



Consolidated Financial Statements for the Period from Jan 01 to Sep 30 2018

Unaudited



In accordance with Capital Markets Act, HPB p.l.c. (Bank) as the parent company of HPB Group (Group), publishes unaudited consolidated financial statements for the period from Jan 01 to Sep 30 2018.

#### This report includes:

- · Management report of HPB Group,
- statement by persons accountable for compiling the consolidated report of HPB Group,
- unaudited set of consolidated financial statements (balance sheet, profit or loss statement, statement of changes in equity, cash flow statement), and
- notes to consolidated financial statements.

Financial statements and notes have been compiled in accordance with instructions defined in Rulebook on format and content of interim financial reports of issuers (NN 47/2011). Accordingly, there can be certain differences between reporting items outlined in the statement on financial position – with regard to new IFRS 9 classificiation. However, all the effects of transactions recognized since Jan 01 2018 are presented in the income statement, as well as through other comprehensive income, in compliance with IFRS 9.



# Management report of HPB Group

HPB Group is, apart from the parent company – HPB p.l.c., comprised of HPB-Stambena štedionica (savings bank), HPB Invest (investment fund management) and HPB-nekretnine (real estate agency). From current reporting period, Financial Statements of HPB Group include the results from newly acquired member – Jadranska banka d.d. Šibenik. Bank has successfully closed the acquisition of Jadranska banka at the begining of third quarter of 2018. Ownership transfer has been completed on July 12 2018, while on July 13 2018 HPB has injected HRK 110 million of new capital to Jadranska banka in order to achieve full compliance with applicable capital demands. Merger activities have been initiated.

Through the acquisition of Jadranska banka d.d., HPB's market share increased by more than 5% with the client base expansion of over 50,000 new clients. Acquisition of Jadranska banka will enable HPB to achieve stronger presence in Šibenik – Knin County, which according to the CBS estimates (2016) has 102,000 residents and the the opportunity for further growth in market share in the region as well as the Republic of Croatia as a whole.

Following the demanding 2017, parent company returned to the long-term profitability trend, contributing to the net profit of the Group in the amount of HRK 111.8 million, as opposed to the HRK 1.0 million in profit in the comparable period of 2017. Profitability improvements have been achieved owing to better collection and NPL coverage, resulting in significantly lower cost-of-risk.

Apart from HRK 123.4M of net profit achieved by the parent-company, HPB Invest recorded a net profit of HRK 699T, HPB-nekretnine added a net profit of HRK 722T. According to the relatively adverse effects from capital markets continued in third quarter, HPB-Stambena štedionica recorded a net loss amounting to HRK 906T, in spite of increasing volume and contribution of core operations to overall result. Following the acquisiton of Jadranska banka d.d. during July 2018, the Bank includes its results to the HPB Group results. In a period from July 13 to September 30, 2018 Jadranska banka d.d. realized a loss of HRK 12.0M which is continously decreased from the inclusion date.

On behalf of HPB p.l.c., the parent company of HPB Group:

Tomislav Vuić



# Statement by persons accountable for compiling the consolidated report of HPB Group

In accordance with the Capital Market Act, the Management Board of HPB p.l.c., the parent company of HPB Group, states that according to their best knowledge the set of consolidated unaudited financial statements for the period from Jan 01 to Sep 30 2018, compiled in accordance with the accounting regulation applicable to credit institutions in Croatia, presents complete and accurate view of assets and liabilities, losses and gains, financial position and results of HPB p.l.c., as well as companies included in consolidation as a whole.

On behalf of HPB p.l.c., the parent company of HPB Group:

Tea Bažant
Head of Finance Division
CEO



Appendix 3.	
Reporting period:	

