
K&H Befektetési Alapkezelő Zrt.	Asset management	211 992	0.050	114
Total		<u>3 100 102</u>	<u>0.244</u>	<u>7 557</u>

\*Effective rate

The bank tax payable by the Group members for the year 2017 is calculated as follows.

For credit institutions the tax base includes the total asset value as at 31 December 2015, less:

- Hungarian interbank loan receivables, including bank deposits and repo transactions;
- bonds and shares issued by Hungarian credit institutions, financial enterprises and investment enterprises;
- loan receivables, subordinated and supplementary subordinated loan receivables with respect to capital provided to Hungarian financial enterprises and investment enterprises (including receivables under repos, collateralized repos, repos settled in kind);
- receivables deriving from EU inter-bank credits, bonds and shares issued by other credit institutions.

In 2016 the tax base of credit institutions was the total asset value as at 31 December 2009 adjusted by the above mentioned decreasing items.

The bank tax for credit institutions is payable at 0.15% on tax base below HUF 50 000 million and 0.21% on tax base above HUF 50 000 million in 2017 (0.24% in 2016).

In case of asset management companies the base of the tax is the quarterly calculated average value (sum of daily net asset values divided by the number of days in the quarter) of the distributed fund units kept on the client accounts by the distributor (excluding the shares held by a fund of fund). The applied tax rate is 0.05% per year.

The bank tax for the Group is expected to be HUF 5 868 million in 2018 (including estimated amount for funds). The increase of the bank tax expected in 2018 is caused by the change of the tax base. In 2018 the tax base of credit institutions is the total asset value as at 31 December 2016 adjusted by the above mentioned decreasing items.

For the Bank the liability of HUF 5 868 million is established on January 1, 2018.



**K&H BANK ZRT.****CONSOLIDATED FINANCIAL STATEMENTS  
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	<u>2017</u>	<u>2016</u>
White-collar staff	3 592	3 594
Blue-collar staff	23	26
Management	39	38
Total average number of persons employed	<u>3 654</u>	<u>3 658</u>

	<u>2017</u> <b>MHUF</b>	<u>2016</u> <b>MHUF</b>
Wages and salaries	23 973	24 227
Social security charges	6 985	7 831
Defined benefit plan	(36)	(562)
Share based payments	73	63
Other staff expenses	2 993	2 782
Total staff expenses	<u>33 988</u>	<u>34 341</u>

**NOTE 12 – IMPAIRMENT (income statement)**

	<u>2017</u> <b>MHUF</b>	<u>Reclassified</u> <u>2016</u> <b>MHUF</b>
Impairments and provisions on loans and receivables and credit commitments		
Specific impairments for loans and receivables	(362)	(5 636)
Specific provisions on credit commitments	875	735
Portfolio-based impairments and provisions	251	148
Total impairments and provisions on loans and receivables and credit commitments	<u>764</u>	<u>(4 753)</u>

For more detailed information on changes in the impairment loss see Note 25.

	<u>2017</u> <b>MHUF</b>	<u>2016</u> <b>MHUF</b>
Impairment on other		
Intangible assets	(575)	(149)
Investment property	(26)	(7)
Property and equipment	(254)	(728)
Held-to-maturity assets	-	(69)
Other	(108)	(4)
Total impairment on other	<u>(963)</u>	<u>(957)</u>

The accompanying notes on pages 11 to 126 are an integral part of these financial statements.

## K&H BANK ZRT.

### CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2017

#### NOTES TO THE FINANCIAL STATEMENTS

##### NOTE 13 – SHARE IN THE RESULTS OF ASSOCIATED COMPANIES

The carrying amount of HAGE Zrt. amounted to HUF 542 million as at 31 December 2017 (and 2016). Management believes that this carrying amount best represents the Group's share in the investment. The company paid a dividend of HUF 27 million to the Group in 2017 recorded as share in results of associated companies in the consolidated income statement. The share in the current year's result of HAGE is fully impaired in 2017 similarly to previous years. The impairment recorded on HAGE Zrt. was HUF 221 million in 2017 (HUF 166 million in 2016). The current year's result and the impairment of the associates are recorded net within the consolidated income statement as "Share in the results of associated companies". (For further information on the main financial figures of the associated companies see Note 30.)

##### NOTE 14 – INCOME TAXES

The components of income tax expense for the year ended 31 December 2017 and 2016 are:

	<u>Notes</u>	<u>2017</u> <u>MHUF</u>	<u>2016</u> <u>MHUF</u>
Statutory income tax expense		(3 365)	(5 013)
Statutory income tax from self-revision of prior years		(42)	1 134
Local business tax expense		(4 012)	(3 271)
Investment services tax		-	(1 215)
Deferred taxes on income	28	(686)	(7 969)
Income tax (expense) / benefit		<u>(8 105)</u>	<u>(16 334)</u>

Statutory income tax expense

In 2017 corporate income tax is payable at 9% on yearly profits (10% on yearly profits below a limit of HUF 500 million and 19% on profits above the limit in 2016).

Considering their non-turnover characteristics, local business taxes are presented as an income tax expense for IFRS purposes. Local business taxes include local government tax and innovation tax.

In 2016 income tax (expense) / benefit includes investment services tax which was payable at 5.6% on the result of investment services. Investment services tax is not payable as of 1 January 2017.

There is no procedure for final agreement of tax assessments in Hungary. The tax authorities may examine the accounting records and revise assessments for up to six years after the period to which they relate. Consequently, the Group may be subject to further assessments in the event of an audit by the tax authorities. The corporate tax returns for the Bank have been reviewed and closed off by the taxation authorities for the years up to 2013. Management is not aware of any additional significant non-accrued potential tax liability which might arise relating to years not audited by the tax authorities.

**K&H BANK ZRT.****CONSOLIDATED FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 31 DECEMBER 2017****NOTES TO THE FINANCIAL STATEMENTS**

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**NOTE 14 – INCOME TAXES (continued)**

The effective income tax rate varied from the statutory income tax rate due to the following items:

	<u>2017</u> <u>MHUF</u>	<u>2016</u> <u>MHUF</u>
Profit / (loss) before tax	49 926	55 211
Income tax rate	9.00%	19.00%
Income tax calculated	(4 493)	(10 490)
Plus/minus tax effects attributable to:		
Tax base decreasing items	480	425
Adjustments related to prior years	(42)	1 134
Adjustment on opening balance of deferred taxes due to change in tax rate	-	(2 988)
Unrecognised tax credit used to reduce current tax expense	12	106
Local taxes and investment services tax	(4 012)	(4 255)
Tax base increasing items	(49)	(263)
Other	(1)	(3)
Total tax effects	(3 612)	(5 844)
Income tax expense (income tax calculated + total tax effects)	<u>(8 105)</u>	<u>(16 334)</u>

The effective income tax rate for 2017 is 16.23% (2016: 29.58%).

**K&H BANK ZRT.**

**CONSOLIDATED FINANCIAL STATEMENTS  
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**NOTES TO THE FINANCIAL STATEMENTS**

**NOTE 15 – FINANCIAL ASSETS AND LIABILITIES, BREAKDOWN BY PORTFOLIO AND PRODUCT**

	Cash balances with central banks and other demand deposits with credit institutions	Held for trading	Available for sale	Loans and receivables	Held to maturity	Hedging derivatives	Total
	MHUF	MHUF	MHUF	MHUF	MHUF	MHUF	MHUF
Financial assets and cash balances with central banks and other demand deposit as at 31 December 2017							
Loans and advances to central banks*	201 542	-	-	6 903	-	-	208 445
Current account advances	201 542	-	-	-	-	-	201 542
Term loans	-	-	-	6 903	-	-	6 903
Loans and advances to credit institutions and investment firms**	199 515	-	-	424 426	-	-	623 941
Loans and advances to customers	-	-	-	1 313 038	-	-	1 313 038
Trading receivables	-	-	-	24 310	-	-	24 310
Consumer credit	-	-	-	35 176	-	-	35 176
Credit card	-	-	-	5 888	-	-	5 888
Mortgage loans	-	-	-	482 823	-	-	482 823
Term loans	-	-	-	605 605	-	-	605 605
Finance leasing	-	-	-	58 486	-	-	58 486
Current account advances	-	-	-	99 973	-	-	99 973
Other	-	-	-	777	-	-	777
Equity instruments	-	504	1 856	-	-	-	2 360
Debts instruments	-	58 538	192 352	14 148	423 500	-	688 538
issued by public bodies	-	58 538	192 352	14 148	423 500	-	688 538
issued by financial corporations	-	-	-	-	-	-	-
Derivatives	-	39 149	-	-	-	23 064	62 213
Total carrying value	401 057	98 191	194 208	1 758 515	423 500	23 064	2 898 535

The accompanying notes on pages 11 to 126 are an integral part of these financial statements.

**CONSOLIDATED FINANCIAL STATEMENTS  
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**NOTES TO THE FINANCIAL STATEMENTS**

**NOTE 15 – FINANCIAL ASSETS AND LIABILITIES, BREAKDOWN BY PORTFOLIO AND PRODUCT (continued)**

	Cash balances with central banks and other demand deposits with credit institutions (reclassified)	Held for trading	Available for sale	Loans and receivables (reclassified)	Held to maturity	Hedging derivatives	Total
	MHUF	MHUF	MHUF	MHUF	MHUF	MHUF	MHUF
Financial assets and cash balances with central banks and other demand deposit as at 31 December 2016							
Loans and advances to central banks*	186 563	-	-	86 206	-	-	272 769
Current account advances	186 563	-	-	-	-	-	186 563
Term loans	-	-	-	86 206	-	-	86 206
Loans and advances to credit institutions and investment firms**	17 764	-	-	503 485	-	-	521 249
Loans and advances to customers	-	-	-	1 179 522	-	-	1 179 522
Trading receivables	-	-	-	19 758	-	-	19 758
Consumer credit	-	-	-	24 568	-	-	24 568
Credit card	-	-	-	5 444	-	-	5 444
Mortgage loans	-	-	-	449 579	-	-	449 579
Term loans	-	-	-	548 111	-	-	548 111
Finance leasing	-	-	-	44 072	-	-	44 072
Current account advances	-	-	-	87 255	-	-	87 255
Other	-	-	-	735	-	-	735
Equity instruments	-	559	1 558	-	-	-	2 117
Debts instruments	-	54 450	191 552	16 069	426 237	-	688 308
issued by public bodies	-	54 450	191 552	1 176	426 237	-	673 415
issued by financial corporations	-	-	-	14 893	-	-	14 893
Derivatives	-	40 265	-	-	-	16 453	56 718
Total carrying value	204 327	95 274	193 110	1 785 282	426 237	16 453	2 720 683

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**NOTES TO THE FINANCIAL STATEMENTS**
**NOTE 15 – FINANCIAL ASSETS AND LIABILITIES, BREAKDOWN BY PORTFOLIO AND PRODUCT (continued)**

Debt instruments issued by public bodies include Hungarian government and Hungarian municipality bonds.

\*The maturity of loans and advances to central banks is less than 90 days.

\*\*From the total balance of loans and advances to credit institutions and investment firms HUF 283 392 million is either repayable on demand or is maturing in less than 90 days (HUF 412 669 million in 2016). Loans and advances to credit institutions, investment firms and customers include reverse repo transactions of HUF 8 206 million (HUF 384 116 million in 2016).

	Held for trading	Designated at fair value through profit or loss	Hedging derivatives	Measured at amortised cost	Total
	MHUF	MHUF	MHUF	MHUF	MHUF
Financial liabilities as at 31 December 2017					
Deposits from central banks	-	-	-	117 154	117 154
Deposits from credit institutions and investment firms*	-	-	-	108 595	108 595
Deposits from customers and debt certificates	-	120 509	-	2 286 608	2 407 117
Deposits from customers	-	110 973	-	2 175 997	2 286 970
Demand deposits	-	-	-	1 732 656	1 732 656
Time deposits	-	110 973	-	151 002	261 975
Savings deposits	-	-	-	292 339	292 339
Debt certificates	-	9 536	-	110 611	120 147
Certificates of deposits	-	-	-	233	233
Non-convertible bonds	-	9 536	-	71 016	80 552
Non-convertible subordinated liabilities	-	-	-	39 362	39 362
Derivatives	27 637	-	4 103	-	31 740
Short positions	7 964	-	-	-	7 964
In debt instruments	7 964	-	-	-	7 964
Other	873	-	-	557	1 430
Total carrying value	<u>36 474</u>	<u>120 509</u>	<u>4 103</u>	<u>2 512 914</u>	<u>2 674 000</u>

\*Of which HUF 31 338 million is deposits from banks repayable on demand.

Deposits from credit institutions and investment firms includes repo transactions of HUF 4 152 million.

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**NOTES TO THE FINANCIAL STATEMENTS**

**NOTE 15 – FINANCIAL ASSETS AND LIABILITIES, BREAKDOWN BY PORTFOLIO AND PRODUCT (continued)**

	Held for trading	Designated at fair value through profit or loss	Hedging derivatives	Measured at amortised cost	Total
	MHUF	MHUF	MHUF	MHUF	MHUF
Financial liabilities as at 31 December 2016					
Deposits from central banks	-	-	-	172 500	172 500
Deposits from credit institutions and investment firms*	-	-	-	136 921	136 921
Deposits from customers and debt certificates	-	200 131	-	1 968 161	2 168 292
Deposits from customers	-	191 512	-	1 939 968	2 131 480
Demand deposits	-	-	-	1 404 079	1 404 079
Time deposits	-	191 512	-	243 416	434 928
Savings deposits	-	-	-	292 473	292 473
Debt certificates	-	8 619	-	28 193	36 812
Certificates of deposits	-	-	-	236	236
Non-convertible bonds	-	8 619	-	-	8 619
Non-convertible subordinated liabilities	-	-	-	27 957	27 957
Derivatives	24 295	-	3 120	-	27 415
Short positions	4 626	-	-	-	4 626
In debt instruments	4 626	-	-	-	4 626
Other	2 885	-	-	333	3 218
Total carrying value	<u>31 806</u>	<u>200 131</u>	<u>3 120</u>	<u>2 277 915</u>	<u>2 512 972</u>

\*Of which HUF 44 931 million is deposits from banks repayable on demand.

Deposits from credit institutions and investment firms includes repo transactions of HUF 1 035 million.

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### CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2017

#### NOTES TO THE FINANCIAL STATEMENTS

##### NOTE 15 – FINANCIAL ASSETS AND LIABILITIES, BREAKDOWN BY PORTFOLIO AND PRODUCT (continued)

###### *Assets pledged as collateral for liabilities and contingent liabilities*

	<u>2017</u> MHUF	<u>2016</u> MHUF
Assets pledged for:		
Repo liabilities	3 817	1 006
Refinancing credits with EIB	-	11 213
Funding for Growth Scheme launched by the National Bank of Hungary	124 200	182 600
Derivative transactions	4 838	7 915
Clearing transactions	<u>167 504</u>	<u>110 021</u>
Total assets pledged as collateral	<u>300 359</u>	<u>312 755</u>

For the terms and conditions of assets pledged as collateral for repo liabilities see Note 16.

Assets pledged as collateral for refinancing credits, derivatives and clearing transactions contain cash and cash equivalents and securities. These assets are not transferred to the counterparty. In case of derivatives the terms and conditions of collateral settlement are defined in separate CSAs (Credit Support Annexes) between the counterparties. In case of securities the collateral requirement is defined on portfolio basis and it is held in custody at a central clearing house (KELER).

Under clearing transactions securities pledged to ensure the safety of the Continuous Linked Settlement (CLS) system are presented.

###### **Details of financial instruments**

###### *Equity and debt instruments*

The breakdown of equity and debt instruments is presented in the tables below.

	<u>2017</u> MHUF	<u>2016</u> MHUF
<u>Held for trading</u>		
Hungarian Treasury bills	16 405	14 543
Hungarian government bonds issued in HUF	28 953	28 843
Hungarian government bonds issued in foreign currency	13 180	11 064
Hungarian Listed equity instruments	<u>504</u>	<u>559</u>
Total held for trading securities	<u>59 042</u>	<u>55 009</u>



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	<u>2017</u> <b>MHUF</b>	<u>2016</u> <b>MHUF</b>
<u>Available for sale securities</u>		
Hungarian government bonds issued in HUF	171 196	169 485
Hungarian government bonds issued in foreign currency	21 156	22 067
Unlisted equity instruments	<u>1 856</u>	<u>1 558</u>
Total available for sale	<u><u>194 208</u></u>	<u><u>193 110</u></u>

Available-for-sale equity instruments contain as at 31 December 2017 unlisted equity instruments in a value of HUF 646 million (HUF 646 million at the end of 2016) for which a fair value cannot be measured reliably. These investments are not traded on active markets. Management believes that the carrying value of the investments held at cost approximates their fair value.

These available-for-sale investments contain long term investments in companies where the Group does not have significant influence. These participations are not consolidated as either a subsidiary or through equity consolidation.

Available-for-sale investments disclosed on their net carrying amount are:

	<u>2017</u> <b>MHUF</b>	<u>2016</u> <b>MHUF</b>
Garantiqa Hitelgarancia Zrt.	640	640
SWIFT S.C.	<u>6</u>	<u>6</u>
	<u><u>646</u></u>	<u><u>646</u></u>

The Group recorded HUF 4 664 million gain after tax in other comprehensive income as a result of the fair value revaluation of available-for-sale debt instruments in 2017 (HUF 2 781 million gain after tax in 2016).

The unrealised result of available-for-sale debt instruments is cumulatively HUF 15 627 million gain after tax as at 31 December 2017 (HUF 11 948 million gain as at 31 December 2016).

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### CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2017

#### NOTES TO THE FINANCIAL STATEMENTS

##### NOTE 15 – FINANCIAL ASSETS AND LIABILITIES, BREAKDOWN BY PORTFOLIO AND PRODUCT (continued)

	<u>2017</u> <u>MHUF</u>	<u>2016</u> <u>MHUF</u>
<u>Loans and receivables</u>		
Bonds issued by municipality – issued in HUF	924	1 176
Bonds issued by financial corporations in HUF	<u>13 224</u>	<u>14 892</u>
Total loans and receivables debt instruments	<u><u>14 148</u></u>	<u><u>16 068</u></u>

Bonds issued by financial corporations include bonds issued by the Investor Protection Fund and the National Deposit Insurance Fund of Hungary.

	<u>2017</u> <u>MHUF</u>	<u>2016</u> <u>MHUF</u>
<u>Held to maturity</u>		
Hungarian government bonds issued in foreign currency	28 122	15 347
Hungarian government bonds issued in HUF	<u>395 378</u>	<u>410 890</u>
Total held to maturity	<u><u>423 500</u></u>	<u><u>426 237</u></u>

##### *Refinancing credits*

The Bank has entered into several refinancing credit facilities with financial institutions (such as EIB, FHB – Mortgage Bank, MFB – Development Bank, EXIM Bank) for the purpose of funding portions of the Bank's activities. There are several covenants governing the determination of qualified recipients, the on-going monitoring process of the ultimate recipients and the repayment process. In all cases the Bank assumes all credit risk related to the ultimate borrower and must check compliance with all covenants.

The National Bank of Hungary (NBH) launched a program called Funding for Growth Scheme in 2013. The aim of the program is the refinancing of small and medium enterprises (SME) through the Hungarian bank system. The NBH funds the credit institutions attending the program through below market rate refinancing loans during a temporary period and in a limited amount. These funds are used by the credit institutions for granting credits to SMEs with similar, favourable conditions for pre-determined purposes. The maximum maturity of the refinancing loans is 10 years at initiation and it corresponds to the maturity of the loans granted to the customers.

At 31 December 2017, Management believes that the Bank is in compliance with all significant covenants. Refinancing credits are presented as financial liabilities at amortised cost in the consolidated statement of financial position.

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### CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2017

#### NOTES TO THE FINANCIAL STATEMENTS

##### NOTE 15 – FINANCIAL ASSETS AND LIABILITIES, BREAKDOWN BY PORTFOLIO AND PRODUCT (continued)

	<u>2017</u> <u>MHUF</u>	<u>2016</u> <u>MHUF</u>
Refinancing credits in the frame of the Funding for Growth Scheme	117 154	172 500
Other refinancing credits	<u>72 789</u>	<u>87 335</u>
Total refinancing credits	<u><u>189 943</u></u>	<u><u>259 835</u></u>

##### *Non-convertible bonds*

The Group issued mortgage bonds in a nominal amount of HUF 71 000 million in 2017. The portfolio consists of bonds with a duration of 1 or 3 years and were purchased by KBC Group entities (for further details see Note 40). The bonds bear variable interest rates based on 3 month-BUBOR plus a margin in a range of 0.21-0.58 percent. The bonds are recorded as financial liabilities at amortised cost in the consolidated statement of financial position.

##### *Non-convertible subordinated liabilities*

	<u>2017</u> <u>MHUF</u>	<u>2016</u> <u>MHUF</u>
Subordinated loan from KBC Group	39 362	27 957
	<u><u>39 362</u></u>	<u><u>27 957</u></u>

In June 2006, the Group borrowed EUR 60 million (HUF 18 577 million in 2017 and HUF 18 624 million in 2016) of subordinated debt from KBC Bank N.V. Dublin branch, a member of the KBC Group. In 2014 KBC Bank N.V. has taken over the facility from its branch. In March 2015 the loan's original maturity of 30 June 2016 was extended with 10 years. The loan bears a variable interest rate of 3 month-EURIBOR plus 2.70 percent per annum.

In September 2015 the Group agreed on an additional subordinated debt of EUR 30 million (HUF 9 306 million in 2017 and HUF 9 333 million in 2016) with KBC Bank N.V. with conditions of 10 years maturity and a variable interest rate of 3 month-EURIBOR plus 3.05 percent per annum.

The third subordinated loan contract between the Group and KBC Bank N.V. was made in December 2017. KBC Bank N.V. granted an additional EUR 37 million (HUF 11 479 million) loan to the Group with a maturity of 10 years and a variable interest rate of 3 months-EURIBOR plus 1.53 percent per annum.

Non-convertible subordinated liabilities are presented as financial liabilities at amortised cost in the consolidated statement of financial position.

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**NOTES TO THE FINANCIAL STATEMENTS**

**NOTE 16 – TRANSFERRED FINANCIAL ASSETS**

The following table includes transferred financial assets continued to be recognised in their entirety.

	2017		2016	
	Carrying amount of transferred asset	Carrying amount of associated liability	Carrying amount of transferred asset	Carrying amount of associated liability
	MHUF	MHUF	MHUF	MHUF
Held-to-maturity debt instruments	3 817	4 152	1 006	1 035
Total transferred assets and associated liabilities	3 817	4 152	1 006	1 035

*Repo and reverse repo agreements*

Under reverse repo transactions, the Group obtains legal ownership of the respective collateral received and, thus, is permitted to utilise the collateral; however, the same collateral must be delivered back to the borrower of the funds on maturity, which generates a liability recorded as financial liability held at amortised cost in the consolidated financial position. The fair value of securities accepted as collateral in connection with reverse repo transactions as at 31 December 2017 was HUF 8 131 million, of which HUF 7 964 million (reported as short positions in the consolidated statement of financial position) has been sold (31 December 2016 HUF 376 220 million and HUF 4 626 million respectively).

