SWIFT: BTRLRO22 C.U.I. RO 50 22 670

R.B. - P.J.R. 12 - 019 - 18.02.1999 Nr. Înreg. Reg. Com.: J12 / 4155 / 1993

## SEPARATE AND CONSOLIDATED STATEMENT OF FINANCIAL POSITION AS AT DECEMBER 31, 2017

	Bank				A Dood=	
	31-Dec-17	31-Dec-16	Δ Dec 17 vs, Dec 16	31-Dec-17	31-Dec-16	Δ Dec 17 vs, Dec 16
ASSETS	RON thousand	RON thousand		RON thousand	RON thousand	
Cash and cash equivalents at Central Bank	6,637,771	5,293,635	25.39%	6,637,803	5,293,660	25.39%
Placements with banks	5,079,442	2,524,892	101.17%	5,090,224	2,563,815	98.54%
Loans and receivables - securities	222,792	221,690	0.50%	222,792	221,690	0.50%
Financial assets at fair value through						
profit and Loss	83,135	59,890	38.81%	274,849	163,520	68.08%
Loans and advances to customers- net*	29,914,039	27,209,976	9.94%	30,248,351	27,234,045	11.07%
Investment securities, available for sale	16,032,612	15,120,524	6.03%	15,821,300	14,993,828	5.52%
Investment securities, held-to-maturity	-	-	-	-	20,691	_
Equity investments	156,631	136,671	14.60%	-	-	-1
Property and equipment	407,697	370,305	10.10%	633,249	558,734	13.34%
Intangible assets	125,713	78,396	60.36%	133,207	86,600	53.82%
Goodwill	-	-	-	2,774	2,774	-
Current tax assets	148,594	125,055	18.82%	146,876	119,103	23.32%
Deferred tax assets	173,243	373,940	(53.67)%	187,133	378,716	(50.59)%
Other financial assets	211,913	170,153	24.54%	234,756	194,151	20.91%
Other non- financial assets	108,513	84,474	28.46%	171,021		51.48%
Total assets	59,302,095	51,769,601	14.55%	59,804,335	51,944,224	15.13%

<sup>\*</sup> at group level, it also includes the impact of the leasing activity



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	Bank Δ Dec 17			Group $\Delta$ Dec 17			
	<b>31-Dec-17</b> <i>RON</i>	<b>31-Dec-16</b> <i>RON</i>	vs, Dec 16	<b>31-Dec-17</b> <i>RON</i>	<b>31-Dec-16</b> <i>RON</i>	vs, Dec 16	
LIABILITIES AND EQUITY	thousand	thousand		thousand	thousand		
Deposits from banks	127,946	247,268	(48.26)%	127,946	247,268	(48.26)%	
Deposits from customers	49,099,201	41,851,773	17.32%	48,932,195		17.40%	
Loans from banks and other financial institutions	1,099,891	2,246,461	(51.04)%	1,487,041		(35.48)%	
Other subordinated liabilities	414,578	424,111	(2.25)%	414,578		(2.25)%	
Provisions for other risks and for loan	373,117	506,955	(26.40)%	382,849		(25.60)%	
commitments							
Other financial liabilities (*)	1,154,864	441,158	161.78%	1,216,099	507,301	139.72%	
Other non-financial liabilities	62,424	67,787	(7.91)%	103,952	111,869	(7.08)%	
Total liabilities	52,332,021	45,785,513	14.30%	52,664,660	45,791,517	15.01%	
						**	
Equity							
Share capital	4,427,940	3,732,549	18.63%	4,427,940		18.63%	
Treasury shares	(32,140)	(16,546)	94.25%	(47,427)		58.13%	
Share premiums	28,381	28,374	0.02%	28,381		0.02%	
Retained earnings	1,981,887	1,779,244	11.39%	2,202,660	,,,,,,,,	12,72%	
Revaluation reserves	20,416	27,188	(24.91)%			(33.18)%	
Reserves from available-for-sale assets	52,176	10,790	383.56%	(6.247)		28.94%	
Other reserves	491,414	422,489	16.31%	502,502		16.30%	
Total equity	6,970,074	5,984,088	16.48%	7,125,333		16.15%	
Non-controlling interest				14,342		(21.23)%	
Total liabilities and equity	59,302,095	51,769,601	14.55%	59,804,335	51,944,224	15.13%	

Note: The financial information as at December 31, 2017 are not audited or revised and for December 31, 2016 are audited.

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DEPUTY GENERAL DIRECTOR

FINANCIAL REPORTING MANAGER MIRCEA ȘTEFĂNESCU



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## SEPARATE AND CONSOLIDATED PROFIT AND LOSS ACCOUNT AS AT DECEMBER 31, 2017

	Bank			Group			
	31-Dec-17	31-Dec -16	Δ Dec 17	31-Dec -17	31-Dec-16	<b>Δ Dec 17</b>	
-	RON thousand	RON thousand	vs, Dec 16	RON thousand R	ON thousand	vs, Dec 16	
Interest income	2,018,571	1,971,229	2.40%	2,102,178	2,027,555	3.68%	
Interest expense	(210,122)	(260,495)	(19.34)%	(211,821)	(263,522)	(19,62)%	
Net interest income	1,808,449	1,710,734	5.71%	1,890,357	1,764,033	7.16%	
Fee and commission income	704,571	624,114	12.89%	744,312	652,900	14.00%	
Fee and commission expense	(123,621)	(114,651)	7.82%	(117,515)	(106,629)	10.21%	
Net fee and commission income	580,950	509,463	14.03%	626,797	546,271	14.74%	
Net trading income	223,667	183,493	21.89%	278.339	197,383	41.01%	
Net loss ()/ gain from sale of available for sale financial instruments	(4,102)	402,226	101.02%	(3,206)	401,691	100.80%	
Contribution to the Banking Deposits Guarantee Fund and Resolution Fund	(49,696)	(72,792)	(31.73)%	(49,696)	(72,792)	(31.73)%	
Other operating income	116,196	71,583	62.32%	173,772	151,365	14.80%	
Operating income	2,675,464	2,804,707	(4.61)%	2,916,363	2,987,951	(2.40)%	
Personnel expenses	(=== 000)	(604 197)	10.000/	(=(0,1=0)	(66= 0+0)	1.60%	
Depreciation and amortization	(715,390)	(631,487)	13.29%	(763,172) (125,485)	(665,818) (93,911)	14.62% 33.62%	
Other operating expenses	(90,106) (492,821)	(72,358) (447,516)	24.53% 10.12%	(556,708)	(511,298)	8.88%	
Operating expenses	(1,298,317)	(1,151,361)	12.76%	(1,445,365)	(1,271,027)	13.72%	
Net impairment() / income allowance on assets, provisions for			600,000,000 (\$0.00 \$0.00				
other risks and loan commitments	1,353	(654,223)	(100.21)%	(28,819)	(658,087)	(95.62)%	
Profit before income tax	1,378,500	999,123	37,97%	1,442,179	1,058,837	36,20%	
Impairment/Income tax expense()	(192,521)	229,317	183.95%	(200,148)	218,176	191.74%	
Profit net	1,185,979	1,228,440	(3.46)%	1,242,031	1,277,013	(2.74)%	

Note: The financial information as at December 31,2017 are not audited or revised and for December 31, 2016 are audited.

DEPUTY GENERAL DIRECTOR GEORGE CĂLINESCU

FINANCIAL REPORTING MANAGER MIRCEA ŞTEFĂNESCU

Banca Oamenilor Întreprinzători

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