	Jan 01	to	L	Sep 30 2018		
Quarterly finance	cial state	ments for credi	t instit	tutions TFI-KI		
03777928						
080010698						
87939104217						
-	 I	Izaonen				
10000	J	ZAGREB				
JURIŠIĆEVA 4						
npb@hpb.hr						
www.hpb.hr						
133 ZAGREB						
21 GRAD ZAGRE	В			# of employees:		1.354
YES				(as per reporting date) Industry code:		6419
accordance with IFRS):		Headquarters:		Registrati	on number:	
i.	Savska 58, 1	0000 Zagreb				02068001
	Strojarska 2	0, 10000 Zagreb				01972278
	Amruševa 8,	10000 Zagreb				01972260
društvo	Ante Starčev	vića 4, Šibenik		,		03019349
			I			
	I.					
	ı					
n/a		n/a				
Bažant Tea						
014804670			Fax:	014804594		
tea.bazant@hpb.hr						
	03777928  080010698  87939104217  HPB p.l.c.  10000  JURIŠIĆEVA 4  hpb@hpb.hr  133   ZAGREB  21   GRAD ZAGRE  YES   accordance with IFRS): i.  društvo  n/a  Bažant Tea  014804670	03777928  080010698  87939104217  HPB p.l.c.  10000  JURIŠIĆEVA 4  npb@hpb.hr  133	03777928  080010698  87939104217  HPB p.l.c.  10000 ZAGREB  JURIŠIĆEVA 4  hpb@hpb.hr  www.hpb.hr  133 ZAGREB  21 GRAD ZAGREB  YES  accordance with IFRS): Headquarters:  1. Savska 58, 10000 Zagreb  Strojarska 20, 10000 Zagreb  Amruševa 8, 10000 Zagreb  društvo Ante Starčevića 4, Šibenik	080010698  87939104217  HPB p.l.c.  10000	87939104217   HPB p.l.c.	080010698 87939104217  HPB p.l.c.  10000

Documentation to be made public:

Surname and name: Vuić Tomislav

- 1. Financial reports (balance sheet, profit or loss statement, cash flow statement, statement on changes in equity and notes to financial statements)
- 2. Management report
- 3. Statement by persons accountable for compiling the report

(persons authorized for representation)



# BALANCE SHEET

in HRK

as per Sep 30 2018 in HRK						
Item	AOP label	Dec 31 2017	Sep 30 2018			
1	2	3	4			
ASSSETS						
1. CASH AND DEPOSITS WITH THE CNB (002+003)	001	4.391.466.871	3.938.374.353			
1.1.Cash	002	460.024.014	608.733.627			
1.2.Deposits with the CNB	003	3.931.442.857	3.329.640.726			
2. DEPOSITS WITH FINANCIAL INSTITUTIONS	004	473.330.331	1.076.526.361			
3. SHORT-TERM TREASURY BILLS OF THE CROATIAN MINISTRY OF FINANCE	005	324.931.405	273.389.007			
4. FINANCIAL ASSETS HELD FOR TRADING	006	654.815.717	741.465.394			
5. FINANCIAL ASSETS AVAILABLE FOR SALE	007	2.459.982.241	4.069.261.488			
6. FINANCIAL ASSETS HELD TO MATURITY	008	72.345.457	68.219.282			
7. FINANCIAL ASSETS VALUED AT FAIR VALUE THROUGH PROFIT OR LOSS,	009	_	81.912			
NOT ACTIVELY TRADED	009	-	01.912			
8. DERIVATIVE FINANCIAL ASSETS	010	-	30.179			
9. LOANS TO FINANCIAL INSTITUTIONS	011	62.450.000	106.021.781			
10. LOANS TO OTHER CUSTOMERS	012	11.013.731.914	11.966.519.412			
11. INVESTMENTS IN SUBSIDIARIES, ASSOCIATED COMPANIES AND JOINT VENTURE	S <b>013</b>	20.000.000	20.000.000			
12. REPOSSESSED ASSETS	014	-	4.702.677			
13. TANGIBLE ASSETS (LESS DEPRECIATION)	015	141.615.708	149.848.770			
14. OTHER ASSETS	016	455.167.665	486.488.731			
A) TOTAL ASSETS (001+004 to 016)	017	20.069.837.309	22.900.929.347			
LIABILITIES						
1. BORROWINGS FROM FINANCIAL INSTITUTIONS (019+020)	018	651.970.981	733.433.800			
1.1. Short-term	019	-	0			
1.2. Long-term	020	651.970.981	733.433.800			
2. DEPOSITS (022 to 024)	021	15.389.912.890	17.897.454.751			
2.1. Transactional and current accounts	022	5.125.557.660	6.726.748.421			
2.2. Savings deposits (demand)	023	1.538.006.561	2.521.734.496			
2.3. Term deposits	024	8.726.348.669	8.648.971.834			
3. OTHER BORROWINGS (026+027)	025	20.286.850	37.120.075			
3.1. Short-term	026	-	-			
3.2. Long-term	027	20.286.850	37.120.075			
4. DERIVATIVE AND OTHER FINANCIAL LIABILITIES HELD FOR TRADING	028	-	-			
5. ISSUED SECURITIES (030+031)	029	-	-			
5.1. Short-term	030	-	-			
5.2. Long-term	031	-	-			
6. SUBORDINATED DEBT ISSUED	032	-	-			
7. HYBRID INSTRUMENTS	033	-	-			
8. OTHER LIABILITIES	034	2.096.847.345	2.221.231.695			
B) TOTAL LIABILITIES (018+021+025+028+029+032+033+034)	035	18.159.018.066	20.889.240.321			
EQUITY						
1. SHARE CAPITAL	036	1.214.298.000	1.214.298.000			
2. PROFIT/(LOSS) FOR THE PERIOD	037	7.898.428	111.830.601			
3. RETAINED EARNINGS	038	130.368.702	137.850.457			
4. REGULATORY RESERVES	039	15.708.724	16.125.397			
5. STATUTARY AND OTHER CAPITAL RESERVES	040	448.288.175	418.531.835			
6. FAIR VALUE RESERVE	041	94.257.214	113.052.736			
7. RESERVES ARISING FROM HEDGING TRANSACTIONS	042	-	0			
C) TOTAL EQUITY (036 to 042)	043	1.910.819.243	2.011.689.026			
D) TOTAL LIABILITIES AND EQUITY (035+043)	044	20.069.837.309	22.900.929.347			