The terms of repos and reverse repo transactions are less than three months and the interest rate is based on HUF interbank rates (BUBOR).

The Group has no associated liabilities which have recourse limited only to the transferred assets.

**NOTE 17 – RECLASSIFICATION OF FINANCIAL ASSETS**

The Group reclassified foreign currency denominated municipality bonds from available-for-sale to the loans and receivables portfolio, in order to eliminate the volatility in equity caused by the fair value changes of the instruments. The bonds have met the definition of loans and receivables and the Group has had both the intention and ability to hold the asset for the foreseeable future or until maturity as at the date of the reclassification (as of 1 July 2011).

The carrying value and the fair value of the assets classified out of the available-for-sale portfolio and classified to the Loan and receivables portfolio amounted to HUF 49 376 million as at 1 July 2011.

The following tables present the bonds' carrying amount and their impact before income tax on the comprehensive income as they are recognised after reclassification in the Consolidated Financial Statements and as they would be recognised, if no reclassification had been done.

**CONSOLIDATED FINANCIAL STATEMENTS  
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**NOTES TO THE FINANCIAL STATEMENTS**

**NOTE 17 – RECLASSIFICATION OF FINANCIAL ASSETS (continued)**

	<u>After reclassification MHUF</u>	<u>Without reclassification MHUF</u>
Carrying amount as at 31 December 2017	924	959
Available for sale reserve (before tax)	-	34
Income statement (before tax)	-	-
	<u>After reclassification MHUF</u>	<u>Without reclassification MHUF</u>
Carrying amount as at 31 December 2016	1 176	1 152
Available for sale reserve (before tax)	-	(26)
Income statement (before tax)	-	-

The fair value gain that the Group would have recognised in other comprehensive income if the financial assets had not been reclassified amounted to HUF 60 million gain in 2017 (HUF 14 million loss in 2016).

The reclassified bonds are valued at amortised cost after reclassification, their fair value adjustment recognised in other comprehensive income and included in the carrying amount as at the date of reclassification is amortised to the Income Statement.

Without reclassification these bonds would be valued at fair value and the changes in the fair value would be recognised in other comprehensive income.

The Group expected the following cash flows from reclassified assets as at 1 July 2011:

	<u>Expected cash flows MHUF</u>
Less than three months	363
More than three months but not more than one year	1 513
More than one but not more than five years	21 294
More than five years	48 270
Total	<u>71 440</u>

The average effective interest rate of the bonds was 5.21% as at 1 July 2011.

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**NOTES TO THE FINANCIAL STATEMENTS**
**NOTE 18 – OFFSETTING OF FINANCIAL ASSETS AND LIABILITIES**

The following tables present the financial assets and liabilities which are subject to enforceable master netting agreements as at 31 December 2017:

	<b>Amounts presented in the statement of financial position</b>			<b>Amounts not set off in the statement of financial position</b>			
	<b>Gross amount of recognised financial assets</b>	<b>Gross amount of financial liabilities set off</b>	<b>Net amounts of financial assets</b>	<b>Financial instruments</b>	<b>Cash collateral received</b>	<b>Securities collateral received</b>	<b>Net amount</b>
	<b>MHUF</b>	<b>MHUF</b>	<b>MHUF</b>	<b>MHUF</b>	<b>MHUF</b>	<b>MHUF</b>	<b>MHUF</b>
Derivatives	62 213	-	62 213	29 739	23 278	-	9 196
Reverse repurchase agreements	8 206	-	8 206	-	-	8 131	75
Total financial assets subject to offsetting or master netting agreements	<u>70 419</u>	<u>-</u>	<u>70 419</u>	<u>29 739</u>	<u>23 278</u>	<u>8 131</u>	<u>9 271</u>
	<b>Amounts presented in the statement of financial position</b>			<b>Amounts not set off in the statement of financial position</b>			
	<b>Gross amount of recognised financial liabilities</b>	<b>Gross amount of financial assets set off</b>	<b>Net amounts of financial liabilities</b>	<b>Financial instruments</b>	<b>Cash collateral pledged</b>	<b>Securities collateral pledged</b>	<b>Net amount</b>
	<b>MHUF</b>	<b>MHUF</b>	<b>MHUF</b>	<b>MHUF</b>	<b>MHUF</b>	<b>MHUF</b>	<b>MHUF</b>
Derivatives	31 740	-	31 740	29 739	350	9	1 642
Repurchase agreements	4 152	-	4 152	-	-	3 817	335
Total financial liabilities subject to offsetting or master netting agreements	<u>35 892</u>	<u>-</u>	<u>35 892</u>	<u>29 739</u>	<u>350</u>	<u>3 826</u>	<u>1 977</u>

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**NOTES TO THE FINANCIAL STATEMENTS**
**NOTE 18 – OFFSETTING OF FINANCIAL ASSETS AND LIABILITIES (continued)**

The following tables present the financial assets and liabilities which are subject to enforceable master netting agreements as at 31 December 2016:

	<b>Amounts presented in the statement of financial position</b>			<b>Amounts not set off in the statement of financial position</b>			
	<b>Gross amount of recognised financial assets</b>	<b>Gross amount of financial liabilities set off</b>	<b>Net amounts of financial assets</b>	<b>Financial instruments</b>	<b>Cash collateral received</b>	<b>Securities collateral received</b>	<b>Net amount</b>
	<b>MHUF</b>	<b>MHUF</b>	<b>MHUF</b>	<b>MHUF</b>	<b>MHUF</b>	<b>MHUF</b>	<b>MHUF</b>
Derivatives	56 718	-	56 718	22 939	25 475	-	8 304
Reverse repurchase agreements	384 116	-	384 116	-	-	376 210	7 906
Total financial assets subject to offsetting or master netting agreements	440 834	-	440 834	22 939	25 475	376 210	16 210

	<b>Amounts presented in the statement of financial position</b>			<b>Amounts not set off in the statement of financial position</b>			
	<b>Gross amount of recognised financial liabilities</b>	<b>Gross amount of financial assets set off</b>	<b>Net amounts of financial liabilities</b>	<b>Financial instruments</b>	<b>Cash collateral pledged</b>	<b>Securities collateral pledged</b>	<b>Net amount</b>
	<b>MHUF</b>	<b>MHUF</b>	<b>MHUF</b>	<b>MHUF</b>	<b>MHUF</b>	<b>MHUF</b>	<b>MHUF</b>
Derivatives	27 415	-	27 415	22 939	1 027	107	3 342
Repurchase agreements	1 035	-	1 035	-	-	1 006	29
Total financial liabilities subject to offsetting or master netting agreements	28 450	-	28 450	22 939	1 027	1 113	3 371

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**NOTES TO THE FINANCIAL STATEMENTS**

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**NOTE 18 – OFFSETTING OF FINANCIAL ASSETS AND LIABILITIES (continued)**

Derivatives, repurchase and reverse repurchase agreements are subject to different netting agreements as ISDA (International Swaps and Derivatives Association) Master Agreements, CSAs (Credit Support Annex) and GMRA (Global Master Repurchase Agreement) in case of institutional clients (credit institutions and investment firms) or treasury limits in case of corporate customers.

Financial assets and liabilities subject to master netting agreements are not netted in the consolidated statements of financial position, since the Group has no intention to settle these instruments on a net basis in the normal course of business.

Given cash collaterals are recognised in the loans-and-receivables portfolio as loans and advances to credit institutions and investment firms repayable on demand. Cash collaterals received are included in financial liabilities held on amortised cost and are recognised as demand deposits from credit institutions and investment firms.

Securities collaterals received are not recorded in the consolidated statements of financial position. Securities collaterals pledged are recognised in the consolidated statements of financial position in the appropriate portfolio (and are presented as assets pledged as collateral for liabilities and contingent liabilities in Note 15).



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**NOTES TO THE FINANCIAL STATEMENTS**
**NOTE 19 – FAIR VALUE OF FINANCIAL ASSETS AND LIABILITIES**

The table below presents information concerning the fair value of financial assets and liabilities for year 2017:

	Fair value			Total fair value	Total carrying amount	Unrecognised gain/(loss)	Recognised	Recognised
	Quoted market price (level 1)	Valuation techniques - observable inputs (level 2)	Valuation techniques - un- observable inputs (level 3)				in other comprehensive income: un- observable input	in profit or loss: un- observable inputs*
	MHUF	MHUF	MHUF	MHUF	MHUF	MHUF	MHUF	MHUF
Cash and cash balances with central banks and other demand deposits with credit institutions	36 789	401 057	-	437 846	437 846	-	-	-
Financial assets	661 036	574 996	1 315 570	2 551 602	2 497 478	54 124	299	2 057
Held for trading	50 679	45 110	2 402	98 191	98 191	-	-	2 057
Designated at fair value through profit or loss	-	-	-	-	-	-	-	-
Available for sale	161 664	30 688	1 856	194 208	194 208	-	299	-
Loans and receivables	-	449 453	1 311 312	1 760 765	1 758 515	2 250	-	-
Held to maturity	448 693	26 681	-	475 374	423 500	51 874	-	-
Hedging derivatives	-	23 064	-	23 064	23 064	-	-	-
Total financial assets and cash and cash balances with central banks and other demand deposits with credit institutions	<u>697 825</u>	<u>976 053</u>	<u>1 315 570</u>	<u>2 989 448</u>	<u>2 935 324</u>	<u>54 124</u>	<u>299</u>	<u>2 057</u>
Financial liabilities								
Held for trading	7 973	26 108	2 393	36 474	36 474	-	-	(2 047)
Designated at fair value through profit or loss	-	120 509	-	120 509	120 509	-	-	-
Measured at amortised cost	-	191 148	2 323 513	2 514 661	2 512 914	(1 747)	-	-
Hedging derivatives	-	4 103	-	4 103	4 103	-	-	-
Total financial liabilities	<u>7 973</u>	<u>341 868</u>	<u>2 325 906</u>	<u>2 675 747</u>	<u>2 674 000</u>	<u>(1 747)</u>	<u>-</u>	<u>(2 047)</u>

\*Recognised as Net gains / (losses) from financial instruments at fair value through profit or loss and from foreign exchange in the Consolidated income statement.

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**NOTES TO THE FINANCIAL STATEMENTS**
**NOTE 19 – FAIR VALUE OF FINANCIAL ASSETS AND LIABILITIES (continued)**

The table below presents information concerning the fair value of financial assets and liabilities for year 2016:

	Fair value					Unrecognised gain/(loss) MHUF	Recognised in other comprehensive income: un- observable input MHUF	Recognised in profit or loss: un- observable inputs* MHUF
	Quoted market price (level 1)	Reclassified Valuation techniques - observable inputs (level 2)	Valuation techniques - un- observable inputs (level 3)	Reclassi- fied Total fair value	Reclassi- fied Total carrying amount			
	MHUF	MHUF	MHUF	MHUF	MHUF			
Cash and cash balances with central banks and other demand deposits with credit institutions	35 458	204 326	-	239 784	239 784	-	-	-
Financial assets	628 745	745 204	1 188 035	2 561 984	2 516 356	45 628	1 161	3 030
Held for trading	54 294	37 537	3 443	95 274	95 274	-	-	3 030
Designated at fair value through profit or loss	-	-	-	-	-	-	-	-
Available for sale	160 399	31 153	1 558	193 110	193 110	-	1 161	-
Loans and receivables (reclassified)	-	604 359	1 183 034	1 787 393	1 785 282	2 111	-	-
Held to maturity	414 052	55 702	-	469 754	426 237	43 517	-	-
Hedging derivatives	-	16 453	-	16 453	16 453	-	-	-
<b>Total financial assets and cash and cash balances with central banks and other demand deposits with credit institutions</b>	<b>664 203</b>	<b>949 530</b>	<b>1 188 035</b>	<b>2 801 768</b>	<b>2 756 140</b>	<b>45 628</b>	<b>1 161</b>	<b>3 030</b>
Financial liabilities								
Held for trading	4 733	23 723	3 350	31 806	31 806	-	-	(2 937)
Designated at fair value through profit or loss	-	200 131	-	200 131	200 131	-	-	-
Measured at amortised cost	-	101 387	2 178 337	2 279 724	2 277 915	(1 809)	-	-
Hedging derivatives	-	3 120	-	3 120	3 120	-	-	-
<b>Total financial liabilities</b>	<b>4 733</b>	<b>328 361</b>	<b>2 181 687</b>	<b>2 514 781</b>	<b>2 512 972</b>	<b>(1 809)</b>	<b>-</b>	<b>(2 937)</b>

\*Recognised as Net gains / (losses) from financial instruments at fair value through profit or loss and from foreign exchange in the Consolidated income statement.

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**NOTE 19 – FAIR VALUE OF FINANCIAL ASSETS AND LIABILITIES (continued)**

Hungarian government bonds have quoted market price except for some treasury bills and bonds maturing within 3 months, which are valued based on BUBOR yield curve within 3 months maturity. In 2017 held-for-trading debt instruments in an amount of HUF 2 614 million were transferred from Quoted market price to Valuation techniques-market observable inputs category due to this change in valuation (HUF 181 million in 2016).

The following evaluation tables present the change in the fair value of financial instruments for which no market observable inputs are available.

Financial assets	Held-for trading-derivatives	Available-for-sale equity instruments	Total
	MHUF	MHUF	MHUF
Balance as at 31 December 2016	3 443	912	4 355
Net gains / (losses)			
In profit or loss	(244)	-	(244)
In other comprehensive income	-	299	299
Settlement	(797)	-	(797)
Balance as at 31 December 2017	2 402	1 211	3 613

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**NOTE 19 – FAIR VALUE OF FINANCIAL ASSETS AND LIABILITIES (continued)**

<b>Financial assets</b>	<b>Held-for trading-derivatives</b>	<b>Available-for-sale equity instruments</b>	<b>Total</b>
	<b>MHUF</b>	<b>MHUF</b>	<b>MHUF</b>
Balance as at 31 December 2015	2 380	4 349	6 729
Net gains / (losses)			
In profit or loss	1 857	-	1 857
In other comprehensive income	-	1 161	1 161
Settlement	(794)	(4 598)	(5 392)
Balance as at 31 December 2016	3 443	912	4 355

<b>Financial liabilities</b>	<b>Held-for-trading derivatives</b>
	<b>MHUF</b>
Balance as at 31 December 2016	3 350
Net (gains) / losses	
In profit or loss	(383)
Settlement	(574)
Balance as at 31 December 2017	2 393

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### CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2017

#### NOTES TO THE FINANCIAL STATEMENTS

##### NOTE 19 – FAIR VALUE OF FINANCIAL ASSETS AND LIABILITIES (continued)

Financial liabilities	Held-for-trading derivatives
	MHUF
Balance as at 31 December 2015	<u>2 380</u>
Net (gains) / losses	
In profit or loss	1 578
Settlement	<u>(608)</u>
Balance as at 31 December 2016	<u>3 350</u>

##### *Fair value of financial instruments*

##### *Financial instruments at fair value*

Held-for-trading instruments, financial instruments designated at fair value through profit or loss, available-for-sale instruments and hedging derivatives are carried at their fair value.

Financial instruments which have an active market with regularly published price quotations are marked to market. Usually treasury bills, Hungarian government bonds, other listed bonds and listed equity instruments belong to this category, excluding Hungarian government bonds denominated in HUF and maturing within 3 months, premium Hungarian government bonds denominated in EUR, bonus Hungarian government bonds denominated in HUF and some treasury bills. There are no price quotations for Hungarian government bonds denominated in HUF and maturing within 3 months therefore they are valued based on BUBOR yield curve within 3 months maturity. For premium Hungarian government bonds denominated in EUR no active secondary market exists therefore they are valued at the price quoted at issuance. Since the Government grants the repurchase of the bonds at the issuance price Management believes that the carrying amount of these bonds approximates their fair value.

If there is no active market or quoted prices for a financial instrument then valuation techniques based on observable market parameters are used, such as discounted cash flow analysis or option pricing models. Bonus Hungarian government bonds denominated in HUF, most of the financial liabilities designated at fair value through profit or loss and most of the derivatives are valued based on these techniques, such as currency forwards and swaps, foreign exchange and interest rate options, cross currency- and interest rate swaps and forward rate agreements.

When market parameters are not available, the Group uses its best estimations and assumptions to determine the relevant circumstances which have to be taken into account during the model valuation. Valuation techniques based on unobservable market parameters are used in case of held-for-trading exotic derivatives.

Exotic derivatives are primarily revalued by built-in models of the front office system using market observable parameters. For which no system model exists, there are two alternatives; (1) position is either back-to-back hedged, and the Group accepts the hedging partner prices (when hedging bank acts as valuation agent) or (2) valuation is based on internal model based best estimates (e.g. in case of municipality bonds embedded swaption valuation).

The Group provides exotic derivatives on back to back basis, accordingly immaterial result is recorded on held-for-trading exotic derivatives in the consolidated income statement.

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**NOTES TO THE FINANCIAL STATEMENTS**

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**NOTE 19 – FAIR VALUE OF FINANCIAL ASSETS AND LIABILITIES (continued)**

The calculation of the fair value of Visa Inc. preferred shares is based on the amount of shares the Group holds, the conversion rate to Visa Inc. listed shares, the Visa Inc. share price as listed on the New York Stock Exchange and the illiquidity discount.

The difference between the fair value and the transaction price of financial instruments not recognised in profit or loss as at the beginning and the end of the period was immaterial in 2017 and 2016.

The following describes the methodology and assumptions used to determine fair values for those financial instruments which are not recorded at fair value in the financial statements.

*Available-for-sale equity instruments held at cost*

Available-for-sale equity instruments contain as at 31 December 2017 equity instruments in a value of HUF 646 million (HUF 646 million at the end of 2016) which fair value cannot be measured reliably.

Management believes that the carrying value of the investments held at cost approximates their fair value (for more information see Note 15).

Underlying the definition of fair value is the presumption that the Group is a going concern without any intention or requirement to curtail materially the scale of its operations or to undertake a transaction on adverse terms.

*Held-to-maturity instruments*

Held-to-maturity instruments include Hungarian government bonds issued in HUF and EUR. The fair value of held-to-maturity Hungarian government bonds denominated in HUF and maturing over 3 months disclosed in this Note is calculated based on regularly quoted market prices, since these instruments have an active market. Hungarian government bonds denominated in HUF and maturing within 3 months are valued based on BUBOR yield curve within 3 months maturity. Hungarian government bonds issued in EUR have an active market with regularly published price quotations and are marked to market.

For premium Hungarian government bonds denominated in EUR no active secondary market exists therefore held-to-maturity premium Hungarian government bonds are held at the price quoted at issuance in the consolidated financial position. Since the Government grants the repurchase of the bonds at an exit price of 98% the Group considers this exit price for calculation of the fair value in this note.

Bonus Hungarian government bonds denominated in HUF are valued by a valuation technique where the future cash flow is discounted by a curve calculated from IRS curves modified by asset swap and illiquidity spreads. Although illiquidity spread is non-market observable input, due to its immaterial effect in the fair value of the asset the bond is classified as financial instrument valued by valuation techniques – market observable inputs in the fair value hierarchy.

*Loans and receivables and financial liabilities measured at amortised cost*

For financial assets and financial liabilities that are liquid or have a short term remaining maturity (less than one year) it is assumed that the carrying amounts approximate to their fair value. This assumption is also applied to demand deposits, savings accounts without a specific maturity, and variable rate financial instruments. Fair value adjustments of refinanced loans with fixed or variable interest are included in unrecognised gain / (loss) of loans and receivables, fair value adjustments of refinancing liabilities with fixed or variable interest are included in unrecognised gain / (loss) of financial liabilities measured at amortised cost.

The estimated fair value of fixed interest bearing deposits with more than one year remaining maturity and refinancing liabilities (carried at amortised cost) is based on discounted cash flows using current interbank market yield curve appropriate for the remaining term to maturity.

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### CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2017

#### NOTES TO THE FINANCIAL STATEMENTS

##### NOTE 19 – FAIR VALUE OF FINANCIAL ASSETS AND LIABILITIES (continued)

The estimated fair value of fixed interest bearing assets with more than one year remaining maturity and refinanced loans (carried at amortised cost) is based on discounted cash flows using current interbank market yield curve appropriate for the remaining term to maturity which is adjusted with the average margin of the retail and corporate loan portfolio of the Bank to arrive at the estimated market yield curve of the asset.

The Group believes that the carrying amount of the impaired loans is the best estimation of their fair value and therefore does not present any unrecognised gain or loss on impaired loans and advances in this Note.

Municipality bonds in the Loans and receivables portfolio were issued in HUF. There is an embedded option which assures that the municipality can change the denomination of the bond at any point of time during its duration to EUR or CHF at the spot rate of the conversion date. Nevertheless, the interest spread remains unchanged over the reference rate.

This optionality corresponds to a sold, deferred premium, American type multicurrency differential swaption from the Group's point of view. Cross-currency swaption of this kind is an instrument for which no market value is available but its intrinsic value can be calculated from available market parameters. The value of the swaption is not material.

The municipality bond as such can be split to two components which fair values give the total fair value of the bond. The two instruments are (1) bonds and, (2) swaptions. The market value of the bonds is calculated using discounted present value of the future cash flows. The future cash flow of the bond is predicted by the default money market yield curve. The value of swaptions is calculated regularly.

There is no active market for these municipality bonds to get market observable parameters for the revaluation especially for credit spread which is a risk on the top of the Hungarian government bonds. To challenge the fair valuation model, the Group uses a reasonably possible alternative assumption to increase the applied credit spread.

##### NOTE 20 – FINANCIAL ASSETS AND FINANCIAL LIABILITIES DESIGNATED AT FAIR VALUE THROUGH PROFIT OR LOSS

	<u>2017</u> MHUF	<u>2016</u> MHUF
<u>Financial liabilities designated at fair value through profit or loss</u>		
Term deposits:		
- general government	31	-
- retail	332	3 060
- corporate	2 284	6 688
- investment funds	108 326	181 764
Other issued bonds	9 536	8 619
	<u>120 509</u>	<u>200 131</u>

In 2007 the Bank established a bond issuance program. The Bank, as issuer sells dematerialised bonds via public placement. The bonds may be denominated in HUF, EUR or USD. The maturities are between 60 days and 20 years with the interest rates being fixed or floating, linked to an index (equity, currency or commodity), or credit linked.

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**NOTE 20 – FINANCIAL ASSETS AND FINANCIAL LIABILITIES DESIGNATED AT FAIR VALUE THROUGH PROFIT OR LOSS (continued)**

Upon initial recognition the bonds were designated by the Bank at fair value through profit or loss as the bonds are economically hedged by derivatives which do not achieve the criteria for hedge accounting.

Included in financial liabilities designated at fair value through profit or loss are retail and corporate term deposits combined with currency options which are accounted for as embedded derivatives. The fair value of the deposits and the options are not separated.

Based on the Group's treasury policy the long term fixed rate deposits from investment funds included in financial liabilities designated at fair value through profit or loss are economically hedged by interest rate derivatives, and do not qualify for hedge accounting.