#### PROFIT OR LOSS STATEMENT

Jan 01 2018 Sep 30 2018 in HRK for the period from AOP Item Jan 01 - Sep 30 2017 Jan 01 - Sep 30 2018 label **Cumulative** Quarterly **Cumulative** Quarterly 1 2 1. Interest income 048 511.533.932 169.708.472 480.503.235 168.232.406 2. Interest expense 049 107.669.546 33.643.417 84.602.158 26.842.372 3. Net interest income (048-049) 050 403.864.386 136.065.055 395.901.077 141.390.034 4. Fee and commission income 051 412.806.298 163.340.002 411.934.370 163.259.638 052 253.304.509 104.308.740 247.456.898 97.460.515 5. Fee and commission expense 6. Net fee and commission income (051-052) 053 159.501.789 59.031.262 164.477.472 65.799.123 7. Gains less losses arising from investments in subsidiaries, associated companies and 054 joint ventures 8. Gains less losses from trading activities 055 39.005.121 20.359.115 35.849.293 18.220.544 9. Gains less losses from built-in derivatives 056 10. Gains less losses arising from financial assets valued at fair value through P&L, 057 (2.060)(2.060)not actively traded 11. Gains less losses arising from securities available for sale 058 5.457.492 12. Gains less losses arising from securities held to maturity 059 13. Gains less losses arising from hedging activities 060 14. Income from investments in subsidiaries, associated companies and joint ventures 061 15. Income from other equity instruments 062 835.012 19.359 963.594 160.453 16. Gains less losses from exchange rate differences 1.939.567 266.595 063 2.121.390 (794.198)4.536.528 9.153.876 17. Other income 064 (52.276)12.481.250 065 15.443.010 18. Other operating costs 43.088.908 14.541.282 49.899.253 96.238.819 109.831.952 19. General and administrative expenses, amortization and depreciation 066 293.098.695 310.822.457 20. Operating profit (050+053 to 064-065-066) 067 279.134.115 106.581.981 248.154.718 109.713.603 21. Impairment losses and provisions 068 276.288.015 39.254.022 108.039.458 85.254.388 22. PROFIT/(LOSS) BEFORE TAX (067-068) 069 2.846.100 67.327.959 140.115.260 24.459.215 23. INCOME TAX EXPENSE / DEFERRED TAX 070 1.869.294 1.794.413 28.284.659 6.822.682

071

072

976.806

0

65.533.546

32

111.830.601

55

24. NET PROFIT/(LOSS) FOR THE PERIOD (069-070)

25. Earnings per share

17.636.533



<b>CASH FLOW STATEMENT</b> -	INDIRECT METHOD
CASILI LOW STATEMENT	

for the period from Jan 01 2018 to Sep 30 2			in HRK
Item	AOP	Jan 01 - Sep 30	Jan 01 - Sep 30
	label	2017	2018
1	2	3	4
OPERATING ACTIVITIES			
1. Cash flow from operating activities before changes in assets (002 to 007)	001	304.316.209	298.209.396
1.1. Profit/(loss) before tax	002	2.846.100	140.115.260
1.2. Impairment losses and provisions	003	276.288.015	108.039.458
1.3. Amortization and depreciation	004	33.227.519	35.645.637
1.4. Net unrealised gains less losses from financial assets valued at fair value through profit or loss	005	(7.376.887)	4.834.194
1.5. Gains / losses from sale of tangible assets	006	1.452.852	8.780.649
1.6. Other gains / losses	007	(2.121.390)	794.198
2. Net increase / decrease of operating assets (009 to 016)	008	(532.984.954)	(2.736.942.916)
2.1. Deposits with the CNB	009	(713.804.766)	601.802.131
2.2. Tresury bills of the Croatian Ministry of Finance	010	896.501	51.542.398
2.3. Deposits with and loans to financial institutions	011	337.436.309	(603.196.030)
2.4. Loans to other customers	012	(358.882.367)	(981.768.272)
2.5. Financial assets held for trading	013	105.144.798	(91.483.871)
2.6. Financial assets available for sale	014	220.213.729	(1.628.074.769)
2.7. Financial assets valued at fair value through profit or loss, not actively traded	015	-	
2.8. Other operating assets	016	(123.989.158)	(85.764.503)
3. Net increase / decrease of operating liabilities (018 to 021)	017	128.183.271	2.631.926.211
3.1. Transactional accounts	018	302.894.657	1.601.190.761
3.2. Savings and term deposits	019	(271.070.978)	906.351.100
3.3. Derivative financial liabilities and other liabilities actively traded	020	(3.640.667)	0
3.4. Ostale liabilities	021	100.000.259	124.384.350
4. Net cash flow from operating activities before taxation	022	(100.485.474)	193.192.691
(001+008+017)	023	(4 005 505)	(507.500.00)
5. Income tax paid		(1.065.525)	(537.596,00)
6. Net cash inflow / outflow from operating activities (022+023)	024	(101.550.999)	192.655.095
INVESTING ACTIVITIES  7. Not each flow from investing activities (026 to 020)	025	275.428.314	(142.311.215)
7. Net cash flow from investing activities (026 to 030) 7.1. Purchase of tangible and intangible assets	025	(24.225.656)	(26.135.984)
7.1. Furchase of langible and mangible assets  7.2. Investment in / disposal of subsidiaries, associated companies and joint ventures	026	(24.223.030)	(121.265.000)
7.3. Investment in / disposal of substitutines, associated companies and joint ventures  7.3. Investment in / disposal of financial assets held to maturity	027	298.818.958	4.126.175
7.3. Investment in / disposal of linancial assets field to maturity  7.4. Dividends received	028	835.012	963.594
7.5. Other inflows / outflows from investing activities	029	033.012	903.394
FINANCIAL ACTIVITIES	030	-	
8. Net cash flow from financial activities (032 to 037)	031	(52.110.989)	98.296.044
8.1. Net increase / decrease of borrowings	031	(52.110.989)	98.296.044
8.2. Net increase / decrease of borrowings	032	(52.110.969)	30.230.044
8.3. Net increase / decrease of subordinated debt and hybrid instruments	034		
8.4. Share capital raised	035	-	
	036	-	
8.5. Dividends paid  8.6. Other inflows / outflows from financial activities	036	-	
Net increase / decrease of cash and cash equivalents		-	
(024+025+031)	038	121.766.326	148.639.924
10. Effect of foreign exchange differences on cash and cash equivalents	039	1.318.707	69.689
11. Net increase/(decrease) in cash and cash equivalents (038+039)	040	123.085.033	148.709.613
12. Cash and cash equivalents at the beginning of the year	041	421.479.852	460.024.014
13. Cash and cash equivalents as per reporting date (040+041)	042	544.564.885	608.733.627