The amount that the Group would contractually be required to pay at maturity is HUF 2 124 million higher than the fair value of the deposits and issued bonds (HUF 2 877 million higher in 2016).



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**NOTES TO THE FINANCIAL STATEMENTS**
**NOTE 21 – FINANCIAL ASSETS AND LIABILITIES, BREAKDOWN BY PORTFOLIO AND GEOGRAPHIC LOCATION**

The Group's financial assets, and financial liabilities before taking into account any collateral held or other credit enhancements as at 31 December 2017 can be analysed by the following geographical regions.

	Cash balances with central banks and other demand deposit with credit institutions	Held for trading	Designated at fair value through profit or loss	Available for sale	Loans and receivables	Held to maturity	Hedging derivatives	Measured at amortised cost	Total
	MHUF	MHUF	MHUF	MHUF	MHUF	MHUF	MHUF	MHUF	MHUF
Financial assets									
Hungary	202 600	71 143	-	192 992	1 338 192	423 500	-	-	2 228 427
EMU countries	187 127	24 548	-	6	411 764	-	18 286	-	641 731
East-European countries	651	17	-	-	2 915	-	-	-	3 583
Russia	1 263	-	-	-	3 249	-	-	-	4 512
Other European countries	950	2 483	-	-	1 004	-	4 778	-	9 215
Non-European countries	8 466	-	-	1 210	1 391	-	-	-	11 067
<b>Total</b>	<b>401 057</b>	<b>98 191</b>	<b>-</b>	<b>194 208</b>	<b>1 758 515</b>	<b>423 500</b>	<b>23 064</b>	<b>-</b>	<b>2 898 535</b>
Financial liabilities									
Hungary	-	13 136	120 478	-	-	-	-	2 362 975	2 496 589
EMU countries	-	22 209	0	-	-	-	3 684	126 522	152 415
East-European countries	-	54	31	-	-	-	-	7 128	7 213
Russia	-	-	-	-	-	-	-	1 627	1 627
Other European countries	-	1 075	-	-	-	-	419	9 686	11 180
Non-European countries	-	-	-	-	-	-	-	4 976	4 976
<b>Total</b>	<b>-</b>	<b>36 474</b>	<b>120 509</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>4 103</b>	<b>2 512 914</b>	<b>2 674 000</b>

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**NOTE 21 – FINANCIAL ASSETS AND LIABILITIES, BREAKDOWN BY PORTFOLIO AND GEOGRAPHIC LOCATION (continued)**

The geographical breakdown of financial assets and financial liabilities as at 31 December 2016 is presented below:

	Cash balances with central banks and other demand deposit with institutions (reclassified)	Held for trading	Designated at fair value through profit or loss	Available for sale	Loans and receivables (reclassified)	Held to maturity	Hedging derivatives	Measured at amortised cost	Total
	MHUF	MHUF	MHUF	MHUF	MHUF	MHUF	MHUF	MHUF	MHUF
Financial assets									
Hungary	186 797	66 748	-	192 192	1 290 964	426 237	-	-	2 162 938
EMU countries	6 378	26 501	-	6	485 013	-	15 276	-	533 174
East-European countries	202	81	-	-	2 954	-	-	-	3 237
Russia	536	-	-	-	5 313	-	-	-	5 849
Other European countries	2 889	1 944	-	-	769	-	1 177	-	6 779
Non-European countries	7 525	-	-	912	269	-	-	-	8 706
Total	<u>204 327</u>	<u>95 274</u>	<u>-</u>	<u>193 110</u>	<u>1 785 282</u>	<u>426 237</u>	<u>16 453</u>	<u>-</u>	<u>2 720 683</u>
Financial liabilities									
Hungary	-	14 405	199 755	-	-	-	-	2 114 018	2 328 178
EMU countries	-	15 558	-	-	-	-	2 552	143 370	161 480
East-European countries	-	47	376	-	-	-	-	4 412	4 835
Russia	-	-	-	-	-	-	-	4 685	4 685
Other European countries	-	1 796	-	-	-	-	568	6 767	9 131
Non-European countries	-	-	-	-	-	-	-	4 663	4 663
Total	<u>-</u>	<u>31 806</u>	<u>200 131</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>3 120</u>	<u>2 277 915</u>	<u>2 512 972</u>

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**NOTES TO THE FINANCIAL STATEMENTS**

**NOTE 22 – FINANCIAL ASSETS AND LIABILITIES, BREAKDOWN BY PORTFOLIO AND QUALITY**

**Credit quality per class of financial assets**

The table below presents the credit quality by asset classes as at 31 December 2017:

	Cash balances with central banks and other demand deposits with credit institutions	Held for trading	Available for sale	Loans and receivables	Held to maturity	Hedging derivatives	Total
	MHUF	MHUF	MHUF	MHUF	MHUF	MHUF	MHUF
Performing assets	401 070	98 000	194 208	1 721 362	423 500	23 064	2 861 204
Non-performing assets	-	191	-	70 489	-	-	70 680
Impairment	(13)	-	-	(33 336)	-	-	(33 349)
<b>Total carrying value</b>	<b>401 057</b>	<b>98 191</b>	<b>194 208</b>	<b>1 758 515</b>	<b>423 500</b>	<b>23 064</b>	<b>2 898 535</b>

The credit quality of assets as at 31 December 2016 can be presented as follows:

	Cash balances with central banks and other demand deposits with credit institutions (reclassified)	Held for trading	Available for sale	Loans and receivables (reclassified)	Held to maturity	Hedging derivatives	Total
	MHUF	MHUF	MHUF	MHUF	MHUF	MHUF	MHUF
Performing assets	204 361	95 259	193 110	1 738 158	426 237	16 453	2 673 578
Non-performing assets	-	15	-	89 929	-	-	89 944
Impairment	(34)	-	-	(42 805)	-	-	(42 839)
<b>Total carrying value</b>	<b>204 327</b>	<b>95 274</b>	<b>193 110</b>	<b>1 785 282</b>	<b>426 237</b>	<b>16 453</b>	<b>2 720 683</b>

**K&H BANK ZRT.****CONSOLIDATED FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 31 DECEMBER 2017****NOTES TO THE FINANCIAL STATEMENTS****NOTE 22 – FINANCIAL ASSETS AND LIABILITIES, BREAKDOWN BY PORTFOLIO AND QUALITY (continued)**

The balances of individually impaired financial assets and commitments and contingent liabilities as at 31 December 2017 are shown in the following table.

	<b>Loans and receivables</b>	<b>Commitments and contingent liabilities</b>	<b>Total</b>
	<b>MHUF</b>	<b>MHUF</b>	<b>MHUF</b>
Individually impaired assets	19 625	2 251	21 876
Individually assessed impairment	(12 461)	(1 097)	(13 558)
Total	<u>7 164</u>	<u>1 154</u>	<u>8 318</u>

The balance of individually impaired financial assets and commitments and contingent liabilities as at 31 December 2016 are presented in the table below.

	<b>Loans and receivables (reclassified)</b>	<b>Commitments and contingent liabilities</b>	<b>Total</b>
	<b>MHUF</b>	<b>MHUF</b>	<b>MHUF</b>
Individually impaired assets	27 062	8 518	35 580
Individually assessed impairment	(19 616)	(1 978)	(21 594)
Total	<u>7 446</u>	<u>6 540</u>	<u>13 986</u>

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**NOTE 22 – FINANCIAL ASSETS AND LIABILITIES, BREAKDOWN BY PORTFOLIO AND QUALITY (continued)**

**Aging analysis of past due but not impaired loans per class of financial assets**

Aging analysis of past due but not impaired financial assets as at 31 December 2017 is as follows:

	<b>Less than 30 days</b>	<b>30 days or more, but less than 90 days</b>	<b>Total</b>
	<b>MHUF</b>	<b>MHUF</b>	<b>MHUF</b>
Loans to customers			
- Corporate	4 077	558	4 635
- Retail	21 883	3 587	25 470
Total	<u>25 960</u>	<u>4 145</u>	<u>30 105</u>

Aging analysis of past due but not impaired financial assets as at 31 December 2016 is as follows:

	<b>Less than 30 days</b>	<b>30 days or more, but less than 90 days</b>	<b>Total</b>
	<b>MHUF</b>	<b>MHUF</b>	<b>MHUF</b>
Loans to customers			
- Corporate	6 338	271	6 609
- Retail	28 170	6 067	34 237
Total	<u>34 508</u>	<u>6 338</u>	<u>40 846</u>

Past due assets include those that are past due even by one day.

Collaterals behind impaired or past due financial assets amounted to HUF 92 334 million as at 31 December 2017 (HUF 114 408 million as at 31 December 2016). The amount of the collaterals includes the indexed or reviewed collateral value limited to the carrying amount of the related asset.

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**NOTE 22 – FINANCIAL ASSETS AND LIABILITIES, BREAKDOWN BY PORTFOLIO AND QUALITY (continued)**

**Maximum exposure to credit risk without taking into account of any collateral and credit enhancements**

The table below presents the maximum exposure to credit risk for the components of the consolidated statement of financial position, including derivatives. The maximum exposure is shown gross, before the effect of mitigation through the use of master netting and collateral agreements.

	<u>2017</u> <b>MHUF</b>	<u>2016</u> <b>MHUF</b>
Debt instruments*	688 538	688 307
Loans and advances	2 182 214	2 008 999
Derivatives*	62 213	56 718
Other assets	19 879	14 943
	<u>2 952 844</u>	<u>2 768 967</u>
Commitments to extend credit	581 748	529 556
Guarantees	213 406	167 334
Letters of credit	16 152	9 031
	<u>811 306</u>	<u>705 921</u>
Total commitments and contingent liabilities	<u>811 306</u>	<u>705 921</u>
Total credit exposure	<u><u>3 764 150</u></u>	<u><u>3 474 888</u></u>

\*For more information see Note 15.

The amounts shown above represent the current credit risk exposure, which may change over time as a result of changes in values (derivative financial instruments, financial investments, etc.) and changes in FX rates (due to FCY lending). The effect of collateral and other risk mitigation techniques is shown in Note 45.4.

**Risk concentration of the maximum exposure to credit risk**

Concentration of risk is managed by client/client group and by industry sector. The maximum credit exposure to any client or counterparty as of 31 December 2017 was HUF 32 880 million (HUF 29 941 million as of 31 December 2016) before taking account of any collateral or other credit enhancements.

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**NOTES TO THE FINANCIAL STATEMENTS**

**NOTE 23 – REMAINING MATURITY OF ASSETS AND LIABILITIES**

The following table shows a breakdown of the financial assets and financial liabilities by expected maturity at 31 December 2017:

	<u>&lt;=1 year</u> MHUF	<u>1-5 year</u> MHUF	<u>&gt;5 year</u> MHUF	<u>Without</u> <u>maturity</u> MHUF	<u>Total</u> MHUF
<b>Financial assets</b>					
Cash balances with central banks and other demand deposits with credit institutions	401 057	-	-	-	401 057
Held for trading	35 086	53 819	8 782	504	98 191
Available for sale	8 615	64 312	119 425	1 856	194 208
Loans and receivables	800 044	556 510	401 961	-	1 758 515
Held to maturity	34 906	189 253	199 341	-	423 500
Hedging derivatives	1 658	14 242	7 164	-	23 064
	<u>1 281 366</u>	<u>878 136</u>	<u>736 673</u>	<u>2 360</u>	<u>2 898 535</u>
<b>Total financial assets and cash balances with central banks and other demand deposits with credit institutions</b>					
	<u>1 281 366</u>	<u>878 136</u>	<u>736 673</u>	<u>2 360</u>	<u>2 898 535</u>
	<u>&lt;=1 year</u> MHUF	<u>1-5 year</u> MHUF	<u>&gt;5 year</u> MHUF	<u>Without</u> <u>maturity</u> MHUF	<u>Total</u> MHUF
<b>Financial liabilities</b>					
Held for trading	14 589	21 381	504	-	36 474
Designated at fair value through profit or loss	41 362	79 147	-	-	120 509
Hedging derivatives	9	429	3 665	-	4 103
Measured at amortised cost	2 227 670	200 290	84 954	-	2 512 914
Fair value changes of hedged item under portfolio hedge of interest rate risk	12 560	-	-	-	12 560
	<u>2 296 190</u>	<u>301 247</u>	<u>89 123</u>	<u>-</u>	<u>2 686 560</u>
<b>Total financial liabilities</b>					
	<u>2 296 190</u>	<u>301 247</u>	<u>89 123</u>	<u>-</u>	<u>2 686 560</u>
Commitments and contingent liabilities	812 680	-	-	-	812 680
	<u>812 680</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>812 680</u>
<b>Total financial liabilities, commitments and contingent liabilities</b>					
	<u>3 096 310</u>	<u>301 247</u>	<u>89 123</u>	<u>-</u>	<u>3 499 240</u>

Financial assets and liabilities repayable on demand are included in the <=1 year category.

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**NOTE 23 –REMAINING MATURITY OF ASSETS AND LIABILITES (continued)**

The following table shows a breakdown of the financial assets and financial liabilities by expected maturity at 31 December 2016 :

	<u>&lt;=1 year MHUF</u>	<u>1-5 year MHUF</u>	<u>&gt;5 year MHUF</u>	<u>Without maturity MHUF</u>	<u>Total MHUF</u>
<b>Financial assets</b>					
Cash balances with central banks and other demand deposits with credit institutions (reclassified)	204 327	-	-	-	204 327
Held for trading	28 251	62 966	3 498	559	95 274
Available for sale	3 188	77 106	111 258	1 558	193 110
Loans and receivables (reclassified)	917 777	496 971	370 534	-	1 785 282
Held to maturity	50 120	167 532	208 585	-	426 237
Hedging derivatives	663	13 413	2 377	-	16 453
	<u>1 204 326</u>	<u>817 988</u>	<u>696 252</u>	<u>2 117</u>	<u>2 720 683</u>
<b>Financial liabilities</b>					
	<u>&lt;=1 year MHUF</u>	<u>1-5 year MHUF</u>	<u>&gt;5 year MHUF</u>	<u>Without maturity MHUF</u>	<u>Total MHUF</u>
Held for trading	15 328	15 978	500	-	31 806
Designated at fair value through profit or loss	92 855	106 989	287	-	200 131
Hedging derivatives	-	255	2 865	-	3 120
Measured at amortised cost	1 992 434	199 156	86 325	-	2 277 915
Fair value changes of hedged item under portfolio hedge of interest rate risk	6 185	-	-	-	6 185
Total financial liabilities	<u>2 106 802</u>	<u>322 378</u>	<u>89 977</u>	<u>-</u>	<u>2 519 157</u>
Commitments and contingent liabilities	<u>708 156</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>708 156</u>
Total financial liabilities, commitments and contingent liabilities	<u>2 814 958</u>	<u>322 378</u>	<u>89 977</u>	<u>-</u>	<u>3 227 313</u>

Financial assets and liabilities repayable on demand are included in the <=1 year category.



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**NOTE 23 –REMAINING MATURITY OF ASSETS AND LIABILITES (continued)**

The remaining maturity of non-financial assets and liabilities held as at 31 December 2017 is presented in the table below.

	<u>&lt; 1 year</u> <u>MHUF</u>	<u>&gt; 1 year</u> <u>MHUF</u>	<u>Total</u> <u>MHUF</u>
Tax assets	2 843	21	2 864
Investments in associated companies	-	542	542
Investment property	-	1 476	1 476
Property and equipment	-	37 144	37 144
Intangible assets	-	14 525	14 525
Non-current assets held for sale and disposal groups	1 921	-	1 921
Other assets	19 880	-	19 880
	<hr/>	<hr/>	<hr/>
Total assets	24 644	53 708	78 352
	<hr/>	<hr/>	<hr/>
Tax liabilities	12	828	840
Provisions for risks and charges	1 443	116	1 559
Other liabilities	56 871	-	56 871
	<hr/>	<hr/>	<hr/>
Total liabilities	58 326	944	59 270
	<hr/>	<hr/>	<hr/>

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**NOTE 23 –REMAINING MATURITY OF ASSETS AND LIABILITES (continued)**

The remaining maturity of non-financial assets and liabilities held as at 31 December 2016 is presented in the table below.

	<u>&lt; 1 year</u> MHUF	<u>&gt; 1 year</u> MHUF	<u>Total</u> MHUF
Tax assets	2 400	350	2 750
Investments in associated companies	-	542	542
Investment property	-	1 010	1 010
Property and equipment	-	37 836	37 836
Intangible assets	-	12 476	12 476
Other assets	14 943	-	14 943
	<hr/>	<hr/>	<hr/>
Total assets	17 343	52 214	69 557
	<hr/>	<hr/>	<hr/>
Tax liabilities	36	-	36
Provisions for risks and charges	2 330	107	2 437
Other liabilities	43 020	-	43 020
	<hr/>	<hr/>	<hr/>
Total liabilities	45 386	107	45 493
	<hr/>	<hr/>	<hr/>

The expected remaining maturity breakdown above represents the current and non-current classification of non-financial assets and liabilities.

**K&H BANK ZRT.****CONSOLIDATED FINANCIAL STATEMENTS  
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No impairment was recognised on available-for-sale assets in 2017 and 2016.

**NOTE 25 – IMPAIRMENT ON LOANS AND RECEIVABLES AND PROVISION FOR CREDIT COMMITMENTS  
(statement of financial position)**

	<u>2017</u> <b>MHUF</b>	<u>2016</u> <b>MHUF</b>
Breakdown by type		
Specific impairment for loans and receivables	30 123	39 317
Specific provision on credit commitments	1 097	1 978
Portfolio-based impairment and provision	<u>3 490</u>	<u>3 745</u>
Total Impairment and provision on loans and receivables and credit commitments	<u><u>34 710</u></u>	<u><u>45 040</u></u>
	<u>2017</u> <b>MHUF</b>	<u>2016</u> <b>MHUF</b>
Breakdown by counterparty		
Impairment for loans and advances to customers (excluding banks)	33 335	42 802
Impairment for debt instruments issued by municipalities	1	3
Specific and portfolio based provision, credit commitments	<u>1 374</u>	<u>2 235</u>
Total impairment and provision on loans and receivables and credit commitments	<u><u>34 710</u></u>	<u><u>45 040</u></u>

For the definitions of specific and portfolio based impairments and provisions see Impairment assessment in Note 45.4.

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(statement of financial position - continued)**

	<b>Specific impairment for loans and receivables</b>	<b>Specific provision on credit commitments</b>	<b>Portfolio-based impairments and provisions</b>	<b>Total</b>
	<b>MHUF</b>	<b>MHUF</b>	<b>MHUF</b>	<b>MHUF</b>
Opening balance as at 1 January 2017	39 317	1 978	3 745	45 040
Movements with an impact on results				
Loan loss expenses	15 257	436	7 216	22 909
Loan loss recoveries	(14 895)	(1 311)	(7 467)	(23 673)
Discount effect	(147)	1	-	(146)
Movements without an impact on results				
Write-offs	(8 683)			(8 683)
Other	(726)	(7)	(4)	(737)
Closing balance as at 31 December 2017	<u>30 123</u>	<u>1 097</u>	<u>3 490</u>	<u>34 710</u>

**CONSOLIDATED FINANCIAL STATEMENTS  
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**NOTES TO THE FINANCIAL STATEMENTS**
**NOTE 25 – IMPAIRMENT ON LOANS AND RECEIVABLES AND PROVISION FOR CREDIT COMMITMENTS  
(statement of financial position - continued)**

	Reclassified Specific impairment for loans and receivables	Specific provision on credit commitments	Portfolio-based impairments and provisions	Reclassified Total
	MHUF	MHUF	MHUF	MHUF
Opening balance as at 1 January 2016	46 666	5 960	3 813	56 439
Movements with an impact on results				
Loan loss expenses	21 225	479	7 613	29 317
Loan loss recoveries	(15 589)	(1 214)	(7 761)	(24 564)
Discount effect	(183)	14	-	(169)
Movements without an impact on results				
Write-offs	(12 867)	(3 212)	-	(16 079)
Other	65	(49)	80	96
Closing balance as at 31 December 2016	<u>39 317</u>	<u>1 978</u>	<u>3 745</u>	<u>45 040</u>

The Group realised HUF 13 865 million loss and HUF 5 338 gain on loans and advances sold (HUF 12 533 million loss and HUF 4 777 gain in 2016). The net loss was presented as write-offs in the tables above.

**CONSOLIDATED FINANCIAL STATEMENTS  
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**NOTE 26 – DERIVATIVE FINANCIAL INSTRUMENTS**

	Year ended 31 December 2017				Year ended 31 December 2016			
	Notional amount Assets MHUF	Notional amount Liabilities MHUF	Positive fair value Assets MHUF	Negative fair value Liabilities MHUF	Notional amount Assets MHUF	Notional amount Liabilities MHUF	Positive fair value Assets MHUF	Negative fair value Liabilities MHUF
<b>Derivatives held for trading</b>								
<b>Foreign exchange derivatives</b>								
Currency forwards	63 267	63 558	306	(460)	66 014	67 142	145	(1 095)
Currency futures	20 456	20 471	15	(9)	29 355	29 361	96	(107)
Currency swaps	476 339	474 893	2 979	(1 490)	280 544	280 633	1 441	(1 553)
Currency options	221 397	221 397	3 093	(2 725)	284 900	284 900	3 974	(3 934)
Total foreign exchange derivatives	781 459	780 319	6 393	(4 684)	660 813	662 036	5 656	(6 689)
<b>Interest rate derivatives</b>								
Interest rate swaps	650 847	650 847	30 602	(19 740)	687 075	687 074	33 586	(14 659)
Cross currency interest rate swaps	159 363	159 545	1 863	(2 922)	266 602	267 426	795	(2 715)
Interest rate options	7 018	7 018	25	(25)	8 228	8 228	36	(36)
Forward rate agreements	6 203	-	-	-	-	-	-	-
Total interest rate derivatives	823 432	817 411	32 490	(22 687)	961 905	962 728	34 417	(17 410)
Equity options	-	228	-	-	-	228	-	-
Commodity swaps	1 167	1 167	41	(41)	2 924	2 924	120	(124)
Commodity options	3 326	3 326	225	(225)	1 109	1 109	72	(72)
<b>Total derivatives held for trading</b>	<b>1 609 383</b>	<b>1 602 450</b>	<b>39 149</b>	<b>(27 637)</b>	<b>1 626 751</b>	<b>1 629 025</b>	<b>40 265</b>	<b>(24 295)</b>
<b>Derivatives designated as cash flow hedges</b>								
Interest rate swaps	222 811	222 811	6 389	(193)	110 606	110 606	7 838	(133)
<b>Derivatives designated as portfolio fair value hedges</b>								
Interest rate swaps	591 602	591 602	16 675	(3 910)	495 589	495 589	8 615	(2 987)
<b>Total derivatives held for hedging</b>	<b>814 413</b>	<b>814 413</b>	<b>23 064</b>	<b>(4 103)</b>	<b>606 195</b>	<b>606 195</b>	<b>16 453</b>	<b>(3 120)</b>
<b>Total derivative financial instruments</b>	<b>2 423 796</b>	<b>2 416 863</b>	<b>62 213</b>	<b>(31 740)</b>	<b>2 232 946</b>	<b>2 235 220</b>	<b>56 718</b>	<b>(27 415)</b>

**CONSOLIDATED FINANCIAL STATEMENTS  
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**NOTE 26 – DERIVATIVE FINANCIAL INSTRUMENTS (continued)**
**Options**

Although options are not accounted for as hedges, the Group has an operational policy where the risks of options sold and purchased are matched on a one to one basis with offsetting deals conducted with counterparties of sound credit standing.

The Group applies hedge accounting for some of its derivatives concluded in frame of Asset and Liability Management.

**Cash flow hedge of interest rate risk**

The aim of the cash-flow hedges designated by the Group is to hedge changes in cash flows group of assets and liabilities related to changes in interest and foreign exchange rates. The hedging instruments are EUR and HUF interest rate swaps.

Hedging relationships are subject to prospective and retrospective effectiveness measurement. Fair value changes in hedging instruments for the effective part of the hedging relationship are recognised in other comprehensive income and are accumulated to Cash flow hedge reserve. Since the exchange revaluation result of the hedged assets and liabilities is recorded as Net gains / (losses) from financial instruments at fair value through profit or loss and from foreign exchange, the foreign exchange revaluation effect of the hedging cross currency interest rate swaps recorded in Other comprehensive income was transferred to the Consolidated income statement at the same time.

The Group transferred HUF 129 million gain to the net profit from other comprehensive income excluding the ineffective part (HUF 100 million gain in 2016). In 2017 the Group transferred HUF 233 million loss to the net profit due to ineffectiveness (HUF 272 million loss in 2016). The result of the transfers were recorded as Net gains / (losses) from financial instruments at fair value through profit or loss and from foreign exchange in the consolidated income statement.

The periods when the cash flows are expected to occur are the following:

	2017		2016	
	Expected cash flows		Expected cash flows	
	Inflow MHUF	Outflow MHUF	Inflow MHUF	Outflow MHUF
< 3 months	174	(11)	226	(150)
3-6 months	388	14	258	-
6 months - 1 year	1 041	28	1 435	(32)
1-2 years	1 660	(136)	1 920	(228)
2-5 years	3 061	(1 353)	4 681	(1 890)
> 5 years	759	(913)	164	(157)
Total	7 083	(2 371)	8 684	(2 457)

Forecast transactions for which hedge accounting had previously been used but which is no longer expected to occur amounted to HUF 38 million as at 31 December 2017 (HUF 8 million as at 31 December 2016).

**CONSOLIDATED FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 31 DECEMBER 2017****NOTES TO THE FINANCIAL STATEMENTS****NOTE 26 – DERIVATIVE FINANCIAL INSTRUMENTS (continued)****Portfolio fair value hedge of interest rate risk**

The risk to be hedged under portfolio fair value hedge of interest rate risk is interest rate risk, arising from changes in fair value of portfolio of non-maturity deposits to changes in the risk-free (interest rate swap) yield curve. The hedging instruments are HUF interest rate swaps.

The accumulated fair value changes of hedged item under portfolio hedge of interest rate risk is presented separately in the consolidated statement of financial position and amounted to HUF 12 560 million loss in 2017 (HUF 6 185 million loss in 2016). The loss recorded on the hedged item was compensated by a gain recorded on the hedging instrument in the same amount. The fair value changes of the hedged item and the hedging instrument in the current year is recorded as Net gains / (losses) from financial instruments at fair value through profit or loss and from foreign exchange in the consolidated income statement.

**Fair value hedge of fixed rate available-for-sale bonds**

The Group usually ensures the sufficient level of liquid assets by purchase of available-for-sale government bonds. The Group defines the risk to be hedged as the interest rate risk arising from changes in fair value of available-for-sale bonds to changes in the risk-free (interest rate swap) yield curve. The hedging instruments are fixed rate payer-floating rate receiver (BUBOR 3M-6M) interest rate swaps.

The changes in the fair value of the available-for-sale government bonds and the interest rate swaps due to interest rate risk are offset in the consolidated income statement and the unhedged credit spread of the bonds remains in the consolidated other comprehensive income. The change in the fair value of the hedged instrument amounted to a gain of HUF 1 504 million in 2017 (a gain of HUF 1 961 million in 2016).

**NOTE 27 – NON-CURRENT ASSETS HELD FOR SALE AND DISPOSAL GROUPS**

Non-current assets held for sale and disposal groups include a building located in Budapest. In 2017 the Group decided to sell the asset in a short term and reclassified it from property and equipment to non-current assets held for sale and disposal groups.

The asset is measured at the carrying amount since it is lower than its fair value less costs to sell.

The Group sold the Building in January 2018.

**NOTE 28 – OTHER ASSETS**

	<b>2017</b>	<b>2016</b>
	<b>MHUF</b>	<b>MHUF</b>
Prepayments	574	174
Trade receivables	1 163	656
Receivables from employees	4	4
Receivables from bankcard service	10 832	7 140
Items in transit due to payment services	553	1 013
Receivables from compensation	211	59
Items in transit due to trading in securities	20	50
Income accruals and cost prepayments	5 384	4 553
Inventories	561	695
Other receivables	578	599
	<b>19 880</b>	<b>14 943</b>



**K&H BANK ZRT.****CONSOLIDATED FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 31 DECEMBER 2017****NOTES TO THE FINANCIAL STATEMENTS****NOTE 28 – OTHER ASSETS (continued)**

Trade receivables and receivables from bankcard and payment services are performing short term receivables without any delay. Other receivables include a HUF 258 million non-performing other claim due to retail clients (HUF 307 million in 2016) for which a HUF 236 million impairment charge is recorded in the consolidated income statement (HUF 254 million in 2016).

**NOTE 29 – DEFERRED TAX ASSETS AND DEFERRED TAX LIABILITIES**

The deferred tax included in the consolidated statement of financial position and changes recorded in the consolidated income statement and equity are as follows:

For the period ended 31 December 2017:

	<u>Assets</u> MHUF	<u>Liabilities</u> MHUF	<u>Income</u> <u>statement</u> MHUF	<u>Equity</u> MHUF
Employee benefits	-	4	(46)	(4)
Losses carry forward	-	-	(1)	-
Tangibles and intangibles assets	(14)	(571)	(77)	-
Other provisions for risk and charges and credit commitments	-	(51)	(8)	-
Impairment for losses on loans and advances	-	-	(91)	-
Financial instruments at fair value	-	5	(1 849)	(5)
Fair value adjustments AFS	-	1 966	(29)	(479)
Cash flow hedge	-	596	(10)	17
Transition to IFRS	-	(1 079)	1 079	-
Other	35	(42)	346	-
	<u>21</u>	<u>828</u>	<u>(686)</u>	<u>(471)</u>

For the period ended 31 December 2016:

	<u>Assets</u> MHUF	<u>Liabilities</u> MHUF	<u>Income</u> <u>statement</u> MHUF	<u>Equity</u> MHUF
Employee benefits	46	-	(153)	-
Losses carry forward	1	-	(25)	-
Tangibles and intangibles assets	634	-	(834)	-
Provision for expected loss in relation to the Curia Act and adjustment of carrying amount of loans and advances due to re-estimation of future cash flows	-	-	(5 128)	-
Other provisions for risk and charges and credit commitments	59	-	(92)	-
Impairment for losses on loans and advances	91	-	(113)	-
Financial instruments at fair value	1 849	-	(1 041)	-
Fair value adjustments AFS	(1 458)	-	-	1 714
Cash flow hedge	(603)	-	-	506
Other*	(269)	-	(583)	-
	<u>350</u>	<u>-</u>	<u>(7 969)</u>	<u>2 220</u>

\*In 2016 Other includes the deferred tax assets and liabilities resulting from the temporary differences between the Hungarian and International Accounting Standards related to the amortisation of loan origination fees, reversal of interest income of impaired assets, financial leases and different carrying amounts of securities.

## K&H BANK ZRT.

### CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2017

#### NOTES TO THE FINANCIAL STATEMENTS

##### **NOTE 29 – DEFERRED TAX ASSETS AND DEFERRED TAX LIABILITIES (continued)**

In 2017 and 2016 income taxes were calculated on all temporary differences under the asset and liability method using a tax rate of 9% or 10.82% (9% corporate income tax and 1.82% local business tax).

Deferred income tax for tax losses carried forward is calculated to the extent that realisation of the related tax benefit is assessed as probable. The tax benefit resulting from losses arising before 1 January 2015 can be realised for 10 years after the financial period they arose in. Losses carry forward from financial periods beginning on or after 1 January 2015 can be utilized for 5 years.

From the total of HUF 771 million tax losses carried forward as at 31 December 2017 (HUF 706 million at 31 December 2016), HUF 771 million (HUF 701 million at 31 December 2016) has been assessed as not being probable, and therefore was not included in the base of the deferred tax calculation. The Group did not recognise any tax asset for tax loss carried forward as at 31 December 2017 (recognised a tax asset of HUF 5 million as at 31 December 2016).

Based on the group members' financial plans management believes that the unused tax loss for which deferred tax asset was recorded in the consolidated income statement can be used as income tax base decreasing item in the future periods.

##### **NOTE 30 – INVESTMENTS IN ASSOCIATED COMPANIES**

	<u>2017</u> <b>MHUF</b>	<u>2016</u> <b>MHUF</b>
HAGE Zrt.	<u>542</u>	<u>542</u>
Total	<u>542</u>	<u>542</u>
	<u>2017</u> <b>MHUF</b>	<u>2016</u> <b>MHUF</b>
Opening balance	542	542
- Sale of investments	-	-
- Carrying value, transfers, liquidation	-	-
- Share in the result for the period	<u>-</u>	<u>-</u>
Closing balance	<u>542</u>	<u>542</u>

## K&H BANK ZRT.

### CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2017

#### NOTES TO THE FINANCIAL STATEMENTS

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##### NOTE 30 – INVESTMENTS IN ASSOCIATED COMPANIES (continued)

The Group does not have any share of the contingent liabilities of its associates incurred jointly with other investor.

The table below includes the financial information of the associates as at 31 December 2017.

	<u>Total assets</u> MHUF	<u>Revenue</u> MHUF	<u>Profit or loss</u> MHUF
HAGE Zrt.	11 159	7 190	963

The table includes preliminary financial data for HAGE Zrt.

The table below includes the financial information of the associates as at 31 December 2016.

	<u>Total assets</u> MHUF	<u>Revenue</u> MHUF	<u>Profit or loss</u> MHUF
HAGE Zrt.	10 935	7 518	604

**K&H BANK ZRT.****CONSOLIDATED FINANCIAL STATEMENTS  
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**NOTE 31 – INVESTMENT PROPERTIES**

	<b>Investment properties</b>
	<b>MHUF</b>
<b>At 31 December 2015</b>	
Cost	798
Accumulated depreciation	<u>(58)</u>
Net book value	740
<b>Movements in 2016</b>	
Additions	501
Disposals - net	(208)
Impairment charge	(7)
Depreciation charge	<u>(16)</u>
<b>At 31 December 2016</b>	
Cost	1 087
Accumulated depreciation	<u>(77)</u>
Net book value	<u><u>1 010</u></u>
<b>Movements in 2017</b>	
Additions	1 031
Disposals - net	(522)
Impairment charge	(26)
Depreciation charge	<u>(17)</u>
<b>At 31 December 2017</b>	
Cost	1 579
Accumulated depreciation	<u>(103)</u>
Net book value	<u><u>1 476</u></u>

Investment properties include collaterals obtained by taking in possession. The Group intends to sell investment properties within a reasonable time period.

**K&H BANK ZRT.****CONSOLIDATED FINANCIAL STATEMENTS  
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The difference between the fair value and the carrying amount of the assets is immaterial as at 31 December 2017 (and as at 31 December 2016).

The Group believes that the carrying amount of investment properties approximates their fair value (classified as level 3 in the fair value hierarchy).

**NOTE 32 – PROPERTY AND EQUIPMENT**

	<b>Land and buildings</b>	<b>Reclassified IT equipment</b>	<b>Office equipment</b>	<b>Other</b>	<b>Reclassified Total</b>
	<b>MHUF</b>	<b>MHUF</b>	<b>MHUF</b>	<b>MHUF</b>	<b>MHUF</b>
<b>At 1 January 2016</b>					
Cost	47 895	11 424	9 824	2 616	71 759
Accumulated depreciation	(16 371)	(8 612)	(7 898)	(1 421)	(34 302)
Net book value	31 524	2 812	1 926	1 195	37 457
<b>Movements in 2016</b>					
Additions (acquired separately)	1 537	2 655	850	925	5 967
Disposals - net	-	(2)	-	(226)	(228)
Impairment charge	(623)	(25)	(76)	(5)	(729)
Depreciation charge	(2 437)	(1 221)	(628)	(345)	(4 631)
<b>At 31 December 2016</b>					
Cost	47 439	12 069	9 266	2 581	71 355
Accumulated depreciation	(17 438)	(7 850)	(7 194)	(1 037)	(33 519)
Net book value	30 001	4 219	2 072	1 544	37 836
<b>Movements in 2017</b>					
Additions (acquired separately)	2 728	3 270	109	690	6 797
Disposals - net	(61)	-	-	(400)	(461)
Transfers	(1 921)	-	-	-	(1 921)
Impairment charge	(190)	(41)	(10)	(13)	(254)
Depreciation charge	(2 561)	(1 568)	(694)	(30)	(4 853)
<b>At 31 December 2017</b>					
Cost	46 783	14 113	9 036	2 253	72 185
Accumulated depreciation	(18 787)	(8 233)	(7 559)	(462)	(35 041)
Net book value	<u>27 996</u>	<u>5 880</u>	<u>1 477</u>	<u>1 791</u>	<u>37 144</u>

The reclassification of the building reported as Non-current assets held for sale and disposal groups in 2017 is presented as transfer in the table above (see Note 27).

**K&H BANK ZRT.****CONSOLIDATED FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 31 DECEMBER 2017****NOTES TO THE FINANCIAL STATEMENTS****NOTE 32 – PROPERTY AND EQUIPMENT (continued)**

Expenditure on items in the course of construction amounted to HUF 5 357 million as at 31 December 2017 (HUF 4 858 million as at 31 December 2016).

Fully amortised tangible assets which were still in use amounted to HUF 12 866 million as at 31 December 2017 (HUF 12 894 million as at 31 December 2016).

**NOTE 33 – INTANGIBLE ASSETS**

	<b>Reclassified Acquired software</b>	<b>Other intangible assets</b>	<b>Reclassified Total</b>
	<b>MHUF</b>	<b>MHUF</b>	<b>MHUF</b>
<b>At 1 January 2016</b>			
Cost	41 453	6	41 459
Accumulated depreciation	(29 732)	(4)	(29 736)
Net book value	11 721	2	11 723
<b>Movements in 2016</b>			
Additions (acquired separately)	4 214	-	4 214
Impairment charge	(149)	-	(149)
Depreciation charge	(3 362)	-	(3 362)
Other	50	-	50
<b>At 31 December 2016</b>			
Cost	41 775	6	41 781
Accumulated depreciation	(29 301)	(4)	(29 305)
Net book value	12 474	2	12 476
<b>Movements in 2017</b>			
Additions (acquired separately)	6 013	37	6 050
Impairment charge	(575)	-	(575)
Depreciation charge	(3 390)	(36)	(3 426)
Other	-	-	-
<b>At 31 December 2017</b>			
Cost	47 164	44	47 208
Accumulated depreciation	(32 642)	(41)	(32 683)
Net book value	14 522	3	14 525

Fully amortised intangible assets which were still in use amounted to HUF 24 059 million as at 31 December 2017 (HUF 21 359 million as at 31 December 2016).

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	<u>Provision for restructuring</u> MHUF	<u>Provision for tax litigation and pending legal disputes</u> MHUF	<u>Other</u> MHUF	<u>Total</u> MHUF
<b>Balance as at 1 January 2016</b>	24	934	594	1 552
Amounts allocated	-	93	1	94
Amounts used	(14)	(874)	(459)	(1 347)
Unused amounts reversed	-	(37)	(53)	(90)
Other (foreign exchange revaluation)	-	-	(7)	(7)
<b>Balance as at 31 December 2016</b>	<u>10</u>	<u>116</u>	<u>76</u>	<u>202</u>
Amounts allocated	-	111	-	111
Amounts used	(6)	-	-	(6)
Unused amounts reversed	(4)	(108)	(7)	(119)
Other (foreign exchange revaluation)	-	-	(2)	(2)
<b>Balance as at 31 December 2017</b>	<u>-</u>	<u>119</u>	<u>67</u>	<u>186</u>

The Group is party to litigation and claims arising in the normal course of business, the provision of HUF 119 million from the total provision for losses from tax litigation and pending legal disputes at 31 December 2017 relates to these litigations (HUF 116 million at 31 December 2016). Management considers the provision raised for the still pending cases adequate to cover any remaining potential losses.

Provisions on credit commitments of HUF 1 374 million as at 31 December 2017 (HUF 2 235 million as at 31 December 2016) is presented in Note 25. The sum of HUF 186 million provision for risk and charges and HUF 1 374 million provisions for credit commitments amounts to HUF 1 560 million (HUF 2 437 million in 2016).

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	<u>2017</u> <u>MHUF</u>	<u>2016</u> <u>MHUF</u>
Trade creditors	11 507	6 897
Lease liabilities	503	504
Items in transit due to payment services	20 184	14 280
Items in transit due to lending activity	2 180	1 436
Liabilities from bankcard service	5 445	3 377
Other	17 052	16 526
Total other liabilities	<u>56 871</u>	<u>43 020</u>

Other liabilities include mainly short term liabilities.

Other includes trading tax liabilities, social charges, liability from transactional levy not settled yet, liabilities due to employees (see Note 41) and other accrued charges and deferred income arising from the normal course of business recorded as general administrative expenses in the consolidated income statement.

**NOTE 36 – SHARE CAPITAL**

	<u>2017</u> <u>MHUF</u>	<u>2016</u> <u>MHUF</u>
Ordinary shares issued and outstanding	<u>140 978</u>	<u>140 978</u>

The nominal value of the ordinary shares issued and outstanding at 31 December 2017 is HUF 1 per share (31 December 2016: HUF 1).

Shareholders of the Bank:

	<u>2017</u> <u>Shareholding</u> <u>%</u>	<u>2016</u> <u>Shareholding</u> <u>%</u>
KBC Bank N. V.	<u>100.00%</u>	<u>100.00%</u>
	<u>100.00%</u>	<u>100.00%</u>



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**NOTE 37 – ADDITIONAL INFORMATION TO THE CONSOLIDATED CASH FLOW STATEMENT**

Net debt with regard to financing activities are presented in the table below.

	<u>2017</u>	<u>2016</u>
	<u>MHUF</u>	<u>MHUF</u>
Cash and cash equivalents	689 900	607 530
Subordinated liabilities( see Note 15.)	(39 362)	(27 957)
Borrowing – repayable within 1 year	(2 534)	(1 689)
Borrowing – repayable after 1 year	(191 628)	(258 146)
	<u>456 376</u>	<u>319 738</u>
Net debt	<u>456 376</u>	<u>319 738</u>

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**NOTE 37 – ADDITIONAL INFORMATION TO THE CONSOLIDATED CASH FLOW STATEMENT (continued)**

The components of net debt changed as follows in 2017.

	Cash	Cash balances with central banks	Other demand deposits with credit institutions	Loans and advances to banks repayable on demand and term loans to banks < 3 months	Deposits from banks repayable on demand and redeemable at notice	Subordinated liabilities	Borrowing – repayable within 1 year	Borrowing – repayable after 1 year	Total net debt
	MHUF	MHUF	MHUF	MHUF	MHUF	MHUF	MHUF	MHUF	MHUF
Net debt as at 31 December 2016	35 457	186 563	17 764	412 677	(44 931)	(27 957)	(1 689)	(258 146)	319 738
Cash flows	1 332	14 994	182 265	(127 064)	13 292	(10 765)	(844)	67 538	140 748
Foreign exchange adjustments	-	-	(568)	(2 570)	208	145	-	3 356	571
Other non-cash movements	-	(15)	54	349	93	(785)	(1)	(4 376)	(4 681)
Net debt as at 31 December 2017	<u>36 789</u>	<u>201 542</u>	<u>199 515</u>	<u>283 392</u>	<u>(31 338)</u>	<u>(39 362)</u>	<u>(2 534)</u>	<u>(191 628)</u>	<u>456 376</u>

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**NOTE 38 – COMMITMENTS, CONTINGENT ASSETS AND CONTINGENT LIABILITIES**

In the normal course of business, the Group is a party to credit related financial instruments with off-statement of financial position risk. These financial instruments include commitments to extend credit, financial guarantees and commercial letters of credit. These instruments involve elements of credit risk in excess of the amounts recognized in the consolidated statement of financial position.

Credit risk for off-statement of financial position financial instruments is defined as the possibility of sustaining a loss because any other party to a financial instrument fails to perform in accordance with the terms of the contract. The Group uses the same credit policies in making commitments and conditional obligations as it does for financial instruments in the consolidated statement of financial position through established credit approvals, risk control limits and monitoring procedures.

Commitments are contractual agreements to extend credit which generally have fixed expiration dates or other termination requirements and may require payment of a fee. The potential credit loss is less than the total unused commitments since most commitments to extend credit are contingent upon customers maintaining specific standards. Since many of the commitments are expected to expire without being drawn upon, the total commitment amounts do not necessarily represent future cash requirements.

Financial guarantees are conditional commitments issued by the Group to guarantee the performance of a customer to a third party. The credit risk involved in issuing guarantees is essentially the same as that involved in extending credit facilities to other customers. The Group applies similar principles as those applied in assessing the required allowance for losses under other credit facilities when assessing the likelihood of loss under the guarantee.

Letters of credit represent a financing transaction by a Group to its customer where the customer is usually the buyer/importer of goods and the beneficiary is typically the seller/exporter. Credit risk is limited as the merchandise shipped serves as collateral for the transaction.

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The Group has the following commitments, contingent assets and liabilities:

	<u>2017</u> <u>MHUF</u>	<u>2016</u> <u>MHUF</u>
Credit commitments – undrawn amount		
Received	10 707	9 546
Given		
Irrevocable	288 654	259 056
Revocable	293 559	270 939
Total given	<u>582 213</u>	<u>529 995</u>
Collaterals		
Given	214 240	169 082
Guarantees received/collateral		
For impaired and past due assets		
Non-financial assets	125 873	200 697
Financial assets	6 772	8 843
For assets that are not impaired or past due		
Non-financial assets	1 243 521	1 313 418
Financial assets	325 041	681 171
Total guarantees received/collateral	<u>1 701 207</u>	<u>2 204 129</u>
Other commitments given – irrevocable	<u>16 227</u>	<u>9 079</u>

The amount of the received guarantees and collaterals includes the indexed or reviewed collateral value.

The total of collateral received to mitigate the maximum exposure to credit risk (value of the collateral as described below limited to the carrying amount of the related asset) amounts to HUF 906 508 million as at 31 December 2017 (HUF 1 217 398 million as at 31 December 2016). Collaterals include the fair value for financial instruments. The collateral value of retail mortgages comprise the indexed property value calculated from the property value at loan origination revalued via house price index. Corporate non-financial collaterals are presented based on their periodically reviewed collateral value.

**Legal claims**

Litigation is a common occurrence in the banking industry due to the nature of the business. The Group has an established protocol of dealing with such legal claims. Once professional advice has been obtained and the amount of damages reasonably estimated, the Group makes adjustments to account for any adverse effects which the claims may have on its financial standing. At year-end the Group had several unresolved legal claims in the amount of HUF 1 180 million (HUF 1 231 million as at 31 December 2016) where the Group has been advised by its legal advisor that it is possible, but not probable, that the action will succeed. Accordingly no provision for these claims has been made in these consolidated financial statements.

## K&H BANK ZRT.

### CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2017

#### NOTES TO THE FINANCIAL STATEMENTS

##### NOTE 39 – FINANCE AND OPERATING LEASES

###### *Lessor position*

The Group operates in the domestic leasing market and provides both finance and operating lease products to customers. Certain lease contracts designated as operating lease under Hungarian Accounting Standards are designated as finance lease according to the IFRS terminology.

The assets leased out by the Group are predominantly cars and trucks. In finance lease, the lessee selects an asset and the Group purchases that asset and gives it to the lessee. In this way the Group acts as a financier of the assets borrowed by the lessee. The lessee will have to use the asset during the lease period and will have to pay for the cost of repairs, maintenance and insurance of the asset. The Group is the legal owner of the asset during the period of lease and recovers a major part of the cost of the asset plus interest earned from lease payment by the lessee. The lessee assumes some risks of the ownership and enjoys some of the benefits. The lessee or the third party has the option to acquire ownership of the asset by paying a nominal price which is the repurchase price.

The following tables indicate the key amounts of the Group's lease activity:

	<u>2017</u>	<u>2016</u>
	<u>MHUF</u>	<u>MHUF</u>
Finance lease receivables		
Total of gross investment in the lease, receivable:		
less than one year	18 699	16 517
one to five years	42 244	29 210
more than five years	2 468	2 745
	<u>63 411</u>	<u>48 472</u>
The present value of minimum lease payments receivables*:		
less than one year	17 377	14 098
one to five years	38 742	27 504
more than five years	2 367	2 471
	<u>58 486</u>	<u>44 073</u>
Unearned finance income	4 925	4 399
Contingent rents recognized as income - gross	1 422	1 033
Non-guaranteed residual values	9 902	6 127

\*Net of impairment.

The total impairment recorded on finance lease receivables amounted to HUF 577 million as at 31 December 2017 (HUF 1 335 million as at 31 December 2016).

**CONSOLIDATED FINANCIAL STATEMENTS  
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**NOTES TO THE FINANCIAL STATEMENTS**


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**NOTE 39 – FINANCE AND OPERATING LEASES (continued)**
***Lessee position***

The Group has entered into property lease agreements which are accounted for as operating leases. The Group has the following commitments for the remaining term of the contracts:

	<u>2017</u> <b>MHUF</b>	<u>2016</u> <b>MHUF</b>
Total of future minimum lease payments under non-cancellable operating leases:		
less than one year	1 066	1 066
one to five years	6 742	8 063
more than five years	426	595
	<u>8 234</u>	<u>9 724</u>

	<u>2017</u> <b>MHUF</b>	<u>2016</u> <b>MHUF</b>
Minimum lease payments recognized as expense	3 276	3 407

The Group doesn't expect sublease payments in the future.

From the total future minimum lease payments HUF 711 million results from the renewable agreement related to a part of the headquarter building in 2017, which part is not owned by the Group (HUF 744 million in 2016).

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### CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2017

#### NOTES TO THE FINANCIAL STATEMENTS

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##### NOTE 40 – RELATED PARTY TRANSACTIONS

For the purposes of these financial statements, related parties include all enterprises that directly or indirectly through one or more intermediaries, control or are controlled by, or are under common control with the Bank (this includes parents, subsidiaries and fellow subsidiaries), key management and associated companies.

##### *Parent:*

KBC Bank N.V. owns 100.00% of the ordinary shares in K&H Bank (2016: 100.00%). The ultimate parent of the Group is KBC Group N.V.

##### *Subsidiaries:*

See list of subsidiaries in Note 43.

##### *Associates:*

See list of associates in Note 43.

##### *Members of KBC Group and other related parties:*

CBC Banque SA  
Československa Obchodni Banka a.s.  
Československa Obchodna Banka a.s.  
KBC Bank Ireland Plc.  
KBC Asset Management SA  
KBC Asset Management N.V.  
KBC Credit Investments N.V.  
KBC Fund Management Limited  
KBC Groep N.V.  
KBC Securities N.V.  
K&H Biztosító Zrt.  
Omnia N.V.

##### *Other related parties through key management*

If the Group's key management has direct or indirect authority and responsibility for planning, directing and controlling the activity of a company outside of KBC Group, the companies are presented as other related parties through key management.

The banking transactions entered into with related parties in the normal course of business including loans and deposits were carried out on normal commercial terms and conditions and at market rates. All loans and advances to related parties are performing and are free of any provision for possible loan losses.

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## CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2017

### NOTES TO THE FINANCIAL STATEMENTS

#### NOTE 40 - RELATED PARTY TRANSACTIONS (continued)

The year-end balances and the income and expenses in respect of related parties included in the consolidated financial statements are as follows:

	Parent MHUF	Subsi- diaries MHUF	Associ- ates MHUF	Other related parties (KBC Group) MHUF	Other related parties (through key management) MHUF	Total MHUF
As at 31 December 2017						
Assets						
Other demand deposit	193 418	-	-	78	-	193 496
Loans and advances	216 030	-	90	186 157	2 313	404 590
Current accounts	-	-	-	72	7	79
Term loans	216 030	-	90	186 085	2 306	404 511
Finance leases	-	-	-	-	-	-
Other receivables	86	-	-	622	-	708
<b>Total assets</b>	<b>409 534</b>	<b>-</b>	<b>90</b>	<b>186 857</b>	<b>2 313</b>	<b>598 794</b>
Liabilities						
Deposits	16 238	-	82	31 569	1 052	48 941
Current accounts	15 381	-	82	31 239	1 052	47 754
Term deposits (with agreed maturity)	857	-	-	330	-	1 187
Subordinated liabilities	39 362	-	-	-	-	39 362
Non-convertible bonds	-	-	-	71 016	-	71 016
Other liabilities	153	-	-	1 256	-	1 409
<b>Total liabilities</b>	<b>55 753</b>	<b>-</b>	<b>82</b>	<b>103 741</b>	<b>1 052</b>	<b>160 728</b>
Income statement						
Net interest income	(485)	-	4	(456)	53	(884)
Interest income	1 429	-	4	8	53	1 494
Interest expense	(1 914)	-	-	(464)	-	(2 378)
Net fee and commission income	(187)	-	4	1 248	41	1 106
Fee and commission income	359	-	4	2 690	46	3 099
Fee and commission expense	(546)	-	-	(1 442)	(5)	(1 993)
Other income	(22)	-	-	330	-	308
Other expense	54	-	-	(2 629)	-	(2 575)
<b>Total income statement</b>	<b>(640)</b>	<b>-</b>	<b>8</b>	<b>(1 507)</b>	<b>94</b>	<b>(2 045)</b>
Off-statement of financial position items						
Commitments and contingent liabilities	104 193	-	-	5 001	10	109 204
Guarantees received	2 563	-	-	-	-	2 563
Notional amount of derivatives	1 394 871	-	-	24 914	-	1 419 785

The table excludes the fair value of derivatives.



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**NOTE 40 - RELATED PARTY TRANSACTIONS (continued)**

	<u>Parent</u> <u>MHUF</u>	<u>Subsi- diaries</u> <u>MHUF</u>	<u>Associ- ates</u> <u>MHUF</u>	<u>Other related parties (KBC Group) MHUF</u>	<u>Other related parties (through key management) MHUF</u>	<u>Total</u> <u>MHUF</u>
As at 31 December 2016						
Assets						
Other demand deposit	9 914	-	-	60	-	9 974
Loans and advances	432 176	-	181	46 698	2 517	481 572
Current accounts	-	-	-	45	8	53
Term loans	432 176	-	181	46 653	2 509	481 519
Finance leases	-	-	-	-	-	-
Other receivables	-	-	-	492	-	492
<b>Total assets</b>	<b>442 090</b>	<b>-</b>	<b>181</b>	<b>47 250</b>	<b>2 517</b>	<b>492 038</b>
Liabilities						
Deposits	23 512	-	65	29 710	1 070	54 357
Current accounts	22 744	-	65	29 674	1 053	53 536
Term deposits (with agreed maturity)	768	-	-	36	17	821
Subordinated liabilities	27 957	-	-	-	-	27 957
Non-convertible bonds	-	-	-	-	-	-
Other liabilities	328	-	-	936	-	1 264
<b>Total liabilities</b>	<b>51 797</b>	<b>-</b>	<b>65</b>	<b>30 646</b>	<b>1 070</b>	<b>83 578</b>
Income statement						
Net interest income	(918)	-	9	(106)	113	(902)
Interest income	628	-	9	7	115	759
Interest expense	(1 546)	-	-	(113)	(2)	(1 661)
Net fee and commission income	(95)	-	4	926	39	874
Fee and commission income	368	-	4	2 294	45	2 711
Fee and commission expense	(463)	-	-	(1 368)	(6)	(1 837)
Other income	17	-	-	434	-	451
Other expense	15	-	-	(3 176)	-	(3 161)
<b>Total income statement</b>	<b>(981)</b>	<b>-</b>	<b>13</b>	<b>(1 922)</b>	<b>152</b>	<b>(2 738)</b>
Off-statement of financial position items						
Commitments and contingent liabilities	58 951	-	-	5 754	10	64 715
Guarantees received	24 441	-	-	-	-	24 441
Notional amount of derivatives	1 212 633	-	-	3 156	-	1 215 789

The table excludes the fair value of derivatives.

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**NOTE 40 - RELATED PARTY TRANSACTIONS (continued)**

The interest rate of other demand deposits and loans and advances from related parties varied in a range of -0,35 and 2.98 percent in 2017 (0 and 3.84 percent in 2016). Deposits due to related parties bear a minimum interest rates of 0 and a maximum interest rate of 2.76 percent in 2017 (0 and 2.76 in 2016). For interest rate conditions of subordinated liabilities see Note 15.

***Transactions with key management***

The Group's key management includes the members of the executive committee, senior executive directors and executive directors.

***Loans***

In accordance with the Group's internal policy, all employees of the Group, including key management may apply for interest-free loans or for loans with favourable conditions. Interest-free loans are only provided in line with relevant local laws (i.e. for housing, if the claimant and the property fit pre-defined requirements). Favourable conditions include a waiver of handling fees and lower than market interest rates.

The outstanding amount of the housing loans of key management at 31 December 2017 was HUF 411 million (HUF 370 million at 31 December 2016), with the long-term maturity obligations ranging from 15-20 years.

***Deposits***

In accordance with the Group's internal policy, all the employees of the Group, including key management staff are entitled to have a bank account and a securities/bond account with condition of K&H 4000+ account package offered for companies with number of employees over 4 000. According to this package the interest paid on deposit is the basic interest rate of the Hungarian National Bank less 3.25% but if it is negative, then the interest rate for the K&H Demand Deposit Account.

At 31 December 2017 the outstanding amount of deposits was HUF 613 million (HUF 606 million at 31 December 2016). In 2017 the Bank paid HUF 1 million interest on these deposits (HUF 2 million in 2016).

***Staff expenses***

The following amounts have been recorded related to key management personnel:

<b>Type of benefit</b>	<b>2017</b>	<b>2016</b>
	<b>MHUF</b>	<b>MHUF</b>
Short-term employee benefits	2 380	2 174
Other long-term benefits	29	32
Share based payment (cash settled)	103	113
Total benefits	<u>2 512</u>	<u>2 319</u>

The liability of HUF 172 million (HUF 242 million in 2016) resulting from the carrying amount of share based payment is recorded as other liability in the consolidated statement of financial position.

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**NOTE 40 - RELATED PARTY TRANSACTIONS (continued)**

*Share based payment*

The Group applies specific rules for Key Identified Staff (KIS). The performance-based remuneration of Key Identified Staff is awarded in a manner which promotes sound risk management and does not induce excessive risk-taking. This is ensured by specific rules, which are applicable to the variable remuneration of Key Identified Staff:

- At least 40% of variable remuneration awarded to Key Identified Staff may not be paid straightaway and its payment is spread over a period of three to five years;
- Half of the total amount of variable remuneration for Key Identified Staff is awarded in the form of non-cash instruments (phantom shares) with a one-year retention period;
- No advance payments may be made in relation to the variable component and claw-back/holdback is put in place (evidence of misconduct or serious error; significant deterioration in the financial performance of the Group; major shortcomings in risk management; significant changes in the economic or regulatory capital base of the Group).

Key Identified Staff who are allocated variable compensation of less than the amount stated in the Remuneration Policy are considered exempt Key Identified Staff. (In this case, variable remuneration is not subject to three years' deferral and payment in non-cash instruments, but 100% of the variable remuneration is settled upfront in cash.) The employees whose variable remuneration is subject to deferral and payment in non-cash instruments are called material Key Identified Staff.

*Structure for 2017 variable compensation of material Key Identified Staff*

Individual variable remuneration awarded for 2017 performance year

	Upfront part		Deferred part	
	Cash (50% of Upfront)	Non-cash instrument (50% of Upfront)	Cash (50% of Deferred)	Non-cash instrument (50% of Deferred)
In case of KBC SGM-s	(40% of award)		(60% of award)	
In case of all KIS whose variable compensation is below the limit prescribed in the Remuneration Policy	(60% of award)		(40% of award)	
In case of all KIS whose variable compensation is equal to or exceeds the limit prescribed in the Remuneration Policy	(40% of award)		(60% of award)	
Vesting schedule	fully vested at grant	fully vested at grant	3/5-year equal vesting tranches	3/5-year equal vesting tranches
Retention period		retention period ends April 2019		retention period ends one year after vesting

The cash is payable following vesting. The non-cash instrument is payable following the retention period.

The number of phantom shares to which each Key Identified Staff is entitled is calculated based on the average price of the KBC share during the first three months of the year following the year to which the variable remuneration relates. Phantom shares are converted into cash on the basis of the average price of the KBC share during the first three months of the pay-out year.

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	2017		2016	
	number of shares	weighted average share price* HUF/share	number of shares	weighted average share price* HUF/share
Outstanding as at the beginning of the period	11 232	13 924	15 052	11 748
Granted	2 304	18 692	4 075	15 501
Exercised	(5 956)	13 084	(7 895)	10 121
Transferred**	(925)	13 084	-	-
Outstanding as at the end of the period	<u>6 655</u>	<u>16 884</u>	<u>11 232</u>	<u>13 924</u>

\*Share prices as at the grant date weighted by the number of shares granted at that date.

\*\*Shares granted to employees moving between KBC entities during the year may increase/decrease the number of shares to be exercised or paid off by the Group. These changes are presented as transferred shares. Transferred shares also include no longer payable deferred amounts due to employment termination.

The value of the phantom shares outstanding as at 31 December 2017 based on the year-end closing price of KBC shares was 22 074 HUF/share (17 459 HUF/share as at 31 December 2016).

There were no shares exercisable as at 31 December 2017 (and as at 31 December 2016).

The weighted average share price of shares converted to cash as at the date of the exercise was 18 692 HUF/share in 2017 (15 501 HUF/share in 2016).

The weighted average remaining contractual life of phantom shares outstanding as at 31 December 2017 is 14 months (12 months as at 31 December 2016).

The Group applied the share based payment plan for the 2017 performance as well.

As at 31 December 2017 the information related to the number of phantom shares for the 2017 performance is not available, since the first grant date is in April 2018.

From the grant date phantom shares are valued based on the quoted market prices of KBC shares. No intrinsic value is recorded.

**K&H BANK ZRT.****CONSOLIDATED FINANCIAL STATEMENTS  
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**NOTE 41 – DEFINED BENEFIT PLAN**

A part of the Bank's employees are entitled to participate in defined benefit plan founded by the Bank. The amount of benefits to be provided depends on the employee's length of service in a certain past period and the level of reference interest rate. The future payments regarding to the plan have no significant effect on the Bank's cash flow.

The table below presents the reconciliation of defined benefit obligations recorded as other liabilities.

	<u>2017</u> <u>MHUF</u>	<u>2016</u> <u>MHUF</u>
Defined benefit obligations at the beginning of the period	516	1 047
Current service cost	-	(562)
Interest cost	16	31
Actuarial gains and losses arising from changes in financial assumptions	(45)	-
Benefits paid	(20)	-
Past service cost, including gains and losses arising from settlements	<u>(36)</u>	<u>-</u>
Defined benefit obligation at end of the period	<u>431</u>	<u>516</u>

Interest cost on defined retirement benefit plans are recorded as interest expense in the consolidated income statement (see Note 3). Current service cost includes the effect of the renegotiation of defined benefit plans. Current service costs, benefits paid and past service costs are recorded as staff expenses in the consolidated income statement. Actuarial gains and losses arising from changes in financial assumptions are accounted directly in other comprehensive income.

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#### NOTES TO THE FINANCIAL STATEMENTS

##### NOTE 42 – AUDITOR’S REMUNERATION

	<u>2017</u> <u>MHUF</u>	<u>2016</u> <u>MHUF</u>
Fees for the statutory audit services	236	180
Fees related to permitted non-audit services provided by the statutory auditor	20	-
Fee related to services provided by other audit Firms	439	3
Total fees paid to audit firms	<u>695</u>	<u>183</u>

The amounts in the table above include VAT.

The Group is provided with statutory audit services by PricewaterhouseCoopers Könyvvizsgáló Korlátolt Felelősségű Társaság.

Non-audit services provided by the statutory auditor includes professional education and audit reports on special lending activity.

HUF 439 million fee was paid to other audit firms for the feasibility study of a new online lending solution and audit activity related to properties.

##### NOTE 43 – SUBSIDIARIES AND ASSOCIATES

	<u>Principal activities</u>	<u>Effective Shareholding 2017</u> %	<u>Effective Shareholding 2016</u> %
<b>Fully consolidated subsidiaries</b>			
K&H Jelzálogbank Zrt.	Credit institution	100	100
K&H Autópark Kft.	Operating lease	100	100
K&H Eszközlízing Kft.	Operating lease	100	100
K&H Ingatlanlízing Zrt.	Finance lease	100	100
K&H Befektetési Alapkezelő Zrt.	Fund manager	100	100
K&H Csoportszolgáltató Kft.	Group service center	100	100
K&H Equities Zrt.	Business and management consultancy	100	100
K&H Faktor Zrt.	Other financial services	100	100
<b>Not consolidated investments under control</b>			
K&H csúcstámadás zártkörű alap	Investment fund	91	91
<b>Associates consolidated using the equity method</b>			
HAGE Zrt.	Meat processing	25	25

The Group owns 91% of the equity instruments in K&H csúcstámadás zártkörű alap. The investment fund is managed by K&H Befektetési Alapkezelő Zrt., one of the Bank’s subsidiaries therefore the Group has control over the fund. The fund is recorded as held-for-trading equity instrument in the consolidated financial statements and is valued at fair value. The Group does not consolidate the fund considering that changing the valuation (consolidation versus valuation at fair value) would have an immaterial impact on the financial figures presented in the consolidated financial statements.

The principal place of business of the companies mentioned in the table is Hungary.

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**NOTES TO THE FINANCIAL STATEMENTS**

**NOTE 44 – SUBSEQUENT EVENTS**

There were no subsequent events to be reported till the approval of the Consolidated Financial Statement.

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**NOTES TO THE FINANCIAL STATEMENTS**

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**NOTE 45 – RISK MANAGEMENT**

***45.1 General***

The Group is not only a universal commercial bank and a major player in the Hungarian market but also part of the KBC Group. As such the activities of the Group cover a wide range including the retail, corporate and the professional money market segments. In its role as a financial intermediary, the Group faces different uncertainties presenting both risk and opportunity at the same time. The challenge for management is to determine how much uncertainty to accept as it strives to grow stakeholder value.

Risk management makes it possible for senior management to effectively deal with this uncertainty and the risks and opportunities linked to it, enhancing the capacity to build value. Therefore at both KBC Group and K&H Group value and risk management is based on the following fundamental principles:

- Value, risk and capital management are inextricably linked to one another.
- Risk management is approached from a comprehensive, enterprise- wide angle, taking into account all the risks a company is exposed to and all the activities it engages in.
- Primary responsibility for value and risk management lies with line management, while within Capital and Risk Oversight (CRO) Services Division separate Value and Risk Management departments – operating independently of line management – perform advisory, supporting and supervisory role.
- Every material subsidiary is required to adhere to the same risk governance model as the parent company.

The Group risk management activity is primarily based on the on-going Internal Capital Adequacy Assessment Process (ICAAP) that is aligned with international standards and KBC Group principles. The ICAAP is subject of annual Supervisory Review and Evaluation Process (SREP) conducted by the local supervisor in the frame of Joint Capital Decision of home and host supervisors.

The Group has Recovery Plan prepared according to the guidelines set out by local supervisor.

***Risk management governance model***

The risk management governance model seeks to define the responsibilities and tasks of various bodies and persons within the organisations with a view to ensuring the sound management of value creation and all the associated risks to which the banking and insurance businesses are exposed. The Group's risk governance model is organised in three tiers:

- Overarching company and risk committees are the Board of Directors (BoD), the Audit Board (AB), Risk and Compliance Committee (RCC), the Executive Committee (ExCo), the Country Team (CT) and the Capital and Risk Oversight Committee (CROC). These committees concentrate on overarching risk management and on monitoring value creation.
- Specialised risk councils (Credit Risk Council (CRC), Trading Risk Councils (TRC), Operational Risk Councils (ORC) concentrate on implementing a group-wide framework for one particular type of risk and monitoring the associated risk management process. The risk councils are composed of representatives from line management and relevant Value and Risk Management departments.
- Line management and activity-specific committees have primary responsibility for value and risk management on the operational level. Whereas Value and Risk Management departments measure risks, economic capital and value creation for all relevant business entities and reports their findings directly to line management and the relevant activity-specific committees.
- Within CRO Services Division the Risk Integration and Support Directorate is dedicated to overarch the three existing risk centres of competence (Credit Risk, Market and Liquidity Risk and Non-financial Risks), enhance coordination and report to senior management regarding value creation, risk and capital.

The Board of Directors and the Risk and Compliance Committee have an important role to play in value creation and risk governance. Regular reporting to the Risk and Compliance Committee ensures that there is an ample flow of information to the relevant members of the Board over the course of the year. Moreover, through the involvement of the entire Board in the annual round of approvals of risk-tolerance limits, the Board is able to take informed decisions on the degree of risk it finds acceptable for the Group and on the adequacy of the risk management structure.



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**NOTES TO THE FINANCIAL STATEMENTS**

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**NOTE 45 – RISK MANAGEMENT (continued)**

*Risk measurement and – monitoring*

Risk measurement and monitoring in general includes the following sub-processes:

- Identification of risks is a process of discovering and defining material risks, namely those risks that could have a positive or negative impact on the financial position of the Group. Identification of risks is further ensured with setting up New and Active Products Process (NAPPs) in all business domains.
- Measurement of risks; qualitative and quantitative assessment of exposure to risk. The Group uses amongst others the following risk measures for the following most significant risk types:
  - Credit default and migration risks: nominal positions (outstanding/exposure), PD (probability of default), LGD/EL (loss given default/expected loss), credit concentration ratios, loan delinquency ratios, renegotiated loan ratios, credit loss ratios, RWA, stress test results;
  - Trading risk: BPV (basis point value), historic VaR (value at risk), and stress test results;
  - ALM (asset-liability management) risk: BPV, results of stress test on interest income, parametric VaR;
  - Operational risk: KRI (key risk indicator), results of risk self-assessment, level of compliance with Group Standards, availability of crisis management plans;
  - Liquidity risk: liquidity gaps, loan-to-deposit ratio, liquidity coverage ratio (LCR), net stable funding ratio (NSFR), liquidity concentration ratios, stress test results.
- Setting limits; is a way of authorizing specific forms of risk taking. A limit indicates how much risk the Group considers being 'an acceptable maximum' for a portfolio or a segment of a portfolio. They reflect the general risk appetite, set by the Board of Directors. This general risk appetite cascades down in specific risk limits or tolerances that reflect the degree of acceptable variation to the achievement of objectives. Risk limits are agreed upon by the Board of Directors.
- Reporting; delivery of risk measurement results and compliance with the limits (comparison of risk exposure with the risk limit) to the decision makers (relevant risk committees) in a structured format. The main types of reports used in the Group:
  - exposures to key risk types
  - key risk indicators
  - limit breaches
  - losses
  - advice from risk management department regarding the risk response.

A dual reporting system by the local value and risk departments exists: hierarchical reporting to the local Executive Committee via the local risk committees, and functional reporting via the KBC Group Value and Risk Management to the group risk committees and on to the KBC Group Executive Committee.

- Monitoring and response to shortcomings; the purpose of responding to risks is to constrain threats and take advantage of the opportunities. Management (or respective decision makers) need to come up with a response to risk and define, implement and execute controls instruments that help to achieve a residual risk level aligned with the Group's risk limits.

The following paragraphs deal with each of the material risk types in more detail.

**45.2 Liquidity risk and funding management**

Liquidity is the ability of the Group to fund increases in assets and meet obligations as they come due, without incurring unacceptable losses. The fundamental role of the Bank in the maturity transformation of short-term deposits into long-term loans makes the Bank inherently vulnerable to liquidity risk both of an institution-specific nature and that which affects markets as a whole. Liquidity risk management is of paramount importance because a liquidity shortfall at a single institution can have system-wide repercussions. Financial market developments in the past decade have increased the complexity of liquidity risk and its management.

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**NOTE 45 – RISK MANAGEMENT (continued)**

The objective of the liquidity risk management framework is to limit liquidity risks by taking into account an adequate level of funding, the potential growth of the Group, and in considering liquidity shocks to guarantee the availability of sufficient cash flow to meet all of the Group's financial commitments:

- in a normal business environment;
- under extreme circumstances (shocks);
- and on different time horizons (short, medium and long term).

The Group assesses the following liquidity risk aspects:

- Short-term liquidity risk represents the risk that the Bank will not be able to meet its payment obligations in full or in time. Short-term liquidity risk is measured up to 30-90 working days.
- Long-term liquidity risk represents the risk that additional refinancing funds will be available only at higher market interest rates. Long-term liquidity risk is measured from 1 year onwards.
- Concentration liquidity risk occurs when the Bank has an excessive level of exposure to individual depositor, type of deposit instrument, market segment or currency of denomination, mainly on the liabilities' side. However, concentration liquidity risk can be also due to concentration in a particular on- or off-statement of financial position instrument, which could significantly alter expected cash flows.
- Marketable asset risk represents the risk that the Bank will not be able to liquidate assets on the market only at a discount.

The core collateral pool (liquidity buffer or liquidity reserve) is considered as the liquidity resource of the Group. The Group maintains adequate liquidity resources at all times, both as to amount, maturity and quality, to ensure that the Group can continue to meet its liabilities as they fall due, both in normal and stressed times.

The structure of the core collateral pool reflects the Group's market position, and advantages resulting from the composition of shareholders and various internal and external prudential expectations such as:

- Attracting significant client funds (both corporate and retail);
- Having (indirect) access to international capital markets, funds provided by KBC Group (parent company);
- Keeping the cost of funding to a minimum, while maintaining competitiveness (prices should be in line with the rates of other key players in the market);
- Avoiding as much as possible reliance on volatile deposits;
- Offering full service to clients with the widest possible array of financial products.

The Group maintains adequate balances on its accounts with the National Bank of Hungary and foreign correspondents to continuously meet its obligations.

For the expected maturity of assets and liabilities see Note 23.

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**NOTE 45 – RISK MANAGEMENT (continued)**

The following tables present the future undiscounted cash flows of financial liabilities and commitments and contingent liabilities by remaining contractual maturity as at 31 December 2017. For held-for-trading derivatives fair values are disclosed in the table.

	Held-for-trading derivatives	Held-for-trading short positions in debt instruments	Designated at fair value through profit or loss	Hedging derivatives	Measured at amortised cost	Total
	MHUF	MHUF	MHUF	MHUF	MHUF	MHUF
Financial liabilities						
On demand	-	-	-	-	2 044 439	2 044 439
Less than three months	2 242	7 910	9 884	163	108 019	128 218
More than three months but not more than one year	3 509	873	31 591	1 471	131 201	168 645
More than one but not more than five years	21 382	-	79 763	3 078	160 618	264 841
More than five years	504	-	-	-	89 751	90 255
Total	<u>27 637</u>	<u>8 783</u>	<u>121 238</u>	<u>4 712</u>	<u>2 534 028</u>	<u>2 696 398</u>

	Commitments to extend credit	Guarantees	Letters of credit	Total
	MHUF	MHUF	MHUF	MHUF
Commitments and contingent liabilities				
On demand	582 213	214 159	16 227	812 599
Less than three months	-	81	-	81
More than three months but not more than one year	-	-	-	-
More than one but not more than five years	-	-	-	-
More than five years	-	-	-	-
Total	<u>582 213</u>	<u>214 240</u>	<u>16 227</u>	<u>812 680</u>

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**NOTE 45 – RISK MANAGEMENT (continued)**

The tables below present the future undiscounted cash flows of financial liabilities and commitments and contingent liabilities by remaining contractual maturity as at 31 December 2016. For held-for-trading derivatives fair values are disclosed in the table.

	Held-for-trading derivatives	Held-for-trading short positions in debt instruments	Designated at fair value through profit or loss	Hedging derivatives	Measured at amortised cost	Total
	MHUF	MHUF	MHUF	MHUF	MHUF	MHUF
Financial liabilities						
On demand	-	-	41	-	1 364 741	1 364 782
Less than three months	2 851	9 824	24 761	-	244 494	281 930
More than three months but not more than one year	5 031	-	55 864	1 038	109 548	171 481
More than one but not more than five years	8 138	-	138 219	3 416	247 748	397 521
More than five years	9 951	-	3 568	399	99 164	113 082
Total	<u>25 971</u>	<u>9 824</u>	<u>222 453</u>	<u>4 853</u>	<u>2 065 695</u>	<u>2 328 796</u>

	Commitments to extend credit	Guarantees	Letters of credit	Total
	MHUF	MHUF	MHUF	MHUF
Commitments and contingent liabilities				
On demand	373 524	153 748	11 752	539 024
Less than three months	-	-	-	-
More than three months but not more than one year	-	-	-	-
More than one but not more than five years	-	-	-	-
More than five years	-	-	-	-
Total	<u>373 524</u>	<u>153 748</u>	<u>11 752</u>	<u>539 024</u>

The Group's exposure to the risk arising from the outflows of cash or other financial asset which can occur significantly earlier or can be for significantly different amounts from the data presented in the tables above is immaterial.

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**NOTES TO THE FINANCIAL STATEMENTS**

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**NOTE 45 – RISK MANAGEMENT (continued)**

The Group uses different ratios to measure and limit liquidity risk that arises from financial intermediation. The operational liquidity is monitored via limits on the unsecured liquidity gap, stress tests and “Basel III” and local regulatory liquidity indicators. From a structural liquidity point of view a group wide stable funding ratio is used. The Group is also analysing liquidity stress test results.

*Operational liquidity* is measured by the unsecured liquidity gap limit. The operational liquidity gap is the difference between the cash in and outflows in different time horizons (5 day, 30 days) and an internal limit was set for the gap to be covered by National Bank of Hungary eligible collaterals. The Group had sufficient liquidity gap surplus in 2017 and 2016, having increasing reliance on sight deposits.

**Liquidity stress tests**

Contingency liquidity risk is assessed in the Group on the basis of several liquidity stress scenarios. The aim of the stress tests is to measure how the liquidity buffer of the Group evolves under stressed scenarios. For each scenario the evolution of the liquidity buffer is calculated: this is the amount of excess liquidity per time bucket. Excess liquidity is the amount of cash that is available which is not required to cover immediately maturing liabilities. The simulated liquidity buffer is the sum of two components: the expected cash evolution under stressed scenarios and the expected liquidity increasing actions under stressed scenarios. In essence, there are four different types of stress tests: K&H specific empirical scenario, 2013’s Cyprus banking crisis inspired empirical scenario, Combined general market turmoil and Central Europe specific scenarios, and a reverse stress scenario. Under all scenarios the Group would achieve the internally set survival period of one month and also the time to wall period is indicated which is sufficiently remote in each stress test.

**Basel III and regulatory ratios**

LCR and NSFR ratios prescribed in regulation from Basel III origin on liquidity measurement are calculated and reported regularly as key liquidity risk measure. Effective LCR threshold is 100% since 1 October 2015, the Group’s LCR ratio stood at 166% at the end of 2017 and at 176% at the end of 2016 meeting all time the regulatory minimum requirement. NSFR’s 100% regulatory compliance is postponed from beginning of 2018, but that does not restraint the Group from monitoring it. The Group stood at 144% at the end of 2017 and at 148% at the end of 2016.

**45.3 Market Risk**

Market risk is the risk that the fair value or future cash flows of financial instruments will fluctuate due to changes in market variables such as interest rates and foreign exchange rates. The Group classifies exposures to market risk into either trading or non-trading portfolios.

***Market risk – trading***

The Group is exposed to market risk via the trading books of the Bank’s dealing room and via the FX exposure of the subsidiaries. The Group has set limits on the level of market risk that may be accepted. The Group applies VaR methodology to assess the market risk positions held and to estimate the potential economic loss based on a number of parameters and assumptions for various changes in market conditions. VaR is defined as an estimate of the amount of money that can be lost on a given portfolio due to market risk, over a defined holding period, to a given confidence level. The measure only considers the market risk of the current portfolio and does not attempt to capture possible losses due to further trading or hedging, counterparty default or operational losses.

In practice the actual trading results will differ from the VaR calculation and in particular, the calculation does not provide a meaningful indication of profits and losses in stressed market conditions. To determine the reliability of the VaR models, actual outcomes are monitored regularly to test the validity of the assumptions. Market risk positions are also subject to regular stress tests to assess if the Group would withstand market shocks.

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**NOTE 45 – RISK MANAGEMENT (continued)**

There are a number of different approaches used in the industry to generate VaR, with each having a varying level of suitability for different sizes and types of portfolios. The Group has chosen to use the historical VaR methodology to measure and manage market risks in the trading book.

The hVaR approach uses the actual historic market performance to simulate possible future market evolutions. The hVaR methodology does not rely on assumptions regarding the distribution of price fluctuations or correlations, but is based on patterns of experience over the previous two years (500 scenario dates). The hVaR that the Group applies is an estimate - using a confidence level of 99% and ten-day holding period. The use of the 99% confidence level means that, within a one day horizon, losses exceeding the VaR figure should occur, on average, once every hundred days. However, the VaR method will not tell us how much we will lose on that day, only that it is expected to exceed a certain amount. HVaR has rapidly become the standard VaR approach in large, internationally active banks. Moreover, hVaR provides a much better fit with the increased emphasis on scenario-based risk management, which includes stress testing.

Beside the hVaR calculations and stress-test risk concentrations are also monitored via secondary limits: FX concentration limits to limit FX risk stemming from a particular foreign currency position, and basis-point-value (BPV) limits for interest rate risk. BPV limits are set per currency and per time bucket.

VaR results can be presented as follows:

	<u>Foreign exchange</u> MHUF	<u>Interest rate</u> MHUF	<u>Total VAR</u> MHUF
2017 – 31 December	52	156	150
2017 – Average daily	71	162	189
2017 – Highest	250	374	372
2017 – Lowest	11	87	92
2016 – 31 December	39	150	153
2016 – Average daily	97	372	387
2016 – Highest	369	627	659
2016 – Lowest	16	148	151

The Group's average limit utilization was well below the hVaR limit.

The Group does not have exposure to direct equity risk. Trading portfolio buy back notes in closed and open-end capital protected funds from K&H Asset Management Funds so as to assure secondary market for these notes. Typically all funds are made of deposit and different option structures. The trading risk is managed with a EUR 5 million net nominal limit on these notes and above one year maturity all components are fully hedged. The structure of notes which are kept in trading book is dismantled and the option part is hedged back-to-back within the limits.

***Market risk – Non-trading***

The Capital and Risk Oversight Committee (CROC) is responsible for controlling the value creation, the maturity transformation and the market risks of the banking book. Risk tolerance levels are allocated by KBC Group and approved by the K&H Board of Directors.

Majority of the Group's ALM risks are interest rate related risks; consequently the tolerance level is limited in BPV terms (10-basispoint upward parallel yield curve shift impact on net present value). The interest rate risk is also measured with scenario analyses (including stressed environment). ALM-Capital Model determines the amount of capital that is required in view of the ALM risk profile in the banking book. ALM-CM measures the impact of very severe events on the Available Capital under Pillar I. Banking book's inherent risks are interest rate risk, inflation, real estate and equity risk that are measured and monitored according to the Group approach. Foreign currency risk is not inherent in the banking book.

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**NOTES TO THE FINANCIAL STATEMENTS**

**NOTE 45 – RISK MANAGEMENT (continued)**

The BPV tables below present the results of reasonable possible changes of the fair value of the financial instruments held at fair value on 31 December 2017 and 2016. Possible alternatives were calculated based on the scenarios of 10, 100, and 200 basis point parallel shifts in yield curves. The banking book is limited in BPV by an internally set limit. The results contain the impact of derivative exposures too.

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**NOTE 45 – RISK MANAGEMENT (continued)**

UP Scenarios, 31 December 2017	denomination	Sensitivity of equity	Sensitivity of profit or loss	Total sensitivity
		MHUF	MHUF	MHUF
10 bp parallel up	CHF	-	-	-
	EUR	(28)	(198)	(226)
	HUF	(749)	(1 275)	(2 024)
	USD	-	(1)	(1)
10 bp parallel up total		(777)	(1 474)	(2 251)
100 bp parallel up	CHF	-	-	-
	EUR	(274)	(1 936)	(2 210)
	HUF	(7 259)	(12 445)	(19 704)
	USD	-	(11)	(11)
100 bp parallel up total		(7 533)	(14 392)	(21 925)
200 bp parallel up	CHF	-	-	-
	EUR	(542)	(3 777)	( 4 319)
	HUF	(14 026)	(24 235)	(38 261)
	USD	-	(21)	(21)
200 bp parallel up total		(14 568)	(28 033)	(42 601)
DOWN Scenarios, 31 December 2017	denomination	Sensitivity of equity	Sensitivity of profit or loss	Total sensitivity
		MHUF	MHUF	MHUF
10 bp parallel down	CHF	-	-	-
	EUR	28	199	227
	HUF	755	1 282	2 037
	USD	-	1	1
10 bp parallel down Total		783	1 482	2 265
100 bp parallel down	CHF	-	-	-
	EUR	282	2 036	2 318
	HUF	7 793	13 151	20 944
	USD	-	10	10
100 bp parallel down total		8 075	15 197	23 272
200 bp parallel down	CHF	-	-	-
	EUR	572	4 177	4 749
	HUF	16 167	27 063	43 230
	USD	-	21	21
200 bp parallel down total		16 739	31 261	48 000



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**NOTE 45 – RISK MANAGEMENT (continued)**

UP Scenarios, 31 December 2016	denomination	Sensitivity of equity	Sensitivity of profit or loss	Total sensitivity
		MHUF	MHUF	MHUF
10 bp parallel up	CHF	-	-	-
	EUR	(293)	102	(191)
	HUF	(643)	-	(643)
	USD	-	(10)	(10)
10 bp parallel up total		(936)	92	(844)
100 bp parallel up	CHF	-	-	-
	EUR	(2 856)	997	(1 859)
	HUF	(6 287)	36	(6 251)
	USD	-	(101)	(101)
100 bp parallel up total		(9 143)	932	(8 211)
200 bp parallel up	CHF	-	-	-
	EUR	(5 555)	1 938	(3 617)
	HUF	(12 272)	144	(12 128)
	USD	-	(196)	(196)
200 bp parallel up total		(17 827)	1 886	(15 941)
DOWN Scenarios, 31 December 2016	denomination	Sensitivity of equity	Sensitivity of profit or loss	Total sensitivity
		MHUF	MHUF	MHUF
10 bp parallel down	CHF	-	-	-
	EUR	295	(103)	192
	HUF	646	1	647
	USD	-	10	10
10 bp parallel down Total		941	(92)	849
100 bp parallel down	CHF	-	-	-
	EUR	3 023	(1 060)	1 963
	HUF	6 615	44	6 659
	USD	-	106	106
100 bp parallel down total		9 638	(910)	8 728
200 bp parallel down	CHF	-	-	-
	EUR	6 227	(2 192)	4 035
	HUF	13 587	177	13 764
	USD	-	217	217
200 bp parallel down total		19 814	(1 798)	18 016

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**NOTES TO THE FINANCIAL STATEMENTS**

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**NOTE 45 – RISK MANAGEMENT (continued)**

*Currency risk*

Currency or foreign exchange (FX) risk basically arises from mismatches in the currency structure of the Group's assets and liabilities. Positions are monitored on a daily basis and the hedging strategy of the Group is to close all material FX positions in the bank's banking book, thus currency risk is managed exclusively within the trading book. Trading FX exposure is managed within the trading limit, and the global hVaR limit of the Group. For details see the market risk-trading section above.

*Fair valuation*

One of the building blocks of a sound market risk management is also the prudent valuation of positions valued at Fair Value. This applies to *HFT instruments*: Held For Trading (adjustments impact P&L), *FIFV instruments*: financial instruments subject to the Fair Value option (adjustments impact P&L) and *AFS instruments*: Available for Sale (adjustments impact equity).

The Group's overall Valuation Framework stipulates that, when available, published independent price quotations from well-established active markets are used to determine Fair Value. In case of non-active markets, other valuation techniques (i.e. mark-to-model) are used in order to arrive at realistic estimates of Fair Value.

Consequently a daily independent valuation of front-office positions is performed by the Treasury Middle Office. Market-observed prices used in the valuation are regularly validated by the Market and Liquidity Risk Department via a formal parameter review process. Apart from market parameters, valuation techniques/models are also subject of independent review by the Market and Liquidity Risk Department.

**45.4 Credit risk**

Credit risk is the potential shortfall relative to the value expected consequent on non-payment or non-performance by an obligor (a borrower, guarantor, counterparty to an inter-professional transaction or issuer of a debt instrument), due to that party's insolvency or lack of willingness to pay, or to events or measures taken by the political or monetary authorities of a particular country. The latter risk is also referred to as 'country risk'.

Credit risk arising from derivative financial instruments is, at any time, limited to those with positive fair values, as recorded in the consolidated statement of financial position. The Group makes available to its customers guarantees which may require that the Group makes payment on their behalf. Such payments are collected from customers based on the terms of the credit contracts. They expose the Group to similar risks to loans and these are mitigated by the same control processes and policies.

Credit risk is managed at both transactional and portfolio level. Managing credit risk at the transactional level means that there are sound procedures, processes and applications in place to estimate the risks before and after accepting individual credit exposures. Managing the risk at portfolio level encompasses periodic reporting on (parts of) the consolidated loan portfolio, monitoring limit discipline and the specific portfolio management function.

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**NOTES TO THE FINANCIAL STATEMENTS**

**NOTE 45 – RISK MANAGEMENT (continued)**

**Credit quality per class of financial assets**

The credit quality of financial assets is managed by the Group using internal credit grades (both on client and facility level). It is the Group's policy to maintain accurate and consistent risk ratings across the credit portfolio. All internal risk ratings are tailored to the various categories and are derived in accordance with the Group's rating policy. The Group deems the client rating calculated on the basis of default-adjusted PD (probability of default) algorithm as the governing rating. The calculation of default-adjusted PD is the automatic calculation of certain criteria of the default concept listed below, based on the figures available in the internal systems of the Group. This facilitates the partially automated default recognition within the clientele with active covenants. Group's assets have been distributed among classes based on the Basel III PD rating for Corporate and SME counterparties, and based on the facility rating for Leasing and Retail exposures according to the table below.

<b>(PD) Debtor rating category</b>	<b>IFRS7 asset class category</b>	<b>Facility rating category</b>
1	High grade	Problem-free, low risk
2		
3	Standard grade	Problem-free, medium risk
4		
5	Sub-standard grade	Problem-free, high risk
6		
7		Monitor
8		
9	Non-performing	Monitor
10		Substandard
11		Doubtful
12		Bad

**Credit risk management at transactional level**

**Acceptance**

Credit proposals are submitted in writing by a commercial entity. Unless a small amount or a low risk is involved, a loan adviser screens the proposals and makes a recommendation. In principle, significant loan decisions are taken jointly by two or more managers. Matrices that take account of such parameters as the group risk total, the risk class, type of counterparty (private individuals, companies, etc.), loss given default rate (LGD) determine at what level decisions should be taken. The 'group risk total' is the sum of all credit and limits that all companies in the borrower or counterparty's group already have or have applied for from all KBC group entities. The 'risk class' reflects the assessment of the risk and is determined primarily on the basis of internally developed rating models.

**Supervision and monitoring**

How the credit is monitored is determined primarily by the risk class, determined based on the Probability of Default (PD) classification of the client. The 'normal' loan portfolio is split up into internal rating classes ranging from 1 (lowest risk) to 9 (highest non-defaulted risk). Loans to small and medium-sized enterprises and large corporations in this portfolio are reviewed periodically, at least once a year, however based on risk signals (such as a significant change in the risk class) more frequent, so called ad-hoc monitoring process is initiated. It is not only credit that is monitored, credit decisions are too, as part of the so-called ex-post monitoring procedure, i.e. a member of a credit committee will supervise decisions taken at the decision level immediately below, by checking whether the decision is consistent with the lending policy. Any exposure vis-à-vis a PD8-9 rated client must be monitored more strictly than usual.

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**NOTE 45 – RISK MANAGEMENT (continued)**

Defaulting obligors are put into PD classes 10, 11 or 12. In case of PD class 10 at least one of the following conditions under the definition of “default” is met, but none of conditions defined under PD11-12:

- Specific provision has been raised in relation to the client (for at least one exposure item) or part of its exposure was charged off within one year.
- The credit institution consents to a distressed renegotiation of the credit obligation where this is likely to result in a diminished financial obligation caused by material forgiveness or postponement of principal, interest or –where relevant – fees.
- Forborne exposures in line with the rules of the European Banking Authority (EBA) and Regulation 39/2016 of the National Bank of Hungary.
- If K&H Group or another KBC Bank entity has suspended one or more credit lines, or the continued drawing of a certain credit line, or if K&H Bank receives official information that any other financial institution having a relationship with the client, has suspended one or more credit lines, or the continued drawing of a certain credit line.

Class 11 groups borrowers that have any material amount payable by the client to any member of the KBC Group and that has been overdue for more than 90 days. For overdrafts days past due commence, once an obligor has breached an advised limit or has drawn credit without authorisation and the underlying amount is material. For credit cards the start date of days past due is the due date of the minimum repayment obligation.

Class 12 comprises borrowers if:

- Any member of the KBC Group has fully or partially terminated any exposure in relation with the client.
- Liquidation proceedings have been launched against the client or the Group initiated a liquidation procedure against the client.

**Credit risk management at portfolio level**

Monitoring is also conducted on a portfolio basis, inter alia by means of regular reports on the consolidated credit portfolio. The largest risk concentrations are, in addition, monitored via periodic reports. Limits are in place at borrower or counterparty level and for specific activities. Whereas some limits are still in notional terms, more advanced concepts (such as ‘risk weighted asset’, ‘expected loss’ and ‘loss given default’) are increasingly being used.

**Country risk, banking**

Country risk is managed by setting limits per country and per maturity. It is calculated for each country separately according to a conservative method. Proposals for setting or changing country limits are handled centrally at KBC head office and, after independent credit advice is taken, submitted for approval at the relevant level of decision authority. Before any new transactions are entered into, availability under the country limits and, where relevant, the sub-limits concerned have to be checked.

The following risks are included:

- credit (including so-called medium- and long-term export credit, IFC ‘B’ loans and performance risks);
- bonds and shares in the investment portfolio;
- placements and (the weighted risk for) other transactions between professional clients (such as exchange transactions and swaps);
- short-term commercial transactions (such as documentary credit and pre-export finance).

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**NOTE 45 – RISK MANAGEMENT (continued)**

In principle, individual transactions are charged against country limits according to the following rules:

- in case of fully fledged guarantees the guarantor's country limit is charged for the country risk;
- if a transaction is carried out with the office/branch of a company which has its head office in another country, the transaction will be assigned to the country where the office/branch is located, unless the rating of the country where the head office is located is lower, in which case the transaction will be assigned to this last country;
- exposure in the counterparty's national currency and risks in respect of countries in the euro area are not included, but are reported separately.

The industry breakdown of loans and advances is presented in the table below:

<u>Industry sector</u>	<u>2017</u> <u>MHUF</u>	<u>2016</u> <u>MHUF</u>
Agriculture, forestry and fishing	72 350	74 026
Mining and quarrying	1 091	7 185
Manufacturing	215 924	200 903
Electricity, gas, steam and air conditioning supply	5 399	10 982
Water supply	10 326	9 553
Construction	25 879	25 582
Wholesale and retail trade	120 998	117 993
Transport and storage	61 343	60 738
Accommodation and food service activities	18 042	19 462
Information and communication	3 316	3 302
Financial and insurance activities	6 652	5 104
Real estate activities	104 150	55 250
Professional, scientific and technical activities	38 602	35 295
Administrative and support service activities	7 034	6 219
Public administration and defence, compulsory social security	43	32 212
Education	876	800
Human health services and social work activities	5 828	3 488
Arts, entertainment and recreation	892	445
Central bank	208 455	272 781
Individuals	581 948	539 199
Central governments	34 522	3 128
Municipalities	14 581	8 337
Credit institutions	623 952	521 256
Other services	16 568	3 115
Gross loans and advances	<u>2 178 771</u>	<u>2 016 355</u>
Portfolio-based impairment for loan losses	(3 224)	(3 500)
Specific impairment for loan losses	<u>(30 123)</u>	<u>(39 317)</u>
Total impairment on loans and advances (see Note 25)	<u>(33 347)</u>	<u>(42 817)</u>
Total loans and advances	<u><u>2 145 424</u></u>	<u><u>1 973 538</u></u>

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**NOTE 45 – RISK MANAGEMENT (continued)**

Collateral and other credit enhancements

In compliance with its business policy the Group does not grant collateral-based financing (i.e. financing that is not based on the loan repayment capacity of the client), however, there is one exception to this rule in case of a special credit type when the loan is collateralized with cash deposit. The borrower's cash flow represents the primary – direct – source of loan repayment to the Group.

The inclusion of any type of collateral is subject to the assessment of the credit solvency of the client/guarantor, in the course of which the assets in question must be evaluated in compliance with the concerning internal regulations.

The main types of collateral applied are as follows:

- for retail lending, mortgages over residential real estate,
- for commercial lending, mortgage on real estate properties (both commercial and residential), state and institutional guarantees, and pledge on inventory and trade receivables,
- for securities lending cash deposits or security pledges.

The Group also obtains guarantees from parent companies for loans to their subsidiaries.

Relationship-managers monitor the market value of collaterals, regularly request for a review of the concerning collateral or requests additional collateral behind the deal if necessary. For defaulted counterparties, collaterals are assessed thoroughly to estimate expected recovery in order to set necessary level of impairments.

The carrying amount of investment properties and other assets, which were obtained by the Group by taking possession during 2017 amounted to HUF 882 million (HUF 589 million in 2016).

The Group sells its assets obtained as collateral instead of using them for its operation.

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**NOTES TO THE FINANCIAL STATEMENTS**

**NOTE 45 – RISK MANAGEMENT (continued)****Credit quality of not impaired nor past due assets**

The credit quality of unimpaired and not past due assets as at 31 December 2017 is presented in the table below:

	Cash balances with central banks and other demand deposit with credit institutions	Held for trading	Available for sale	Loans and receivables	Held to maturity	Hedging derivatives	Total
	MHUF	MHUF	MHUF	MHUF	MHUF	MHUF	MHUF
High grade	198 077	86 491	192 352	564 434	423 500	23 064	1 487 918
Standard grade	202 980	9 529	1 856	525 192	-	-	739 557
Sub-standard grade	-	1 980	-	598 544	-	-	600 524
Non-performing	-	-	-	664	-	-	664
Total carrying value	<u>401 057</u>	<u>98 000</u>	<u>194 208</u>	<u>1 688 834</u>	<u>423 500</u>	<u>23 064</u>	<u>2 828 663</u>

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**NOTE 45 – RISK MANAGEMENT (continued)**

The credit quality of unimpaired and not past due assets as at 31 December 2016 is presented in the table below:

	Cash balances with central banks and other demand deposit with credit institutions (reclassified)	Held for trading	Available for sale	Loans and receivables (reclassified)	Held to maturity	Hedging derivatives	Total
	MHUF	MHUF	MHUF	MHUF	MHUF	MHUF	MHUF
High grade	15 039	83 374	191 552	604 580	426 237	16 344	1 337 126
Standard grade	187 931	1 733	1 558	551 797	-	-	743 019
Sub-standard grade	1 357	10 152	-	540 935	-	109	552 553
Non-performing	-	15	-	1 223	-	-	1 238
	<u>204 327</u>	<u>95 274</u>	<u>193 110</u>	<u>1 698 535</u>	<u>426 237</u>	<u>16 453</u>	<u>2 633 936</u>
Total carrying value	<u>204 327</u>	<u>95 274</u>	<u>193 110</u>	<u>1 698 535</u>	<u>426 237</u>	<u>16 453</u>	<u>2 633 936</u>



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**NOTE 45 – RISK MANAGEMENT (continued)**

**Credit risk exposure for each internal risk rating**

The table below includes outstanding exposure of loans and loan commitments to customers and banks (without any money market position). Past due assets are distributed to the internal risk rating classes.

	<b>Historical default rates* 2017</b>	<b>Average unsecured share of exposure 2017</b>	<b>Total 2017</b>	<b>Historical default rates* 2016</b>	<b>Average unsecured share of exposure 2016</b>	<b>Total 2016</b>
	<b>%</b>	<b>%</b>	<b>MHUF</b>	<b>%</b>	<b>%</b>	<b>MHUF</b>
High grade	0.00	50.77	198 149	0.00	60.97	191 516
Standard grade	0.20	57.83	660 766	0.14	53.53	625 902
Sub-standard grade	3.41	38.77	553 153	3.23	38.28	590 813
Impaired	100.00	21.38	107 879	100.00	23.14	134 193
Total			<u>1 519 947</u>			<u>1 542 424</u>

\* Impaired portfolio per credit grades compared to last year's total non-impaired portfolio.

**Impairment assessment**

The main considerations for the loan impairment assessment include whether any payments of principal or interest are overdue or there are any known difficulties in the cash-flows of the counterparties, credit rating downgrades, or infringement of the original terms of the contract. The Group addresses impairment assessment in two areas:

- individually assessed impairments
- collectively assessed impairments

**Collectively assessed impairments**

**Portfolio-based impairment**

Impairments are assessed collectively and on a portfolio basis for losses on loans and advances and on loan commitments if there is no objective evidence that an impairment loss has incurred individually (PD1-9 performing). For such loans and receivables impairment losses are recorded on a 'portfolio basis', using IRB Advanced parameters for calculation. This methodology is reviewed regularly.

**Statistical impairment**

Impairments are assessed on a portfolio basis applying statistical methods for losses on loans and advances if there is an objective evidence that an impairment loss has incurred (PD10-12 non-performing), but the loans and advances are not significant individually (including credit cards, residential mortgages and unsecured consumer lending).

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**NOTE 45 – RISK MANAGEMENT (continued)**

**Individually assessed impairments**

Impairments are assessed individually on loans and advances and on loan commitments that are individually significant (> EUR 1.25 million), if there is objective evidence that an impairment loss has occurred (PD10-12 non-performing).

Items considered when determining impairment amounts include the sustainability of the counterparty's business plan, its ability to improve performance once a financial difficulty has arisen, projected receipts, the availability of other financial support and the realisable value of collateral, and the timing of the expected cash flows. The impairment losses are evaluated at each reporting date, unless unforeseen circumstances require more careful attention. The Group records such impairments based on an estimate of the net present value of the recoverable amount.

Provisions on commitments and contingent liabilities shall be created, and impairment for loans and receivables (commitments to clients) accounted for, on the basis of a realistic assessment of the situation so that the provision created and the value of impairment do not exceed the extent of expected future loss.

In some cases no impairment is presented for non-performing loans and advances in the consolidated financial statements. In case of loans and advances converted to HUF according to the Curia Act and derecognised and recognised again under IAS 39 the decrease of the loan's carrying amount resulting from credit quality worsening before the conversion is recorded as adjustment of the carrying amount before any impairment at initial recognition instead of recording impairment.

Statistical and individually assessed impairments are mentioned together as specific impairments in the Group's consolidated financial statements.

**Internal credit risk models and Basel III**

In order to quantify credit risks, the Group has developed various rating models, both for the purpose of determining how creditworthy borrowers are and to estimate the expected loss of various types of transactions. These models support credit risk management in such areas as pricing, the credit process (acceptance and monitoring) and determining portfolio-based impairment. A number of models are uniform throughout the entire KBC Group (for instance, the models for governments, banks, international large companies and project finance), while others have been designed for specific segments (SMEs, private individuals, etc.). The same internal rating scale is used throughout the KBC Group.

From January 2011, these models are also used for calculating the regulatory capital requirements for credit risk according to the Internal Rating Based (IRB) Approach. The Bank used the IRB 'Foundation' Approach until 2015 Q3 when the IRB-Advanced license was granted by the regulator.

The far-reaching introduction of rating models in the branch network has not only stimulated risk-awareness, it has also resulted in the models themselves being constantly tested against the market. Indeed, keeping the rating models up to date is just as important as developing them. An appropriate framework for the governance of the life cycle of risk models is thus in place, with model ownership (the credit function) being separate from responsibility for model validation (the Value and Risk Management Directorate). A central validation unit at KBC Group level and the Chief Risk Officer on local level is responsible for the final validation and approval of all models.

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**NOTE 45 – RISK MANAGEMENT (continued)**

***45.5 Credit risk – forborne loans***

The policy on forbearance is based on the directive of the European Banking Authorities (EBA) harmonizing the definitions of forbearance and non-performing loans within the EU from 30/09/2014 on and on Regulation 39/2016 issued by the National Bank of Hungary.

Forbearance is similar to distressed renegotiations, whereby the bank agrees to renegotiate the existing contracts and obligations for a borrower with financial difficulties in order to avoid default (e.g. in order to avoid overdue interest, rent, capital and/or fees).

Forbearance measures consist of concessions towards a debtor facing or about to face difficulties in meeting its financial commitments.

A concession refers to either of the following actions:

- a) a modification of the terms and conditions of an existing contract because the debtor is considered unable to comply with the terms and conditions of the contract due to its financial difficulties and whereby the modification in principle would not have been granted in case the debtor would not have been in financial difficulties;
- b) a total or partial refinancing of a troubled debt contract because the debtor is considered unable to comply with the terms and conditions of the troubled debt due to its financial difficulties and whereby the partial refinancing in principle would not have been granted in case the debtor would not have been in financial difficulties.

The above means that an exposure should be perceived as forborne in case that two conditions are met:

- a) The bank granted concessions towards the borrower
- b) due to the fact that he borrower has financial difficulties.

The forbearance classification is discontinued when all the following conditions are met:

- the contract is considered as performing, including if it has been reclassified from the non-performing category after an analysis of the financial condition of the debtor showed it no longer met the conditions to be considered as non-performing;
- a minimum 2 year probation period has passed from the date the forborne exposure was considered as performing;
- regular payments of more than an insignificant aggregate amount of principal or interest have been made during at least half of the probation period;
- none of the exposures to the debtor is more than 30 days past-due at the end of the probation period.

A non-performing exposure for which forbearance measurement has been applied cannot be considered as performing for at least one year after the forbearance measurement.

The rating category of the debtor does not improve due to the forbearance measurement. The Group classify borrowers with forborne exposures to at least PD9. In the following cases forborne borrowers are classified to a default status (i.e. at least PD 10):

- a second forbearance during the probation period;
- in case of 30 days past due for an amount exceeding the default materiality threshold of 2% of the exposure or HUF 250 000 during the probation period;
- partial and/or full debt forgiveness.

Forbearance measurement is applied on facility level (not on entire exposure).

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**NOTE 45 – RISK MANAGEMENT (continued)**

The following table presents forborne loans, loan commitments and guarantees in comparison to loans, loan commitments and guarantees for which no forbearance measurement has been applied.

	2017		2016	
	Forborne MHUF	Not forborne MHUF	Forborne MHUF	Not forborne MHUF
Gross loans	35 593	1 742 108	44 038	1 791 609
Specific impairment	(10 963)	(19 160)	(10 681)	(28 636)
Portfolio based impairment	(148)	(3 064)	(274)	(3 226)
Total loans and advances	<u>24 482</u>	<u>1 719 884</u>	<u>33 083</u>	<u>1 759 747</u>

For comparative information to the total loan portfolio see Note 25.

	2017		2016	
	Forborne MHUF	Not forborne MHUF	Forborne MHUF	Not forborne MHUF
Commitments and guarantees	-	812 680	272	707 884
Specific impairment	-	(1 097)	(113)	(1 865)
Portfolio based impairment	-	(277)	-	(257)
Total Commitments and guarantees	<u>-</u>	<u>811 306</u>	<u>159</u>	<u>705 762</u>

The table includes the amount of forborne commitments and guarantees given to corporate clients. There were no forborne commitments and guarantees for which specific impairment was recognised as at 31 December 2017 (HUF 272 million as at 31 December 2016).

The following table explains the change of forborne loans.

	2017 MHUF	2016 MHUF
Balance as at the beginning of the period	33 082	26 039
Loans which have become forborne	1 132	17 717
Loans which are no longer considered to be forborne	(4 377)	(5 458)
Repayments	(15 856)	(7 615)
Change in the impairment of forborne loans	(1 091)	1 684
Other	11 592	717
Balance as at the end of the period	<u>24 482</u>	<u>33 083</u>

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**NOTE 45 – RISK MANAGEMENT (continued)**

	<u>2017</u> <u>MHUF</u>	<u>2016</u> <u>MHUF</u>
Balance as at the beginning of the period	159	110
Other	<u>(159)</u>	<u>49</u>
Balance as at the end of the period	<u>-</u>	<u>159</u>

The Group recorded HUF 1 092 million interest income on forborne loans in the consolidated income statement in 2017 (HUF 1 612 million in 2016).

The following table includes the analysis of forborne loans as at 31 December 2017.

	<u>Impaired</u> <u>MHUF</u>	<u>Past due</u> <u>but not</u> <u>impaired</u> <u>MHUF</u>	<u>Not</u> <u>impaired</u> <u>nor past</u> <u>due</u> <u>MHUF</u>	<u>Total</u> <u>MHUF</u>
Gross loans	26 187	2 473	6 933	35 593
Specific impairment	(10 963)	-	-	(10 963)
Portfolio based impairment	<u>-</u>	<u>(46)</u>	<u>(102)</u>	<u>(148)</u>
Total forborne loans and advances	<u>15 224</u>	<u>2 427</u>	<u>6 831</u>	<u>24 482</u>

The table below presents the analysis of forborne loans as at 31 December 2016.

	<u>Impaired</u> <u>MHUF</u>	<u>Past due</u> <u>but not</u> <u>impaired</u> <u>MHUF</u>	<u>Not</u> <u>impaired</u> <u>nor past</u> <u>due</u> <u>MHUF</u>	<u>Total</u> <u>MHUF</u>
Gross loans	26 610	6 632	10 796	44 038
Specific impairment	(10 681)	-	-	(10 681)
Portfolio based impairment	<u>-</u>	<u>(74)</u>	<u>(200)</u>	<u>(274)</u>
Total forborne loans and advances	<u>15 929</u>	<u>6 558</u>	<u>10 596</u>	<u>33 083</u>

For comparative information to the total loan portfolio see Note 22.

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The disaggregation of forborne loans (net of impairment) by business segments is presented below.

	<u>2017</u>	<u>2016</u>
	<b>MHUF</b>	<b>MHUF</b>
Retail	21 564	29 648
Corporate	2 918	3 435
Total forborne loans and advances	<u>24 482</u>	<u>33 083</u>

The industrial breakdown of forborne loans is included in the table below.

	<u>2017</u>	<u>2016</u>
	<b>MHUF</b>	<b>MHUF</b>
<u>Industry sector</u>		
Agriculture, forestry and fishing	642	751
Manufacturing	2 437	412
Electricity, gas, steam and air conditioning supply	370	539
Construction	-	1 471
Wholesale and retail trade	149	378
Transport and storage	2	21
Accommodation and food service activities	1 850	1 992
Information and communication	2	9
Financial and insurance activities	1 450	445
Real estate activities	2	3
Professional, scientific and technical activities	1	4
Administrative and support service activities	-	-
Individuals	28 688	38 013
Forborne loans and advances - gross	<u>35 593</u>	<u>44 038</u>
Portfolio-based impairment for loan losses	(148)	(274)
Specific impairment for loan losses	(10 963)	(10 681)
Total impairment on forborne loans and advances	<u>(11 111)</u>	<u>(10 955)</u>
Total forborne loans and advances	<u>24 482</u>	<u>33 083</u>

For comparative information to the total loan portfolio see Note 45 – Credit risk.

The table below includes the geographical breakdown of forborne loans.

	<u>2017</u>	<u>2016</u>
	<b>MHUF</b>	<b>MHUF</b>
Hungary	<u>35 593</u>	<u>44 038</u>
Total forborne loans and advances	<u>35 593</u>	<u>44 038</u>

For comparative information to the total loan portfolio see Note 21.

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**NOTE 45 – RISK MANAGEMENT (continued)**

***45.6 Operational risk***

In line with KBC Group, the Group applies the official Basel definition of Operational Risk and Operational Risk Management. Operational risk is the risk of loss resulting from inadequate or failed internal processes, people or systems and from external events. It includes legal and tax risks, but excludes strategic and systemic risks. The Group takes reputation risk into account to a certain level. When controls fail to adequately perform, operational risks can result in financial loss, damage to reputation, have legal or regulatory consequences. The operational risks cannot be completely eliminated; but using sound control framework these risks can be mitigated to an acceptable level.

Processes and risk event types together are used as common and universal/uniform framework of reference for reporting purposes. The Group implemented the use of a uniform set of processes, risk event types, risk mitigating/measuring processes and a toolkit for operational risk management.

The first element of the toolkit is the use of *Group-wide Control requirements (Group Key Controls)* which are the key controls, defined by a centre of competence intended to control or mitigate major inherent risks. All KBC Group entities must implement these Key Controls. The compliance with the Group Key Controls is monitored via a benchmarking (assessment) exercise, assessments which are used to determine the gap between the group-wide requirements and the local practice. The derived action plans are continuously monitored and reported to the Capital and Risk Oversight Committee and Operational Risk Councils. The Local line management is responsible for translating the Group Key Controls into local procedures as well as for the timely and proper implementation of action plans.

*Risk Self-Assessments* aim to identify and assess the operational risk inherent in all material products, activities, processes and systems by the line management with the involvement of other concerned parties.

A '*Case Study Assessment*' is the process of testing the level of the protection of the current control environment against severe operational risk events that have actually happened in the banking and insurance industry by detecting gaps in subsequent control layers.

In line with the guidelines of KBC, the Group collects the *operational loss events* in a unified and integrated database which is also used for analysis and reporting purposes.

The method and framework of *Key Risk Indicators* were implemented in 2009. These are measurable metrics or indicators which help the organization with monitoring the inherent and / or residual exposure to certain key risks, and combine the measurement of risk with the actual management of risk. Changes in the risk exposure versus the risk tolerance of the Group are measured by warning and alert thresholds that are set for each Key risk indicator.

Risk scans for operational, and business and reputation risks were performed there by the main business lines, Information security and ICT (Information and Communication Technology), to assess the most important non-financial risks using a top-down approach.

In order to assure the continuity of its critical business services, the Group has an extensive business continuity framework in place, that includes business continuity plans for material activities, the testing of such plans in order to be prepared for potential crisis situations.

## K&H BANK ZRT.

### CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2017

#### NOTES TO THE FINANCIAL STATEMENTS

##### NOTE 46 – SOLVENCY AND CAPITAL

In accordance with Act CCXXXVII of 2013 on Credit Institutions and Financial Enterprises (banking law) and the EU Regulation No 575/2013 on prudential requirements for credit institutions and investment firms (CRR), the Group must have a minimum capital in place. The Group reports its level of capital adequacy situation to the National Bank of Hungary (MNB) on a quarterly basis and also forecasts are prepared to the Capital and Risk Oversight Committee (CROC) of the Group on a regular basis. When needed, the Group's Executive Committee decides and proposes to KBC Group any necessary steps that the Committee believes need to be taken (such as capital increase, subordinated debt increase, dividend payment etc.).

	<u>2017</u> <b>MHUF</b>	<u>2016</u> <b>MHUF</b>
Tier 1 capital elements	243 828	202 378
Adjustments due to prudential filters	(6 655)	(6 390)
Other transitional adjustments	-	-
Tier 1 total	<u>237 173</u>	<u>195 988</u>
Tier 2 capital elements	39 388	27 992
Other transitional adjustments	-	-
Tier 2 total	<u>39 388</u>	<u>27 992</u>
Guarantee capital	<u><u>276 561</u></u>	<u><u>223 980</u></u>

According to the capital adequacy regulations, the Group's capital adequacy ratio (tier 1 + tier 2; the latter includes subordinated debts) at 31 December 2017 was 16.30% (15.29% at 31 December 2016). The Group fulfilled the capital requirements set by MNB continuously during years 2017 and 2016 and at 31 December 2017 (and at 31 December 2016).

The Bank is required to set aside 10% of its profit calculated as a statutory reserve for use against future losses. The balance of this reserve as at 31 December 2017 was HUF 17 629 million (HUF 13 463 million as at 31 December 2016).

The Bank had distributable reserves of HUF 36 657 million as at 31 December 2017 (HUF 81 808 million as at 31 December 2016).

No dividend is proposed on ordinary shares for 2017 (for more information on the dividend proposed for 2016 and paid off in 2017 see the Consolidated statement of changes in equity).

Approved by the Board of Directors on 13 April 2018.

David Moucheron  
Chief Executive Officer  
Member of the Board

Attila Gombás  
Chief Financial Officer  
Member of the Board





**K&H Bank Zrt.**

**Management report (consolidated)**

**31 December 2017**

On 31 December 2017, the consolidated total assets of K&H Bank Group (hereunder “the Group”) stood at HUF 3,014 billion. As a financial institution which offers banking and insurance products alike and has a nation-wide branch network of 207 branches, the Group offers the full range of financial services to its clients.

## 1. Economic environment

The pace of the economic growth in Hungary accelerated to 4.0 % in 2017 (2016: 2.2%), Household consumption and investments were the main drivers of the growth in 2017. The latter was supported by the accelerated use of EU subsidies, the low interest rate environment and the tight labor market. Construction grew the fastest, but the service sector increased also substantially. The internal and external balance positions of the Hungarian economy remained favorable, although it started to deteriorate somewhat as the consumption and investments accelerated the import. The external debt was decreasing further and its currency composition improved, contributing to the more positive risk assessment/perception of the country. Hungary received two positive rating outlook from international rating agencies in 2017 which is considered as a prelude of further potential upgrades during 2018.

	2016 actual	2017 preliminary
GDP growth	+2.2%	+4.0%
CPI (average)	0.4%	2.3%
Households' consumption	+3.8%	+4.2%
Investments	-16.0%	+25.0%
Unemployment rate	4.4%	3.8%
Budget deficit (ESA) (in % of GDP)	-1.9%	-1.9%
Debt/GDP rate	73.9%	72.1%
Balance of payments (in % of GDP)	+6.2%	+4.1%

Source: MNB, KSH, K&H

In 2017, the European Central Bank continued its aggressive asset purchasing program, while the FED has raised its base rate three more times during the year due to the improving economic figures, additionally it started to consolidate its balance sheet during the Autumn. The National Bank of Hungary (MNB) left the base rate unchanged at 0.9%, and further unconventional monetary policy tools were applied during 2017 with the aim of keeping the interbank and government bond yields at a lower level (further quantitative limitations for 3 month deposit instrument, pumping extra HUF liquidity into the market via FX swaps and reducing the interest paid on overnight deposits placed at MNB). In November further measures were announced to bring down the longer end of the interest rate curve and reduce the steepness of the curve (purchase of mortgage bonds and interest rate swaps with 5 and 10 year tenor).

## 2. The Strategic Objectives of the Group

K&H Bank Group is a universal bank-insurer, providing banking, leasing, asset management and insurance services for individuals and corporate (focusing on SME and Mid-cap) customers.

In order to fulfil our mandate by our shareholder and our clients:

- we put the client at the centre of all our activities
- we provide our clients with easy & smooth access
- we strive to maintain long-term relationship by making the difference through superior service and personal bond
- we combine the best international practice with sound local knowledge.

We want to be the reference in bank-insurance.

Customer strategy:

Retail: customers are served based on the different segments' special needs providing convenient banking and insurance services and superior client experience.

Corporate clients: as a stable and independent advisor, building on personal relationship management and deep customer knowledge, we deliver tailor made and convenient financial solutions that best suit our clients' needs.

Product strategy:

## Retail:

- Innovative saving products and advisory services to keep up our market leader status.
- Growth in lending, based on a good understanding of real client needs and credit risk.
- Strong focus on convenient daily banking services and primary banking relationships.
- Fast and simple processes.

## Small and medium-sized enterprises (SME):

- Reliable and convenient transactional banking services
- More standard products fitting client needs with simple, easy to access services
- Fast and simple lending process to support financing SME businesses

## Corporate:

- Full service provider, emphasis on advisory to provide tailored solutions to our clients.

Strategy on distribution channels:

Multi-channel distribution approach – best fit combination of:

- extensive branch network
- TeleCenter, remote advisory
- e-bank, mobile bank
- tied agents and brokers.

Our intention is to provide a unique customer experience through our seamlessly integrated channels and by offering a simple and easy journey to our clients from the first expression of interest through the application for the product and contracting to the use of our products. To achieve this, the initiatives aimed at digitalization have been supported by 1.5 billion HUF of annual capital expenditures since 2014.

Key differentiators of the Bank Group:

- being close to our clients: easy access both physically (via our large branch network) and digitally (via remote channels);
- K&H Group acts as a full service provider for our clients in banking and insurance (universal financial institution);
- expertise and advice in the whole spectrum of financial services;
- speaking our clients' language (simple and easy solutions, client-friendly communication).

**3. The Group's consolidated activities**

Total assets of the Group amounted to HUF 3,014 bln on 31 Dec 2017 (6.7% growth in 2017).

HUF Billion	31 Dec 2016	31 Dec 2017	Variance
Total assets	2,825.7	3,013.7	+6.7%
Loans and receivables	1,785.3	1,758.5	-1.5%
of which loans to customers	1,179.5	1,313.0	+11.3%
of which loans to financial institutions	589.7	431.3	-26.9%
Deposits from customers	2,131.5	2,287.0	+7.3%
Equity	261.0	267.8	+2.6%

The most important elements of the evolution of the consolidated balance sheet are as follows:

- The decrease in *loans and receivables* is due to technical nature:
  - volume of non-demand deposits type of placements to MNB and other credit institutions significantly decreased during the year (2016: HUF 590 billion, 2017: 431 billion). Cash balances and other demand deposits with MNB, presented under a separate heading in the consolidated statement of financial position, increased in 2017 (2016: HUF 204 billion, 2017: HUF 401 billion).
  - disregarding this the loans to customers show 11% growth compared to 2016: the growth rate of both corporate and retail loan portfolio (+13% and +6%, respectively) exceeded the growth rate of the banking sector both in retail and in corporate segments.
- *Deposits from customers* increased by 7.3% during the year (similarly to lending, all business segments contributed to the volume growth).
- In 2017 December the Group has taken an additional *subordinated loan* of 37 million EUR, approx.11.5 bln HUF. (Total subordinated loan volume stood at HUF 39.4 billion in 2017 and HUF 28.0 billion in 2016).
- *Shareholders' equity* increased by HUF 6.8 billion:
  - the result of year 2017 (HUF +41.8 billion)
  - dividend payment after year 2016 (HUF -38.9 billion)
  - cash flow hedge reserves (HUF -0.2 billion)
  - AFS revaluation reserves (HUF +3.9 billion).

According to the shareholder's resolution there is no dividend payment from the net result of 2017.

HUF Billion	31 Dec 2016	31 Dec 2017
Profit after taxation	38.9	41.8

In 2017 the Group's net result amounted to HUF 41.8 billion (2016: HUF 38.9 billion). Excluding the exceptional gain on VISA shares in 2016<sup>1</sup> net result of 2017 shows 18.6% growth compared to previous year.

The evolution of the main P&L items:

- In comparison with the previous year, *net interest income* increased by nearly 4% (2017: HUF 73.0 billion, 2016: HUF 70.0 billion) due to the increasing loan and deposit volumes compensating the negative impact of low interest environment.
- The 4% increase in *net fee and commission income* (2017: HUF 54.6 billion, 2016: HUF 52.6 billion) is primarily driven by the increased transactional income. Income from mutual funds decreased (investors' attention was shifted towards other type of savings instruments).
- The decrease in *net gains from financial instruments at fair value* (2017: HUF 18.3 billion, 2016: HUF 20.9 billion) is mainly related to the less favourable Treasury income. HUF 0.8 billion income was accounted for in 2017 due to the lending activity related interest rate swap deals (HIRS) linked to the Hungarian National Bank's Market Lending Scheme (PHP).
- *Other net income* includes the recurring effects of the consumer loan settlement and conversion (in 2016 HUF 9.4 billion gain, in 2017 HUF 2.7 bln gain was accounted for as the subsequent adjustment of carrying amount of the converted loans derecognised and recognised in accordance with IAS 39)<sup>2</sup>.

<sup>1</sup> In 2016 VISA Inc purchased VISA Europe. Gain resulting from the sale of our share (HUF 4.6 billion, pre-tax) is presented as part of net realized gains from available-for-sale shares in 2016.

<sup>2</sup> See details in the Consolidate Financial Statements (Note 8)

- *Operating expenses* amounted to HUF 100.2 billion in 2017 (2016: HUF 98.3 billion), disregarding banktax and financial transaction levy there is a 2.8% growth compared to the previous year (higher ICT expenditure due to investment in digitalisation).
- Impairments on loans and receivables amounted to HUF 0.8 billion in 2017 (considering also the subsequent adjustment of carrying amount of the converted loans derecognised and recognised in accordance with IAS 39 accounted for under the heading of "other net income" there is a HUF 3.5 billion positive impact). In Retail business the bank's own and the government's payment easement programs and the generally good economic environment had a sustained positive impact on the portfolio quality and the related credit cost ratio. The portfolio quality and the credit impairment in corporate and SME segments have shown further positive developments in 2017.

Non-performing loans	31 Dec 2016	31 Dec 2017
Retail	18.5%	13.7%
Corporate	3.1%	2.2%
Total	9.8%	7.1%

Detailed description on financial instruments' valuation is included in the consolidated financial statements (in the following notes: 15-22 and 26), while Note 45 in the consolidated financial statements is about risk management.

The business performance of the Group is illustrated by the following figures:

HUF million	2016	2017	variance
Cost / income	61.7%	66.7%	+5.0%
Cost / income *	67.7%	67.9%	+0.2%
Non-interest type income/ total income *	51.8%	50.6%	-1.2%
Fee and commission income / total income *	36.2%	37.0%	+0.8%
Operating income * / average headcount	39.7	40.4	+1.7%
Operating costs / average headcount	24.8	25.9	+4.6%
Operating profit * / average headcount	14.9	14.5	-3.0%
Credit cost ratio	-0.3%	-0.2%	+0.1%
Non-performing loans	9.8 %	7.1%	-2.7%
Loan / deposit ratio	60.5%	61.2%	+0.7%
Capital **/total liabilities	10.2%	10.2%	0%
Capital adequacy ratio (consolidated)	15.3%	16.3%	+1.0%
ROE (based on average balance of equity)	16.0%	16.0%	0%
ROE (based on average balance of equity) ***	14.6%	16.0%	+1.4%
ROA (based on average balance sheet total)	1.4%	1.4%	0%

\* excluding impact of consumer loan settlements (Curia decision) and VISA transaction in 2016

\*\* in addition to equity it also includes subordinated debt capital

\*\*\* excluding impact of VISA transaction in 2016

Considering profitability, the Group is one of the most solid performers in the Hungarian banking sector with stable liquidity and solvency positions.

#### 4. Introduction of strategically important subsidiaries

##### Leasing operation

At the end of December 2017 the Leasing operation consisted of three active legal entities next to the leasing operations performed by the bank (three entities were merged with K&H Bank Zrt. in previous years).

Name	Main profile
K&H Autópark Kft.	Operative leasing, fleet management
K&H Eszközlízing Kft.	Operative leasing (under liquidation)
K&H Ingatlanlízing Zrt.	Financial leasing (real-estate)

On 31 December 2017 the **Group's leasing** portfolio stood at 59 billion, which represents a 24% increase compared to the end of the previous year. Discontinued retail car financing portfolio reduced by 2.4 billion, which is a 77% reduction compared to the end of 2016, while the actively managed portfolio (truck, real estate, machinery & equipment and fleet portfolio altogether) increased by HUF 13.9 billion (31%) compared to the end of 2016.

##### K&H Alapkezelő Zrt. (K&H Fund Management)

The assets managed in investment funds decreased from 812 billion (YE 2016) to 803 billion. The low interest rate environment and still growing penetration of retail government bonds drove to the drop of managed assets in money market and structured funds while there was significant inflow into the balanced, bond and equity funds.

K&H ranks nr. 3 in market share of assets under management among the Hungarian Fund Management companies.

The institutional portfolio increased from 160 billion to 166 billion, thus the total assets managed by K&H FM changed from 972 billion to 966 billion in 2017.

In 2017 eleven derivative closed-end and four balanced fund were launched.

##### K&H Csoportszolgáltató Kft. (K&H Shared Service Center Kft.)

In 2005 K&H Group decided to set up a group services centre under the management of K&H Bank, which is the 100% owner of K&H Csoportszolgáltató Kft. (KHCSK). The purpose of this unit was the centralization and efficient organization of supplementary service activities closely linked to the core activities of individual group members. Comprehensive service activities performed for the group include the management of the real estate portfolio, logistical and bank security tasks, operative business responsibilities (the booking of trade receivables and payables, fixed assets, tax accounting and payroll management) and support of business activities.

The company takes out service level agreements and contracts with individual group members for each individual services.

##### K&H Faktor Zrt. (K&H Factoring Zrt.)

The K&H Factoring Zrt's main activity is factoring (purchase of receivables, financing, discounting). The company's business activities have started in 2010, turnover has been increasing since then (2017: 137 bln HUF, +21% yoy). The amount of trade receivables towards debtors was 16.4 billion HUF on 31 December 2017.

##### K&H Jelzálogbank Zrt. (K&H Mortgage Bank Zrt.)

As from April 1st 2017 the Hungarian National Bank (MNB) implemented a new indicator (Mortgage Financing Adequacy Ratio) to constrain the banking sector level systemic risk of maturity transformation related to the long term HUF retail mortgage loan portfolio. According to the rules, at least 15% of the retail HUF mortgage loan portfolio is to be financed by long-term sources with

maturity over 1 year (be it mortgage bonds or refinancing loans taken out from mortgage credit institutions). The commercial banks had to decide whether they would turn to an existing mortgage bank to refinance part of their retail mortgage loan portfolio or set up a mortgage bank for refinancing purposes. After careful analysis of the market, K&H Bank opted for establishing a mortgage bank in January 2016.

The core business activity of Mortgage Bank (refinancing of retail mortgage loan portfolios of K&H Bank Zrt, mortgage bond issuance) started in Q1 2017, the amount of its issued mortgage bond portfolio is HUF 71 billion on 31 December 2017.

## **5. Non-financial statement**

### K&H sustainability strategy

Sustainability is embedded in the four pillars (bank-insurance, sustainable profitable growth, client centricity, role in society) of the corporate reference strategy and our day-to-day business activities. Sustainability is only possible if we also maintain the trust of the society in which we operate.

We aim to achieve this by acting as a responsible company: being aware at all times of the impact of our operations on society, and responding to society's needs and expectations in a balanced, relevant and transparent way.

### The core of K&H Group sustainability strategy

#### **5.1**

K&H follows strict policies for our activities regarding business ethics and socially sensitive issues, human rights, and reducing our environmental and ecological footprint.

#### Related policies at K&H

Business ethics:

Code of Conduct (2010 March)

Code of Ethics (2010 February)

Socially sensitive issues:

Retail Credit Risk regulations (2013 July)

Personal bankruptcy (2015 September)

Corporate Credit Policy (part of Corporate Decisions regulations)

Accessibility Policy (2016 November) based on Equal access strategy

Human Rights:

Collective Agreement (6A and 6B §)

Environment:

Environmental Policy (2016 September)

Energy Policy (2016 September)

#### **5.2**

We strive to increase our positive impact on society, which includes four focus domains close to our core business: financial literacy, environmental responsibility, stimulating entrepreneurship and health.

#### Financial literacy domain

Our financial education program & contest for primary school children of "K&H Ready, Steady, Money!" was organised for the seventh time in the 2016-2017 school year to encourage children to learn the basics of everyday household finance, thus helping them make smart financial decisions later.

Branch mentor program for schools was also organised with the involvement of branch managers. Results: in 7 years 533 settlements, 992 schools, 7 215 teams and more than 30 000 students participated.

#### Environmental responsibility domain and K&H ecological footprint

Beside helping our clients make smart decisions, we are also responsible for the community and the environment in which we, our private individual and enterprise clients as well as our employees operate. Through our financial intermediary role we have a great influence on the environment our society lives in. Hence, we aim to respond to the environmental needs of the society and contribute to the ability of the members of the society to live a full life today as well as tomorrow. We are engaged to build a sustainable agriculture supporting young agricultural scientists, who design new procedures and may thus change both the future and the general image of the profession. The award is intended to financially support those students in pursuing their studies and research who at the same time wish to focus on the long-term, healthy and sustainable development of the agricultural sector. Results: 167 participants, 21 awards, from 14 universities.

Besides its financial activities, K&H Group lays special emphasis on improving the efficiency of its energy use as part of its sustainable operations. At the end of 2016 K&H Group successfully obtained certification for its integrated environmental and energy management system, becoming the first Hungarian financial institution to operate audited and certified ISO 14001 and ISO 50001 systems.

Completed in 2011, K&H's headquarters was the first office building in Central Europe to earn LEED Gold environmental protection certification for the entire project. The state-of-the-art environmentally friendly technological solutions used in the headquarters building have enabled K&H Group to reduce its per-capita carbon emissions by 36% between 2015 and 2017. In addition, the Group now uses 3% less drinking water, 14% less paper and 8% less energy annually, and it produces 21% less waste than in 2015.

#### Stimulating entrepreneurship domain

In Hungary, about 70% of the companies are family-owned small and medium enterprises which produce more than half of the country's GDP and provide jobs to half of the Hungarian employees.

- K&H "gap in the market" program provides a free-of charge market research for sme companies about local needs, [www.uzletetide.hu](http://www.uzletetide.hu) website can show what products and services are needed and where by local people. Business development support tools for entrepreneurs are provided by K&H. Results: Total page views: 390 977, business ideas: 18 794, votes: 54 775, sme lead: 7 828.
- K&H Family-Owned Business (FOB) Excellence Award provides substantial media coverage for the winners in order to promote and recognize their family-owned businesses' contribution to the Hungarian economy and employer market as well as commitment to the local society. The two award periods concluded 35 applications.
- K&H Family-Owned Business events: we organize these to reach family-owned businesses' owners and succeeding family members to help them in the future growth and sustainability of the company.
- FOB Clubs: events for customers structured to inspire and facilitate peer networking (10 events were organized with 400-500 participating clients)
- Next Generation (NextGen) roundtables are organized to inspire and provide insight into business management. The program was launched in 2015 (38 participants so far).
- K&H NextGen alumni: events for all NextGens (2 events were held so far)

#### Health domain

Research shows that the Hungarian society deems healthcare as one of the most important areas in the country needing support beyond state financing. Our 15 years old K&H MediMagic program has been a committed supporter of child healthcare. We purchase paediatric equipment for hospitals from funding by K&H. We also operate K&H MediMagic story-telling doctors' volunteer program in hospitals



and on youtube, which help kids' recovery with mental support. A total of 390 institutions benefited with equipment worth HUF 619 million in 14 years. 48 672 registered volunteer storytellers, 16 508 reading hours in 46 hospitals. 665 videos uploaded, 75 810 views.

### 5.3.

#### Actions against corruption and bribery, respect for human rights

The Bank Group's Anti-Corruption Program focuses on the following two main objectives:

- defining the criteria and principles that enable the Group's employees and associated persons to avoid conflicts of interest
- developing a group-wide solution for compliance with all the legal requirements arising from regulations

The Program is managed and coordinated by the Bank's Compliance Directorate. Local implementation and compliance is the shared responsibility of all the stakeholders.

Regarding the human rights our company considers the general provisions of internal regulations.

#### Social responsibility

K&H Bank was selected as one of the TOP10 Diverse and Family-Friendly Workplaces in 2013. In both 2014 and 2016, the Bank was awarded a prize in the Large Corporate category of the Family-Friendly Workplace competition, which is judged by the Government. In 2017 we introduced our Senior Program for employees aged over 55 years because we are confident that developing and operating such a program may help them achieve an improved work/life balance and contribute to an increase in the number of healthy and well-functioning families.

At the moment we have 340 employees older than 55 and this will rise by a further 200 in the next 3 years. Our Group provides welfare aid to its employees in need and to its pensioners. In 2017 the Bank spent HUF 45 million on welfare aid; so far, around 850 employees and retired bank employees have received such aid.

Flexible working arrangements allow our employees to manage their time, adjusting it to their family obligations, and to also enjoy greater flexibility in shaping their family lives. Currently, we have around 600 employees with contractually stipulated flexible working arrangements. Taking into account our colleagues' individual needs and job scopes, we granted part-time working arrangements to 180 employees in 2017. This arrangement is especially important for those returning from extended child-care leave or preparing for retirement.

Besides helping out in difficult welfare situations, subsidising loan repayments, topping up salaries lost due to illness and paying for certain expenses, we continued in 2017 to provide financial assistance to our employees requesting us to help finance their IVF (In vitro fertilisation) treatment.

Our "Welcome back" program is helping women to reintegrate into the labour market – from our 4000 employees, we have 2000 female colleagues in the age group where they might be planning for a new family or more children in the near future. We believe it is important to keep them informed about recent events at K&H Group and also wish to help them return to work in increasing numbers after child-care leave. 30% of mothers returning to work do so part-time; this is an exceptionally high proportion under Hungarian employment conditions.

Budapest, 26 April 2018

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David Moucheron  
Chief Executive Officer

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Attila Gombás  
Chief Financial Officer