#### STATEMENT OF CHANGES IN EQUITY

for the r	eriod from	Jan 01	2018	l to	Sep 3	0 2018			in HRK
.0 }				outable to the sharehol					
ltem	AOP label	Share capital	Own shares	Regulatory, statutory and other reserves	Retained earnings	Profit/(loss) for the period	Fair value reserve	Minority interest	Total equity
1	2	3	4	5	6	7	8	9	10
Balance as per Jan 01 2018	001	1.214.775.000	(477.000)	463.996.899	130.368.702	7.898.428	94.257.214	-	1.910.819.243
Effects of changes in accounting policies and corrections of errors	002			(57.233.443)					(57.233.443)
Restated balance as per Jan 01 2018 (001+002)	003	1.214.775.000	(477.000)	406.763.456	130.368.702	7.898.428	94.257.214	-	1.853.585.800
Disposal of financial assets available for sale	004						-		-
Change in the fair value of financial assets available for sale	005						21.032.777		21.032.777
Tax on items recognised directly in/transferred from equity	006						(2.237.255)		(2.237.255)
Other gains and (losses) recognised directly in equity	007								-
Net gains/(losses) recognised directly in equity (004+005+006+007)	008	-	-	-	-	-	18.795.522	-	18.795.522
Loss for the period	009					111.830.601			111.830.601
Total recognized income and expense for the period (008+009)	010		_	-	_	111.830.601	18.795.522	_	130.626.123
Increase/decrease in share capital	011								-
Purchase/sale of own shares	012								-
Other changes	013			27.477.103					27.477.103
Transfer to reserves	014			416.673	7.481.755	(7.898.428)			=
Dividends paid	015								=
Profit allocation (014+015)	016	-	-	416.673	7.481.755	(7.898.428)	-	-	-
Balance as per the reporting date (003+010+011+012+013+016)	017	1.214.775.000	(477.000)	434.657.232	137.850.457	111.830.601	113.052.736	-	2.011.689.026



# **NOTES TO FINANCIAL STATEMENTS**

# A) Income statement

#### Notes to financial statements

1) INTEREST INCOME	in HRK

	Jan 01 - Sep 30 2017		Jan 01 - Se	ep 30 2017
	Cumulative	Quarterly	Cumulative	Quarterly
Loans	437.281.866	146.532.943	409.345.637	138.736.354
Deposits	(1.597.265)	(327.405)	1.048.269	410.541
Securities	75.849.331	23.502.934	70.109.329	29.085.511
TOTAL	511.533.932	169.708.472	480.503.235	168.232.406

2) INTEREST EXPENSE in HRK

	Jan 01 - Se	ep 30 2017	Jan 01 - Sep 30 2017		
	Cumulative	Quarterly	Cumulative	Quarterly	
Borrowings	10.407.829	3.503.033	17.455.110	11.069.941	
Deposits	97.261.717	30.140.384	67.147.048	15.772.431	
TOTAL	107.669.546	33.643.417	84.602.158	26.842.372	

3) FEE AND COMMISSION INCOME in HRK

	Jan 01 - Se	ep 30 2017	Jan 01 - Sep 30 2017		
	Cumulative Quarterly		Cumulative	Quarterly	
Cash payment operations - channels	209.680.812	70.711.662	200.094.105	67.984.445	
Retail and card operations	144.588.009	71.725.253	149.105.743	72.057.835	
Corporate operations	42.789.117	15.066.923	46.804.747	17.364.787	
Other fee and commission income	15.748.360	5.836.164	15.929.775	5.852.571	
TOTAL	412.806.298	163.340.002	411.934.370	163.259.638	

4) FEE AND COMMISSION EXPENSE

	Jan 01 - Se	ep 30 2017	Jan 01 - S	ep 30 2017
	Cumulative	Quarterly	Cumulative	Quarterly
Payment operations	211.950.286	72.721.364	200.914.917	69.069.160
Other fee and commission expense	41.354.223	31.587.376	46.541.981	28.391.355
TOTAL	253.304.509	104.308.740	247.456.898	97.460.515

#### 5) GAINS LESS LOSSES FROM TRADING ACTIVITIES

in HRK

	Jan 01 - Se	ep 30 2017	Jan 01 - Sep 30 2017		
	Cumulative Quarterly		Cumulative	Quarterly	
Securities and equity instruments	10.092.945	9.287.858	(3.574.337)	2.222.124	
FX transactions	28.464.166	10.811.781	37.851.499	15.337.431	
HRK cash transactions	486.695	277.150	288.040	136.960	
Derivatives	(38.685)	(17.674)	1.284.091	524.029	
TOTAL	39.005.121	20.359.115	35.849.293	18.220.544	

6) OPERATING EXPENSES

6) OPERATING EXPENSES				
	Jan 01 - Sep 30 2017		Jan 01 - Sep 30 2017	
	Cumulative	Quarterly	Cumulative	Quarterly
General and administrative expenses	259.871.176	85.457.264	275.176.821	97.215.648
Amortization and depreciation	33.227.519	10.781.555	35.645.637	12.616.305
Savings deposit insurance costs	26.403.185	8.599.644	28.253.439	10.212.736
Other costs	16.685.723	5.941.638	21.645.813	5.230.273
TOTAL	336.187.603	110.780.101	360.721.710	125.274.962

#### 7) IMPAIRMENT LOSSES AND PROVISION EXPENSES

in HRK

	Jan 01 - Sep 30 2017		Jan 01 - Sep 30 2017	
	Cumulative	Quarterly	Cumulative	Quarterly
Impairments and provisions for losses	279.277.615	30.268.531	76.736.564	61.411.855
Other impairments and adjstuments	(2.989.600)	8.985.491	31.302.894	23.842.533
TOTAL	276.288.015	39.254.022	108.039.458	85.254.388



# B) Balance sheet

## 8) CASH AND DEPOSITS WITH THE CNB

in HRK

	Dec 31 2017	Sep 30 2018
CASH	460.024.014	608.733.627
DEPOSITS WITH THE CNB	3.931.442.857	3.332.739.263
Mandatory reserve	1.300.268.691	1.514.172.204
Account for transaction settlement	2.631.174.166	1.818.567.059
MANDATORY TREASURY BILLS	-	-
Portfolio based impairment allowance for identified losses	-	(3.098.537)
TOTAL	4.391.466.871	3.938.374.353

## 9) DEPOSITS WITH FINANCIAL INSTITUTIONS

in HRK

	Dec 31 2017	Sep 30 2018
Deposits with foreign banking institutions	449.961.251	958.984.091
Deposits with domestic banking institutions	23.369.080	120.341.812
Portfolio based impairment allowance for identified losses	-	(2.799.542)
TOTAL	473.330.331	1.076.526.361

## 10) EQUITY INSTRUMENTS AND SECURITIES

in HRK

	Dec 31 2017	Sep 30 2018
Short term Treasury bills of the Croatian Ministry of Finance	324.931.405	273.389.007
Financial assets held for trading	654.815.717	741.465.394
Financial assets available for sale	2.459.982.241	4.069.261.488
Financial assets held to maturity	73.139.356	68.221.429
Financial assets valued at fair value through profit or loss, not		
actively traded	-	81.912
Portfolio based impairment allowance for identified losses	(775.376)	-
Deferred front-end fee	(18.523)	(2.147)
TOTAL	3.512.074.820	5.152.335.171

## 11) LOANS TO CUSTOMERS

in HRK

	Dec 31 2017	Sep 30 2018
Loans to financial institutions	62.450.000	106.021.781
Bruto krediti	62.454.545	106.026.989
Ispravci vrijednosti	(4.545)	(5.208)
Corporate & SME loans	2.942.304.493	3.777.042.661
Bruto krediti	3.902.668.309	4.772.544.074
Ispravci vrijednosti	(960.363.816)	(995.501.413)
Retail loans	5.036.923.707	5.553.606.806
Bruto krediti	5.333.998.299	5.905.355.946
Ispravci vrijednosti	(297.074.592)	(351.749.140)
Other loans	3.192.134.584	2.855.143.093
Bruto krediti	3.198.303.415	2.862.822.387
Ispravci vrijednosti	(6.168.831)	(7.679.294)
Portfolio based impairment allowance for identified losses	(118.064.812)	0
Expected credit losses (A1 and A2 risk groups)	-	(175.622.773)
Other adjustments	-	(10.988.871)
Deferred front-end fee	(39.566.058)	(32.661.504)
LOANS TO CUSTOMERS	11.076.181.914	12.072.541.193



## B) Balance sheet (continued)

#### 12) DEPOSITS in HRK

	Dec 31 2017	Sep 30 2018
Financial institutions	1.116.153.667	1.356.049.725
Corporations	3.574.264.999	3.793.291.344
Retail	9.282.809.836	11.187.557.321
Other	1.416.684.388	1.560.556.361
TOTAL	15.389.912.890	17.897.454.751

13) BORROWINGS in HRK

	Dec 31 2017	Sep 30 2018
Borrowings from HBOR	656.196.151	622.124.856
Borrowings from domestic banking institutions	-	115.000.000
Borrowings from domestic non-banking institutions	-	-
Borrowings from foreign banking institutions	20.286.850	37.120.075
Deferred front-end fee	(4.225.170)	(3.691.056)
TOTAL	672.257.831	770.553.875

14) OTHER LIABILITIES in HRK

	Dec 31 2017	Sep 30 2018
Restricted deposits	1.786.812.843	1.884.823.340
Interest and fees payable	48.664.624	64.643.740
Provisions for off-balance sheet exposure	25.193.152	30.557.965
Other	236.176.726	241.206.650
TOTAL	2.096.847.345	2.221.231.695

## C) Changes in accounting policies

During the reporting period, Group has transitioned to new reporting standard IFRS 9 "Financial instruments". Standard supplants the old IAS 39: "Financial instruments: classification and measurement" and consists of conditions relating to classification and measurement, impairment, derecognition and hedge accounting in general.

<u>Classification and measurement</u> – IFRS 9 introduces a new approach to classification of financial assets, based on cash flow features and business model in which certain financial assets is maintained. New model introduces the unique model of impairment.

<u>Impairment</u> – IFRS 9 introduces the new model of impairment based on expected losses. This model instructs that expected credit losses should be recorded in a more timely manner.

<u>Hedge accounting</u> - IFRS 9 brings significant changes to hedge accounting. Based on this changes, more information must be disclosed about risk management activities.

Bank and its subsidiaries have initiated the project of IFRS 9 implementation in 2016, and have succeeded in implementing it with first adoption as of Jan 01 2018.

From the impairment aspect, adoption of this standard has significant effects on the Group's capital. Migration from IAS 39 to IFRS 9 resulted in an initial effect on the Group's capital reserves amounting to HRK 57.233 thousand (reduction).



## D) Parent company's ownership structure

Ownership structure of HPB p.l.c., parent company of HPB Group as per Sep 30 2018 was as follows:

Shareholder	Ownership stake
Republic of Croatia (Ministry of State Assets)	42,43%
HP Hrvatska pošta Plc	11,93%
State Agency for Deposit Insurance and Bank Resolution	8,98%
Croatian Pension Insurance Insitute (Ministry of State Assets)	8,76%
Prosperus Invest d.o.o., for Prosperus FGS	4,94%
PBZ CROATIA OSIGURANJE OMF (B category)	4,12%
ERSTE d.o.o. for ERSTE PLAVI OMF (B category)	3,90%
Allianz ZB d.o.o., for AZ OMF (B category)	2,88%
CROATIA osiguranje Plc	2,47%
Fund for Financing the Decommissioning of the Krško Nuclear Power Plant and the Disposal of NEK Radioactive Waste and Spent Nuclear Fuel	2,36%
RAIFFEISEN D.D., for Raiffeisen OMF (B category)	2,20%
Minorities	4,99%
Own shares	0,04%

# E) Consolidation of Jadranska banka d.d., Šibenik results

From July 13, 2018 Jadranska banka d.d. becomes an integral part of the HPB Group. After the acquisition, the HPB has injected HRK 110 million of new capital to Jadranska banka in order to meet regulatory requirements of Croatian National Bank. The Bank started process of merging Jadranska banka d.d. From the acquisition until reporting period, Jadranska banka d.d., Šibenik reported a net loss of HRK 12.0 million. The business result of Jadranska banka is continuously improving since it becomes part of HPB Group and the same trend is expected in the future. On the side of the sources of funds, Jadranska banka d.d. contributes to HRK 1,543 million in customer deposits, representing 8.6% of total deposits of the Group.



## F) HPB stock

HPB Stock is listed on ZSE's Official market. Last share price at the end of the 2018 reporting period amounted to HRK 515,00 (trading day Sep 25 2018), representing an increase of 1,8 percent in comparison with the last price achieved in 2017 (=HRK 506,00 as per Dec 29 2017 trading day).

Trading during the reporting period was as follows:

