

# Ena banka ena UniCredit

2017

Letno poročilo  
Annual Report

Banka za vse, kar  
vam je pomembno.

 **UniCredit Bank**





Banka za vse, kar  
vam je pomembno.

 **UniCredit Bank**



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## Finančni kazalniki

	Banka			Skupina		
	2017	2016	2015	2017	2016	2015
<b>Izkaz finančnega položaja (v 1.000 EUR)</b>						
Bilančna vsota	2.705.870	2.571.213	2.545.039	2.759.685	2.642.950	2.629.645
Vloge nebančnega sektorja, merjene po odplačni vrednosti	1.957.535	1.754.696	1.820.485	1.950.780	1.753.418	1.818.132
Vloge pravnih in drugih oseb, ki opravljajo dejavnost	1.367.969	1.173.419	1.272.010	1.361.214	1.172.141	1.269.657
Vloge prebivalstva	589.566	581.277	548.475	589.566	581.277	548.475
Kreditni nebančnemu sektorju, merjeni po odplačni vrednosti	1.807.528	1.745.593	1.689.346	1.850.488	1.801.272	1.755.857
Kreditni pravnim in drugim osebam, ki opravljajo dejavnost	1.081.747	1.023.596	974.550	1.113.285	1.070.569	1.030.527
Kreditni prebivalstvu	725.781	721.997	714.796	737.203	730.703	725.330
Kapital	277.244	245.776	256.434	293.003	263.641	270.371
Oslabitev finančnih sredstev	68.235	106.801	187.129	87.018	121.385	204.683
Rezervacije	14.484	9.807	11.608	14.484	10.171	12.290
Obseg zunajbilančnega poslovanja	2.814.095	3.954.899	4.493.457	2.814.095	3.954.899	4.493.457
<b>Izkaz poslovnega izida (v 1.000 EUR)</b>						
Čisti obrestni prihodki	43.293	41.938	44.846	46.816	45.090	46.740
Čisti neobrestni prihodki	21.142	31.265	31.790	21.886	33.362	32.179
Promet (čisti obrestni in čisti neobrestni prihodki)	64.435	73.203	76.636	68.702	78.452	78.919
Stroški dela	(23.479)	(23.031)	(22.515)	(24.422)	(24.003)	(23.223)
Drugi administrativni stroški	(13.387)	(10.997)	(11.779)	(13.658)	(11.346)	(11.859)
Amortizacija	(5.170)	(5.722)	(4.974)	(5.937)	(6.893)	(5.692)
Oslabitev in rezervacije	24.317	(17.997)	(25.795)	19.127	(15.362)	(27.975)
Poslovni izid pred obdavčitvijo	46.716	15.456	11.573	43.812	20.848	10.170
Davek od dohodka pravnih oseb	(8.375)	(1.592)	(1.896)	(7.577)	(3.056)	(1.449)
<b>Izkaz drugega vseobsegajočega donosa (v 1.000 EUR)</b>						
Drugi vseobsegajoči donos pred obdavčitvijo	8.649	6.703	3.263	8.649	6.703	3.263
Davek iz dohodka pravnih oseb od drugega vseobsegajočega donosa	(1.642)	(1.603)	(507)	(1.642)	(1.603)	(507)
<b>Zaposleni</b>						
Število zaposlenih na dan 31. december	549	545	556	568	561	600
Število zaposlenih v ekvivalentu polnega delovnega časa na dan 31. december	511,0	498,8	514,1	532,2	517,8	549,0
<b>Delnice</b>						
Število delničarjev	1	1	26	1	1	26
Nominalna vrednost delnice (v EUR)	4,17	4,17	4,17	4,17	4,17	4,17
Knjigovodska vrednost delnice (v EUR)	56,72	50,28	52,46	59,94	53,93	55,31
Število delnic	4.888.193	4.888.193	4.888.193	4.888.193	4.888.193	4.888.193
<b>Kapital</b>						
Količnik navadnega lastniškega temeljnega kapitala	17,2 %	15,4 %	20,2 %	17,8 %	15,8 %	19,5 %
Količnik temeljnega kapitala	17,2 %	15,4 %	20,2 %	17,8 %	15,8 %	19,5 %
Količnik skupnega kapitala	17,4 %	15,6 %	22,0 %	18,0 %	16,1 %	21,1 %
<b>Kvaliteta sredstev in prevzetih obveznosti</b>						
Oslabitev finančnih sredstev, merjenih po odplačni vrednosti in rezervacije za prevzete obveznosti / razvrščene aktivne bilančne in razvrščene zunajbilančne postavke	2,4 %	3,8 %	6,7 %	2,5 %	3,9 %	7,1 %
<b>Profitabilnost</b>						
Obrestna marža	1,7 %	1,6 %	1,6 %	1,8 %	1,7 %	1,7 %
Marža finančnega posredništva	2,5 %	2,8 %	2,8 %	2,6 %	2,9 %	2,8 %
Donos na aktivo po davkih (ROA)	1,5 %	0,5 %	0,3 %	1,4 %	0,7 %	0,3 %
Donos na kapital pred davki (ROE)	18,4 %	6,2 %	4,6 %	16,1 %	7,9 %	4,0 %
Donos na kapital po davkih	15,1 %	5,6 %	3,9 %	13,3 %	6,7 %	3,4 %
<b>Stroški poslovanja</b>						
Operativni stroški / povprečna aktiva	1,6 %	1,5 %	1,4 %	1,7 %	1,6 %	1,4 %
<b>Likvidnost</b>						
Likvidna sredstva / kratkoročne finančne obveznosti do nebančnega sektorja, merjene po odplačni vrednosti	48,3 %	46,7 %	51,5 %	48,4 %	47,0 %	51,6 %
Likvidna sredstva / povprečna aktiva	27,8 %	25,0 %	30,4 %	27,0 %	24,1 %	29,8 %
<b>Prejete javne subvencije (v 1.000 EUR)</b>	194	175	51.509	194	175	51.509



# Nagovor izvršnega direktorja matične skupine UniCredit

“Preoblikujemo se s pomočjo odločnih ukrepov. Vse, kar delamo, delamo z namenom, da bi skupina UniCredit postala resnična vseevropska zmagovalka.”

**Jean Pierre Mustier**  
Izvršni direktor

## Spoštovani delničarji.

Rad bi se vam zahvalil za vašo stalno podporo med našim procesom preoblikovanja. V skupini UniCredit sprejemamo odločne ukrepe, da bi postali bolj konkurenčni ter zgradili močno in trajnostno usmerjeno banko, ki bo pripravljena na prihodnjo rast. V letu 2017 smo izpolnili vse svoje obveznosti, vključno z uspešnim povečanjem kapitala v višini 13 milijard evrov in odprodajo delnic družb Pioneer Investments in Bank Pekao. Zaključili smo prvo fazo projekta FINO s prodajo portfelja v višini 17,7 milijarde evrov. Vse, kar delamo, delamo z namenom, da bi skupina UniCredit postala resnična vseevropska zmagovalka.

Naša strategija je postati “ena Banka, ena UniCredit”: enostavna, uspešna vseevropska komercialna banka s sodobnim poslovanjem s podjetji in investicijskim bančništvom, ki svoji obsežni bazi strank omogoča dostop do edinstvene zahodno-, srednje- in vzhodnoevropske mreže.

Ta strategija je dolgoročna. To, kar delamo danes z izvajanjem Transformacije 2019 – našega strateškega načrta – je postavljanje temeljev za prihodnost. Spreminja način našega dela, da bi predvideli srednjeročni razvoj preferenc naših strank,



vključno z njihovo uporabo različnih kanalov za dostop do bančnih storitev.

Naše investicije v digitalizacijo so namenjene izboljšanju uporabniške izkušnje, saj nadaljujemo z optimizacijo naših procesov in stroškov. Nova komercialna dinamika usmerja naš način usposabljanja in razvoja zaposlenih.

Naše vodstvo ima glede tega jasno vizijo, njegovo delovanje pa je osnovano na jasni strukturi dolgoročnih spodbud, ki temeljijo na ključnih kazalnikih uspešnosti načrta. Vsi naši zaposleni so osredotočeni na izvajanje aktivnosti Transformacije 2019. Njihova energija, zavezanost in trdo delo skupini UniCredit omogočajo doseganje oprijemljivih rezultatov.

Kot smo vlagateljem predstavili na Dnevu kapitalskih trgov decembra 2017, so rezultati našega delovanja v celoti skladni s cilji, ki jih zasledujemo s Transformacijo 2019. Potrdili smo vse ključne kazalnike uspešnosti Transformacije 2019 z boljšim profilom tveganja in izplačilom dividend v višjih zneskih.

**Okrepili smo svoj kapitalski položaj**, kar je posledično prineslo manj stroge zahteve v okviru drugega stebra SREP in zvišanje ocene bonitetne agencije S&P na nivo BBB s stabilnim izgledom. Potrdili smo naš ciljni količnik CET1 za leto 2019, pri čemer smo upoštevali tudi dodatne negativne regulatorne vplive v celotnem obdobju. Po letu 2019 bo količnik CET1 ostal nad 12,5 %, in sicer zaradi organskega ustvarjanja kapitala, ki bo v celoti absorbiral pričakovane regulatorne učinke.

Kar zadeva **kakovost sredstev**, smo podpisali zavezujoče sporazume, s katerimi smo zmanjšali svoj delež v FINO na manj kot 20 %. Bolj stroga strategija obvladovanja tveganj in postopki ocenjevanja tveganj prinašajo pomembne izboljšave na vseh področjih ocenjevanja kakovosti premoženja. Nazadnje izboljšujemo, kot smo napovedali, naš prvotni cilj bruto slabih terjatev Skupine, ki ga bomo do konca leta 2019 zmanjšali za nadaljnje 4 milijarde evrov. Zmanjšanje neosnovnega portfeljado konca leta 2025 se v celoti financira samo.

V sklopu **preoblikovanja našega poslovnega modela** smo potrdili naše skupne prihodke in cilje na področju stroškov. Znižanja števila zaposlenih s polnim delovnim časom in števila poslovalnic se dogajajo pred načrtovanimi roki, naše digitalno in IT preoblikovanje pa napreduje po načrtih.

Nadaljujemo z **maksimiranjem vrednosti komercialnega bančništva** s stalnim preoblikovanjem, ki ima za posledico večjo produktivnost. Naša dejavnost v Zahodni Evropi še naprej uspešno raste zaradi prenovljene poslovne mreže z novimi storitvenimi modeli za fizične osebe in mala podjetja ter močne večkanalne strategije. Zmanjševanje stroškov poteka po načrtu. V drugih dveh ključnih divizijah, SVE ter Poslovanje s podjetji in investicijsko bančništvo, smo še okrepili naš vodilni položaj, pri čemer smo ohranili močno zavedanje o tveganjih.

Odločitve, sprejete na naši zadnji izredni skupščini glede **vzpostavitve vitke organizacijske strukture**, na primer glede poenostavljene strukture delnic, nas uvrščajo med najboljša podjetja v Evropi na področju korporativnega upravljanja.

Za zaključek bi želel v imenu upravnega odbora in celotne Skupine izraziti posebno zahvalo Giuseppeju Viti, ki se mu izteka uspešen mandat predsednika skupine UniCredit. S svojim delovanjem v zadnjih šestih letih je pomembno prispeval k našemu razvoju. Njegova vizija in dragocena podpora sta skupini UniCredit omogočila, da zraste v eno redkih resnično vseevropskih komercialnih bank.

S spoštovanjem,

**Jean Pierre Mustier**  
Izvršni direktor  
UniCredit S.p.A.





# Nagovor predsednika uprave Banke

“V UniCredit Banka Slovenija d.d. si bomo leto 2017 zapomnili kot zelo uspešno v smislu končnega poslovnega rezultata kot tudi zaradi začetka sodelovanja s start-up podjetji, da bi zagotovili dolgoročno vzdržnost našega storitvenega modela za stranke.”

**Stefan Vavti**

Predsednik uprave

Spoštovane dame in gospodje,  
cenjeni poslovni partnerji.

Leto 2017 je bilo v znamenju pospešitve ekonomske aktivnosti, pri čemer je slovensko gospodarstvo beležilo 5 % rast na letni ravni. V skladu s trendi pri glavnih trgovinskih partnerjih je rasel tudi izvoz, in sicer z zelo solidnih 10,6 % na leto. Na rast so pozitivno vplivale tudi vse domače komponente BDP. Pričakujemo, da se bo takšno pozitivno makro-ekonomsko okolje nadaljevalo še tudi krepko v leto 2018.

Povpraševanje po storitvah za podjetja, še posebej po kreditih, je doživelo preobrat in beležilo rahlo rast na letni ravni, s čimer je zaznamovan konec

dolgega obdobja krčenja. V segmentu poslovanja s prebivalstvom se je nadaljevala zmerna ekspanzija iz preteklih let. Vse to pa je bilo podprto s še vedno zgodovinsko nizkimi nominalnimi obrestnimi merami ter s kazalniki razpoloženja potrošnikov, ki se na splošno izboljšujejo.

Za UniCredit Banka Slovenija d.d. je bilo leto 2017 uspešno tako glede ključnih finančnih kazalnikov uspešnosti (KPI) kot tudi glede razvoja poslovanja. Konsolidirana bilančna vsota vključno z leasingom se je povečala za 117 milijonov, na skupaj 2,8 milijarde evrov.

V primerjavi s preteklim letom je Banka ponovno izboljšala svoje finančne rezultate in dosegla rekorden dobiček pred obdavčitvijo v višini 46,7 milijona evrov. Donos na kapital je znašal 17,4 %. Takšen izid je rezultat naših prizadevanj za organsko rast poslovanja kot tudi nekaterih pomembnih enkratnih dogodkov, kot so uspešna prestrukturiranja dolga ter tržno refinanciranje slabih terjatev, kar je botrovalo povišanemu pozitivnemu rezultatu glede na plan. Slednje je potrebno razumeti v kontekstu težavnega obdobja med letoma 2012 in 2014, ko je bilo potrebno oblikovanje dodatnih rezervacij kot odgovor na recesijo z dvojnimi dnomi.

Ob koncu leta 2017 je količnik kapitalske ustreznosti (CET1) na konsolidirani osnovi znašal 17,8 %. Visok količnik kapitalske ustreznosti predstavlja dobro osnovo za našo nadaljnjo organsko rast v letu 2018 in naprej ter pozitiven signal trgu in strankam.

Nadaljnja močna osredotočenost na poslovanje s strankami je vodila k izboljšavam na naših strateških področjih. Kljub negativnim trendom na celotnem slovenskem bančnem trgu, ki se še vedno sooča s krčenjem prihodkov, je bila naša Banka sposobna izboljšati dve pomembni kategoriji prihodkov, in sicer čiste obrestne prihodke in opravnine iz poslovanja s strankami. Upoštevajoč vztrajno negativne referenčne obrestne mere, gre za velik dosežek, ki kaže, da se naše strateško preoblikovanje počasi spreminja v otipljive rezultate. Banka se bo še naprej osredotočala na digitalno transformacijo, ki jo je začela pred leti. Istočasno pa bomo še naprej vlagali in nadgrajevali kakovost naših storitev, ki jo opredeljujemo kot dolgoročno gonilo zadovoljstva strank. Nadaljevali bomo s preudarnim pristopom pri upravljanju stroškov, čeprav Banka selektivno vlagaja v sodelovanje s poslovnimi partnerji s ciljem razvijati srednjeročna partnerstva med podjetji in potrošniki (B2C raven). Uspešno smo krepili tudi lizing poslovanje, kjer tudi v prihodnje vidimo potencial za rast.

Leto 2017 si bomo zapomnili tudi kot leto lansiranja prvih modelov sodelovanja s start-up podjetji na področju inovativnih rešitev za stranke v okviru našega strateškega sodelovanja z inkubatorjem "ABC Accelerator".

Zavedamo se, da je zadovoljstvo naših strank ključni dejavnik uspeha v smislu sposobnosti, da v prihodnje še naprej rastemo organsko. Veseli smo, da je anketa, ki jo je v letu 2017 izpeljala neodvisna raziskovalna agencija, postregla z dodatnimi dokazi, da je Banka

pridobila prednost v primerjavi s povprečjem trga. Raziskava jasno nakazuje, da nas stranke – tako posamezniki kot podjetja – še vedno uvrščajo v sam vrh svojega izbora.

V letu 2017 smo ponovno prejeli nekaj nagrad kot del matične skupine, vključno z nazivom "Najboljši ponudnik storitev za vrednostne papirje v Sloveniji" po izboru revije Global finance.

Lansko leto smo, tako kot nekaj let pred tem, zagotovili sponzorsko podporo izbranim kulturnim, poslovnim in izobraževalnim dogodkom. Kot del matične skupine UniCredit smo podprli dogodke UEFA Champions League in UEFA Europa League.

Kot finančni posrednik se zavedamo vpliva in odgovornosti, ki ju imamo do družbe. Podporo izkazujemo skozi donacije, tako finančne kot tudi ne-finančne (denimo z zbiranjem različnih izdelkov za družine in otroke, ki jim je pomoč potrebna). V letu 2017 smo nadaljevali s podporo projektom Zveze prijateljev mladine Ljubljana Moste-Polje. S to organizacijo smo doslej izpeljali vrsto projektov, katerih namen je bil izboljšati življenje otrok in družin, ki prihajajo iz družbeno ogroženih okolij.

Verjamemo, da stranke še vedno prepoznavajo vrednote kot so varnost, medsebojno zaupanje, zanesljivost in odgovornost kot zelo pomembne dejavnike razlikovanja pri izbiri partnerjev za finančne storitve. Prepričani smo, da je zahvaljujoč partnerstvom, ki smo jih uspešno zgradili z našimi strankami, kot tudi zahvaljujoč našemu mednarodnemu ozadju, naša Banka – prva mednarodna banka ustanovljena v Republiki Sloveniji leta 1991 kot "greenfield" naložba – pripravljena na izzive prihodnosti.

Vsega tega pa ne bi mogli doseči sami. Zato se iskreno zahvaljujemo vsem našim strankam, sodelavcem in lastnikom za zaupanje in prispevke.

V imenu uprave,

**Mag. Stefan Vavti**  
predsednik uprave  
UniCredit Banka Slovenija d.d.



# Predstavitev UniCredit Banka Slovenija d.d.

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Elektronska pošta:	<a href="mailto:info@unicreditgroup.si">info@unicreditgroup.si</a>
Osnovna dejavnost:	drugo denarno posredništvo
Šifra dejavnosti:	K/64.190
Leto ustanovitve:	1991
Predsednik nadzornega sveta:	Marco Lotteri
Registrirana:	pri Okrožnem sodišču v Ljubljani št. reg. vl. 1/10521/00
Osnovni kapital:	20.383.764,81 EUR
Matična številka:	5446546000
Identifikacijska številka:	SI59622806
Transakcijski račun odprt pri UniCredit Banka Slovenija d.d.:	SI56 2900 0190 0030 037
Swift:	BACXSI22

**Opomba:**

V nadaljevanju letnega poročila pomeni poimenovanje

Skupina = UniCredit Banka Slovenija d.d. in UniCredit Leasing, d.o.o. kot odvisna družba

Matična skupina UniCredit = mednarodna skupina UniCredit

# Predstavitev UniCredit Leasing, leasing, d.o.o.

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Elektronska pošta: [office@unicreditleasing.si](mailto:office@unicreditleasing.si)

Osnovna dejavnost: dejavnost finančnega zakupa  
Šifra dejavnosti: K/64.910  
Leto ustanovitve: 2001

Direktor: Igor Živanović  
Registrirana: pri Okrožnem sodišču v Ljubljani  
št. reg. vl. 061/13475200

Osnovni kapital: 25.039.658,00 EUR  
Matična številka: 1628852000

Identifikacijska številka: SI23445033

Transakcijski račun odprt pri  
UniCredit Banka Slovenija d.d.: SI56 2900 0005 5064 332  
Swift: BACXSI22

# Organi upravljanja UniCredit Banka Slovenija d.d.

## Uprava

Član	Funkcija	Datum nastopa	Datum prenehanja funkcije
Stefan Vavti	Predsednik uprave	17. julij 2012	n.a.
Alessandro Pontoglio	Član uprave	14. marec 2017	n.a.
Damijan Dolinar	Član uprave	5. julij 2011	n.a.
Hedvika Usenik	Članica uprave	17. februar 2016	31. december 2017
Günther Friedl	Član uprave	17. februar 2016	6. oktober 2017
Sergio Marino	Član uprave	17. februar 2016	n.a.

## Nadzorni svet

Član	Funkcija	Datum nastopa	Datum prenehanja funkcije
Martin Klauzer	Predsednik nadzornega sveta	24. april 2007	30. april 2017
Marco Lotteri	Predsednik nadzornega sveta	3. maj 2017	n.a.
Helmut Franz Haller	Član nadzornega sveta	4. april 2017	n.a.
Franco Andreetta	Član nadzornega sveta	9. februar 2009	n.a.
Mariya Lerch Mihaylova	Članica nadzornega sveta	1. maj 2014	31. marec 2017
Giuseppe Verrascina	Član nadzornega sveta	9. februar 2009	30. april 2017
Stefano Cotini	Član nadzornega sveta	4. april 2017	30. september 2017
Laura Kristina Bendeković	Članica nadzornega sveta	4. april 2017	n.a.

## Revizijska komisija

Član	Funkcija	Datum nastopa	Datum prenehanja funkcije
Giuseppe Verrascina	Predsednik revizijske komisije	27. september 2009	30. april 2017
Stefano Cotini	Predsednik revizijske komisije	3. maj 2017	30. september 2017
Marco Lotteri	Predsednik revizijske komisije	18. oktober 2017	n.a.
Franco Andreetta	Član revizijske komisije	3. maj 2010	n.a.
Mariya Lerch Mihaylova	Članica revizijske komisije	28. julij 2015	31. marec 2017
Helmut Franz Haller	Član revizijske komisije	3. maj 2017	n.a.

## Komisija za tveganja

Član	Funkcija	Datum nastopa	Datum prenehanja funkcije
Marco Lotteri	Predsednik komisije za tveganja	28. julij 2016	n.a.
Martin Klauzer	Član komisije za tveganja	28. julij 2015	30. april 2017
Mariya Lerch Mihaylova	Članica komisije za tveganja	28. julij 2015	31. marec 2017
Helmut Franz Haller	Član komisije za tveganja	3. maj 2017	n.a.
Stefano Cotini	Član komisije za tveganja	3. maj 2017	30. september 2017

## Komisija za imenovanja

Član	Funkcija	Datum nastopa	Datum prenehanja funkcije
Martin Klauzer	Predsednik komisije za imenovanja	28. julij 2015	30. april 2017
Helmut Franz Haller	Predsednik komisije za imenovanja	3. maj 2017	n.a.
Mariya Lerch Mihaylova	Članica komisije za imenovanja	28. julij 2015	31. marec 2017
Marco Lotteri	Član komisije za imenovanja	28. julij 2016	n.a.
Laura Kristina Bendeković	Članica komisije za imenovanja	3. maj 2017	n.a.

## Komisija za prejemke

Član	Funkcija	Datum nastopa	Datum prenehanja funkcije
Mariya Lerch Mihaylova	Predsednica komisije za prejemke	28. julij 2015	31. marec 2017
Laura Kristina Bendeković	Predsednica komisije za imenovanja	3. maj 2017	n.a.
Martin Klauzer	Član komisije za prejemke	28. julij 2015	30. april 2017
Marco Lotteri	Član komisije za prejemke	28. julij 2016	n.a.
Franco Andreetta	Član komisije za prejemke	3. maj 2017	n.a.

# Organi upravljanja UniCredit Leasing, leasing, d.o.o.

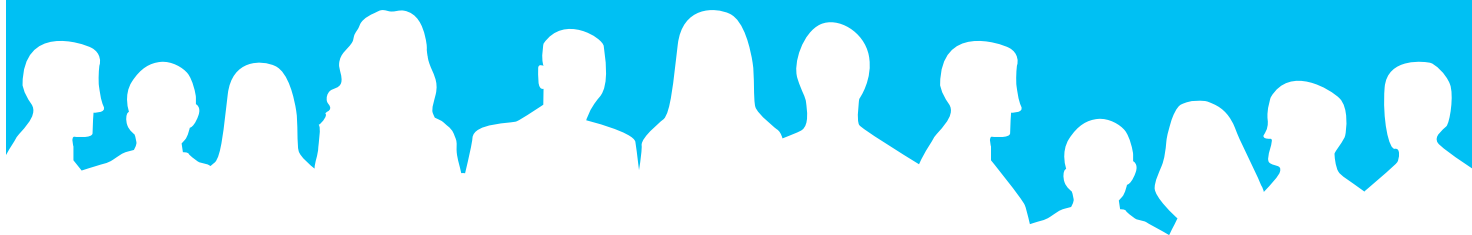
## Poslovodstvo

Član	Funkcija	Datum nastopa	Datum prenehanja funkcije
Igor Živanović	Direktor	1. januar 2016	n. a.



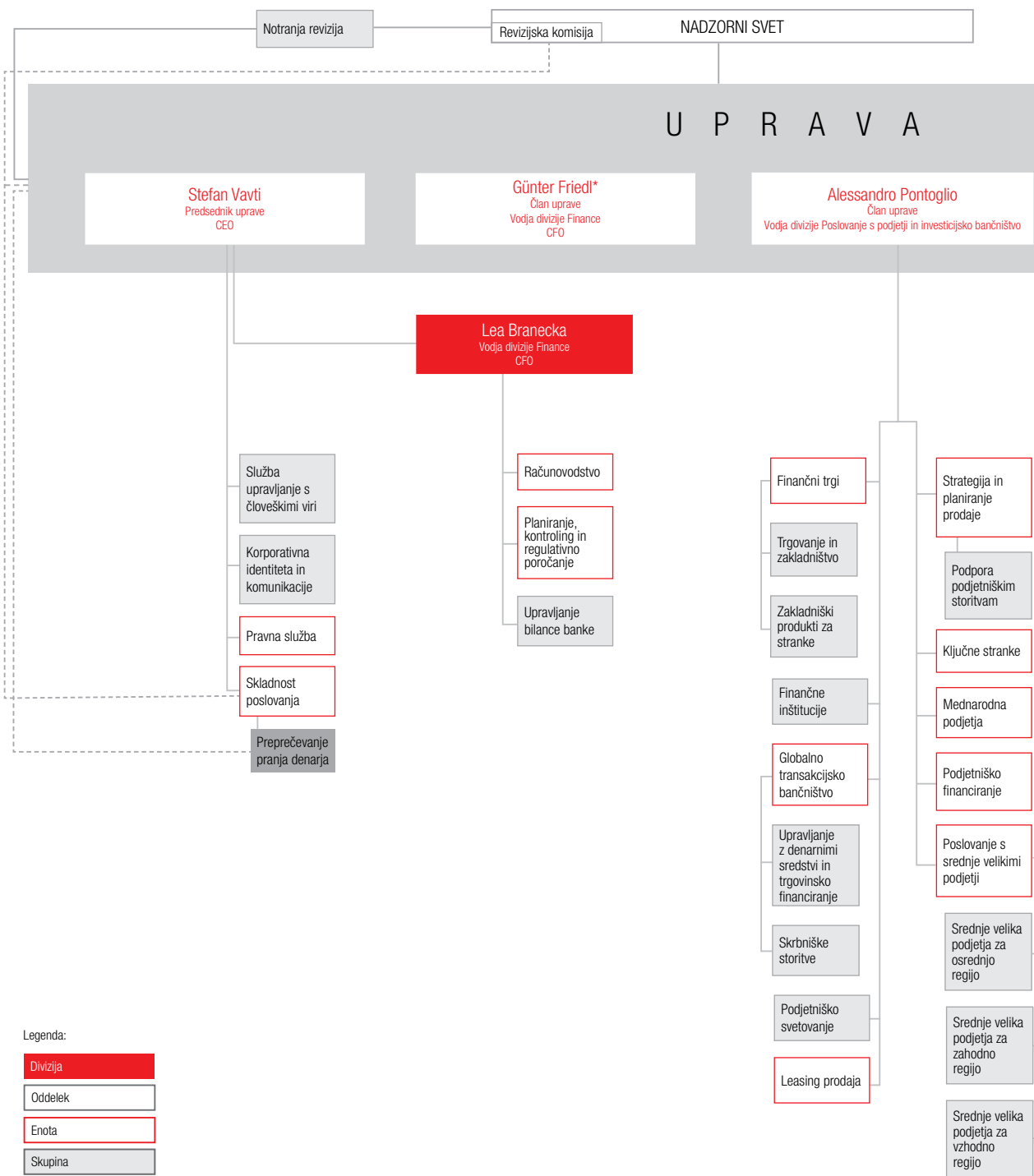
# Banka za vse, kar vam je pomembno.

 UniCredit



V času velikih sprememb stranke želijo zaupanja vredne poslovne partnerje, ki bodo s svojimi storitvami pozitivno vplivali na njihovo vsakdanje življenje. Skupina UniCredit s svojim vseevropskim modelom komercialnega bančništva zagotavlja konkretne rešitve za resnične potrebe in želje svojih strank.

# Organizacijska shema Banke



Legenda:

- Divizija
- Oddelek
- Enota
- Skupina
- Regija
- Poslovna enota / Agencija
- Tehnična struktura

----- Funkcijska linija poročanja

Opomba:

\* Do 31. 12. 2017 – Hedvika Usenik, članica uprave in vodja

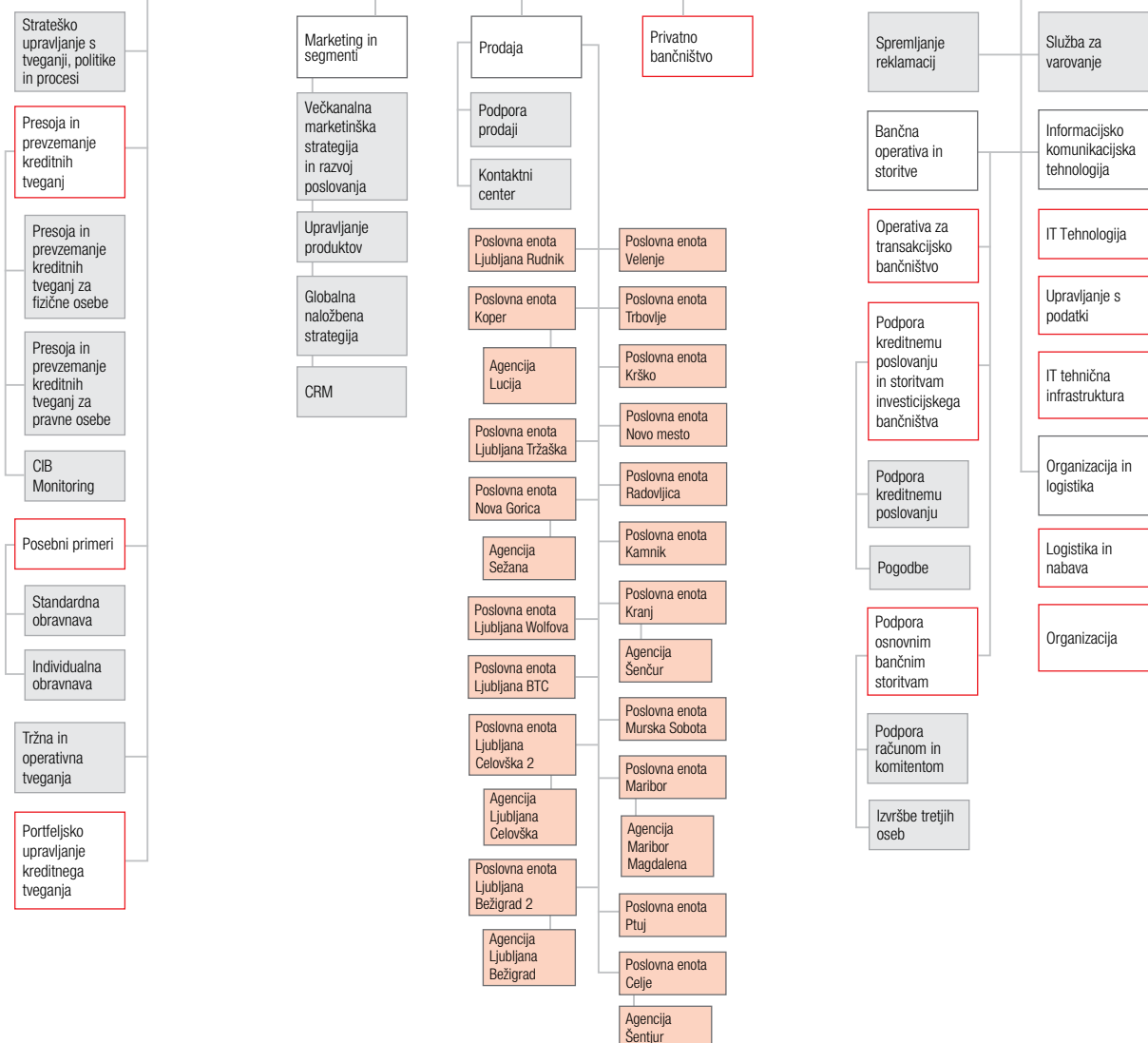
\* Do 6. 10. 2017 – Günter Friedl, član uprave in vodja divizije

# BANKA

**Damijan Dolinar**  
Član uprave  
Vodja divizije Upravljanje s tveganji  
CRO

**Hedvika Usenik\***  
Članica uprave  
Vodja divizije Poslovanje s prebivalstvom  
in malimi podjetji

**Sergio Marino**  
Član uprave  
Vodja divizije Globalne bančne storitve



# Poslovna mreža

**Poslovna enota Ljubljana BTC**

Šmartinska 140  
SI - 1000 Ljubljana  
Tel.: 01 5876 600

**Poslovna enota Ljubljana Bežigrad**

Dunajska cesta 177  
SI - 1000 Ljubljana  
Tel.: 01 6011 100

**Agencija Ljubljana Bežigrad**

Dunajska cesta 47  
SI - 1000 Ljubljana  
Tel.: 01 2528 430

**Poslovna enota Ljubljana Celovška**

Celovška 111  
SI - 1000 Ljubljana  
Tel.: 01 2528 460

**Agencija Ljubljana Celovška**

Celovška 150  
SI - 1000 Ljubljana  
Tel.: 01 5000 546

**Poslovna enota Ljubljana Rudnik**

Jurčkova cesta 231  
SI - 1000 Ljubljana  
Tel.: 01 2836 000

**Poslovna enota Ljubljana Tržaška**

Tržaška 19  
SI - 1000 Ljubljana  
Tel.: 01 2410 364

**Poslovna enota Ljubljana Wolfova**

Wolfova 1  
SI - 1000 Ljubljana  
Tel.: 01 5876 472

**Poslovna enota Celje**

Prešernova 8  
SI - 3000 Celje  
Tel.: 03 4252 479

**Poslovna enota Kamnik**

Ljubljanska cesta 4b  
SI - 1241 Kamnik  
Tel.: 01 8396 500

**Poslovna enota Koper**

Pristaniška 12  
SI - 6000 Koper  
Tel.: 05 6101 010

**Poslovna enota Kranj**

Na skali 1  
SI - 4000 Kranj  
Tel.: 04 2018 180

**Poslovna enota Krško**

Ulica 11. novembra 53  
SI - 8273 Leskovec pri Krškem  
Tel.: 07 6006 070

**Agencija Lucija**

Obala 112  
SI - 6320 Portorož  
Tel.: 05 6006 080

**Poslovna enota Maribor**

Ulica škofa Maksimilijana Držečnika 6  
SI - 2000 Maribor  
Tel.: 02 2285 320

**Agencija Maribor Magdalena**

Žolgarjeva ulica 19  
SI - 2000 Maribor  
Tel.: 02 6005 650

**Poslovna enota Murska Sobota**

Trg zmage 5  
SI - 9000 Murska Sobota  
Tel.: 02 5341 440

**Poslovna enota Nova Gorica**

Tolminskih puntarjev 2b  
SI - 5000 Nova Gorica  
Tel.: 05 3383 140

**Poslovna enota Novo mesto**

Glavni trg 20  
SI - 8000 Novo mesto  
Tel.: 07 3737 400

**Poslovna enota Ptuj**

Ulica heroja Lacka 1  
SI - 2250 Ptuj  
Tel.: 02 7980 340

**Poslovna enota Radovljica**

Gorenjska cesta 24  
SI - 4240 Radovljica  
Tel.: 04 5971 630

**Agencija Sežana**

Partizanska 37a  
SI - 6210 Sežana  
Tel.: 05 7314 589

**Agencija Šenčur**

Poslovna cona A 2  
SI - 4208 Šenčur pri Kranju  
Tel.: 04 6002 160

**Agencija Šentjur**

Cesta Leona Dobrotinška 3  
SI - 3230 Šentjur pri Celju  
Tel.: 03 6005 680

**Poslovna enota Trbovlje**

Ulica 1. junija 2  
SI - 1420 Trbovlje  
Tel.: 03 5612 565

**Poslovna enota Velenje**

Šaleška 20a  
SI - 3320 Velenje  
Tel.: 03 8987 300

# Dosežki in dogodki v letu 2017

## JANUAR

### Konferenca Euromoney na Dunaju

V sklopu sponzorstva matične skupine UniCredit je UniCredit Banka Slovenija d.d. na že 22. Euromoney konferenco povabila izbrane predstavnike poslovne javnosti in medijev. Priljubljeni letni dogodek vsako leto privabi več kot 1.000 udeležencev iz regije in izven.

### Letno srečanje s predstavniki medijev

Uprava Banke je tako kot vsako leto v začetku januarja povabila predstavnike medijev na neformalno srečanje, na katerem se je želela zahvaliti za korektno sodelovanje v preteklosti. Ob tej priložnosti so se novinarjem in urednikom predstavili tudi novi člani najvišjega vodstva.

## FEBRUAR

### Italijansko-slovenski forum

UniCredit Banka Slovenija d.d. je sodelovala na petem poslovnem srečanju, ki vsako leto zbere prek 120 poslovnežev in drugih udeležencev s področja gospodarstva, znanosti, raziskav in razvoja ter drugih področij sodelovanja med obema državama. Tokrat se je tematika osredotočala na fenomen socialnega podjetništva.

## APRIL

### Ponudili ugodne stanovanjske kredite

Na podlagi sponzorstva UEFA Champions League je UniCredit Banka Slovenija d.d. predstavila nogometno obarvano posebno ponudbo ugodnih stanovanjskih kreditov po znižani obrestni meri.

### Zajtrk finančnih trgov

Tradicionalni dogodek, ki se osredotoča na makroekonomsko dogajanje, je namenjen predstavnikom vidnejših slovenskih podjetij. V okviru okrogle mize so udeleženci govorili o priložnostih nove globalne ureditve: več ali manj Evrope?

## MAJ

### Nemški forum 2017

Banka je sodelovala na tradicionalnem dogodku v organizaciji Slovensko-nemške gospodarske zbornice, na katerem so skupaj s poslovnimi partnerji pripravili nasvete in informacije o korakih uspešnega preboja slovenskih podjetij na nemški trg.

## JUNIJ

### Podelili nagrado »Zmagovalec slovenskega izvoza«

Na 4. Konferenci slovenskih izvoznikov, ki poteka v organizaciji Časnika Finance, je UniCredit Banka Slovenija d.d. podelila nagrado »Zmagovalec slovenskega izvoza« novomeškemu izdelovalcu vozil za prosti čas, podjetju Adria Mobil.

### Na odrske deske pospremili muzikal Vesna

Kot ponosni sponzor večera je UniCredit Banka Slovenija d.d. v sklopu Festivala Ljubljana podprla muzikal, ki je nastal po zgodbi naše prve filmske romantične komedije, Vesna.

### UniCredit že četrto leto zapored najboljša banka za skrbniške storitve v Sloveniji

Revija Global Finance je imenovala najboljše ponudnike skrbniških storitev na svetu. Matična skupina UniCredit je prejela priznanje na ravni regije SVE in naziv »Najboljša banka za skrbniške storitve« v 5 državah. UniCredit Banka Slovenija d.d. je že četrto leto zapored prejela priznanje za najboljšega ponudnika skrbniških storitev v Sloveniji, medtem ko je priznanje že drugo leto zapored prejela tudi matična skupina UniCredit za svoje poslovanje na področju regije SVE. Poleg banke v Sloveniji so istoimensko priznanje prejele še članice matične skupine UniCredit v Avstriji, Bolgariji, na Češkem in v Srbiji.

## AVGUST

### 44. tradicionalni golf teden na Bledu

UniCredit Banka Slovenija d.d. je poslovne partnerje povabila na UniCredit Bank golf turnir, ki je potekal v okviru 44. tradicionalnega tedna golfa na Bledu.

### Zbirali šolske potrebščine za otroke iz socialno šibkih okolij

Zaposleni v UniCredit Banka Slovenija d.d. so tradicionalno pred začetkom novega šolskega leta zbirali šolske potrebščine za otroke iz socialno ogroženih družin pod okriljem Zveze prijateljev mladine Ljubljana Moste-Polje.

## SEPTEMBER

### Kot prvi ponudili odprtje bančnega računa preko spleta

V duhu digitalne dobe je UniCredit Banka Slovenija d.d. kot prva banka v Sloveniji ponudila možnost spletnega odprtja bančnega računa – na računalniku, mobilnem telefonu ali tablici. Proces identifikacije in odprtja računa je zaključen v nekaj minutah in od strank ne zahteva obiska poslovalnice.

### Managerski kongres

K razvoju slovenskega managementa in konkurenčnosti gospodarstva je Banka prispevala s sponzorstvom Managerskega kongresa v organizaciji Združenja Manager. Dogodka, ki tradicionalno poteka v Portorožu, se je udeležilo več kot 350 managerk in managerjev, ki so dokazali, da povezovanje vodi dlje.

### Prvi UniCredit Hackathon CEE

Začetek septembra je v Ljubljani potekal dvodnevni hakerski maraton s poudarkom na rešitvah na PSD2 direktivi. Matična skupina UniCredit je združila razvijalce, oblikovalce in »out of the box mislece« iz vsega sveta. Izbrane zmagovalne ekipe so prejele finančno nagrado in svoje projekte predstavile vodstvu regije SVE v okviru matične skupine UniCredit. Člani zmagovalnih skupin so dobili tudi možnost sodelovanja pri implementaciji predlogov.

# Dosežki in dogodki v letu 2017

## OKTOBER

### Finančni dan UniCredit Bank

Jesen je čas za izobraževalno-družabni dogodek Finančni dan UniCredit Bank, ki je po osmih letih dobil novo podobo. Rdeča nit tokratnega srečanja je bila povzeta pod naslovom »Poslovanje s pospeškom«, predavanja, predstavitve in pogovori pa so tekli o inovacijskih trendih, signalih prihodnosti ter možnostih in prednostih sodelovanja s start-up podjetji.

### 22 otrokom omogočili vstop na nogometno igrišče

Matična skupina UniCredit je uradna banka UEFA Champions League. V sezoni 2017/2018 so se za uvrstitev borili tudi nogometaši NK Maribor, zato je UniCredit Banka Slovenija d.d. organizirala nagradno igro za izbor otrok, ki so na kvalifikacijski tekmi v Mariboru na igrišče pospremili nogometne zvezdnike. Za mesto spremljevalcev se je potegovalo 488 otrok iz vse Slovenije, izbranih 22 je prejelo darilni paket z vključenim vstopom na nogometno igrišče z roko v roki z nogometašem, vstopnice za ogled tekme skupaj s staršem ter spominski paket UEFA.

## NOVEMBER

### Otroci v Banki

Tudi v letu 2017 je Banka razveselila najmlajše s povabilom v Banko. Po nekaj osnovah upravljanja z žepnino, obisku v poslovni enoti in slikanju s kravato ter maskoto Elkette so otroci za starše odplesali še kratko koreografijo na uradno pesem matične skupine UniCredit.

## DECEMBER

### Managerski koncert

Banka je podprla tradicionalni, 25. managerski koncert, osrednji kulturni, družabni in donatorski dogodek slovenske poslovne javnosti, ki se ga udeležujejo managerji najpomembnejših slovenskih podjetij, politiki in številni veleposlaniki. Praznično vzdušje so pod taktirko ameriškega dirigenta Georga Pehlivaniana ustvarili Simfonični orkester RTV Slovenija ter solisti mezzosopranistka Irena Yebuah Tiran, sopranistki Mojca Bitenc in Ana Berus, tenorist Mark Brajnik in baritonist Luka Brajnik.

### Novoletna donacija programu Botrstvo

UniCredit Banka Slovenija d.d. je tudi ob koncu leta 2017 novoletno donacijo namenila projektu Botrstvo in Zvezi prijateljev mladine, s katerimi nas veže dolgoletno partnerstvo. Mnogi sodelavci pri projektu kot botri aktivno sodelujejo tudi kot posamezniki. Objava o donaciji programu Botrstvo na Facebook strani Banke (za vsak všeček ali delitev je Banka obljubila 1 EUR donacije) je zbrala več kot 4200 všečkov, delitev in komentarjev. S tem je postala najbolj viralna objava Banke vseh časov. Zbrani znesek je Banka potrojila. Otroke in družine, vključene v program Botrstvo, pa ob koncu leta razveselila z donacijo v višini 12.750 EUR.

# Izjava o upravljanju družbe

Za doseganje visoke stopnje transparentnosti upravljanja ter na podlagi izjeme iz 2. točke petega odstavka 70. člena Zakona o gospodarskih družbah UniCredit Banka Slovenija d.d. kot del poslovnega dela letnega poročila podaja naslednjo

## IZJAVO O UREDITVI NOTRANJEGA UPRAVLJANJA

UniCredit Banka Slovenija d.d. uresničuje ureditev notranjega upravljanja, vključno s korporativnim upravljanjem, skladno z zakonodajo, veljavno v Republiki Sloveniji, ob hkratnem upoštevanju svojih internih aktov.

Pri tem UniCredit Banka Slovenija d.d. v celoti upošteva akte iz drugega odstavka 9. člena Zakona o bančništvu<sup>1</sup>.

Z namenom krepitev ureditve notranjega upravljanja pri svojem poslovanju zlasti upošteevamo:

1. določbe veljavnega Zakona o bančništvu, ki opredeljujejo ureditev notranjega upravljanja, zlasti določbe poglavja 3.4 (Sistem upravljanja banke), ter poglavja 6 (Ureditev notranjega upravljanja in ustrezni notranji kapital), v delu zahtev, ki veljajo za banko/hranilnico ali za člane upravljalnega organa,
2. Sklep o ureditvi notranjega upravljanja, upravljalnem organu in procesu ocenjevanja ustreznega notranjega kapitala za banke in hranilnice<sup>2</sup> in
3. Smernice organa EBA, ki urejajo notranje upravljanje, ocenjevanje primernosti članov upravljalnega organa in nosilcev ključnih funkcij ter politike in prakse prejemkov, na podlagi ustreznih sklepov Banke Slovenije o uporabi teh smernic<sup>3</sup>.



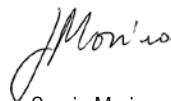
Marco Lotteri  
Predsednik nadzornega sveta



Mag. Stefan Vavti  
Predsednik uprave



Mag. Damijan Dolinar, CFA  
Član uprave



Sergio Marino  
Član uprave



Alessandro Pontoglio  
Član uprave

Hkrati si v čim večji možni meri prizadevamo upoštevati tudi neobvezujoča priporočila iz pisma Banke Slovenije (oznaka 38.20-0288/15-TR z dne 23. 10. 2015).

S podpisom te izjave se tudi zavezuemo k nadaljnjemu proaktivnemu delovanju za krepitev in promocijo ustrezne ureditve notranjega upravljanja in korporativne integritete v širši strokovni, finančni, gospodarski in drugi javnosti.

Ljubljana, 20. februar 2018

<sup>1</sup> Zakon o bančništvu (ZBan-2), Uradni listi RS, št. 25/15, 44/16 - ZRPPB, 77/16 - ZCKR in 41/17;

<sup>2</sup> Sklep Banke Slovenije o ureditvi notranjega upravljanja, upravljalnem organu in procesu ocenjevanja ustreznega notranjega kapitala za banke in hranilnice, Uradni list RS, št. 73/15 in 49/16;

<sup>3</sup> <http://www.bsi.si/zakoni-in-predpisi.asp?Mapald=1906>

# Gospodarsko okolje v letu 2017

V letu 2017 je slovensko gospodarstvo zabeležilo eno najvišjih stopenj rasti v regiji srednje in vzhodne Evrope. Rast BDP je za leto 2017 znašala 5 % v primerjavi s 3,1 % v letu 2016. Na rast so v glavnem vplivali trije dejavniki: močan izvoz zaradi dobrih gospodarskih razmer glavnih trgovinskih partnerjev; trdna rast zasebne potrošnje, ki odraža izboljšanje trga dela in večje zaupanje potrošnikov; in povečanje bruto naložb v osnovna sredstva, ki pa se je v zadnjih četrletjih malo upočasnilo.

Pričakovati je, da se bo rast BDP v letu 2018 upočasnila na 3,5 % in leta 2019 na 3,0 %. V letu 2018 bo rast potrošnje in naložb verjetno ostala trdna zaradi naraščajočih plač in visokega zaupanja potrošnikov, kakor tudi zaradi izplačil EU sredstev. Izvoz bo še naprej močan, kar odraža dobre rezultate naših glavnih trgovinskih partnerjev, vendar ga bo deloma izravnalo povečanje uvoza zaradi krepitve domačega povpraševanja. Upočasnitev rasti, ki jo pričakujemo leta 2019, odraža pričakovane razmere v evrskem območju.

Zaradi nadaljnega izboljševanja proračunskega primanjkljaja in dolga je bonitetna agencija Moody's nadgradila bonitetno oceno Slovenije za dve stopnji na Baa1 s stabilnimi obeti. Pričakovati je, da se bo javnofinančni primanjkljaj v letu 2017 zmanjšal na 0,8 % BDP zaradi močne gospodarske rasti, ki je povečala prihodke. Nadaljnje izboljšave so verjetne tudi v naslednjih dveh letih zaradi gospodarske rasti in izboljšanih razmer na trgu dela.

Po dveh letih negativne inflacije se je slednja v decembru 2017 povečala na 1,7 % v primerjavi z istim obdobjem prejšnjega leta, vendar pa najnovejši podatki kažejo na rahlo upočasnitev (1,2 % na letni ravni februarja 2018). Glavno gonilo skupne inflacije sta bili ceni hrane in nafte. Pričakuje se, da bo inflacija v letu 2018 ostala pod 2 %.

Stanje v bančnem sektorju se je v letu 2017 še naprej izboljševalo. Dobiček pred obdavčitvijo za bančni sektor je po ocenah centralne banke znašal 441 milijonov EUR, kar pomeni rast za eno petino v primerjavi s preteklim letom. Delež slabih posojil se je še naprej zmanjševal, rast bančnih posojil pa se je povečala. Bančna posojila nefinančnim družbam so se povečala z -1,0 % na medletni ravni v decembru 2016 na 8,1 % na medletni ravni v oktobru 2017, nato pa so se upočasnila na 2,2 % decembra zaradi učinka osnove. Posojila gospodinjstvom so se v istem obdobju povečala s 4,6 % na 6,8 %. Okolje nizkih obrestnih mer ostaja izziv za donosnost bančnega sektorja.



# Poslanstvo in vrednote

## Poslanstvo

Sodelavci matične skupine UniCredit se zavzemamo za ustvarjanje vrednosti za naše stranke. Kot vodilna evropska banka si prizadevamo za razvoj skupnosti, v katerih živimo, za svoje sodelavce pa želimo ustvariti prijazno delovno okolje. Stremimo k odličnosti in si nenehno prizadevamo, da bi bilo poslovanje z nami enostavno. Te zaveze nam omogočajo oblikovanje trajnostne vrednosti za naše deležnike.

## Vrednote

Naš skupek vrednot – delimo si jih vsi zaposleni v matični skupini UniCredit – temelji na poštenosti kot pogoju trajnosti, kar omogoča, da dobiček preoblikujemo v vrednoto za vse naše deležnike. Ta skupek vrednot izhaja iz naše Listine o vrednotah, ki predstavlja osnovo vsega, kar počnemo. Naše vrednote so:

- Poštenost – imamo enoten visok standard za vse, kar počnemo; le-ta se uporablja za vse enako in brez diskriminacije.
- Zaupanje – delimo skupen kodeks vrednot, ki je podlaga vsemu, kar počnemo. Ta je trden temelj našega ugleda in gradi zaupanje v podjetje, ki je ključnega pomena za dobičkonosno, trajnostno rast.
- Spoštovanje – nenehno si prizadevamo pridobiti spoštovanje, po drugi strani pa ga z veseljem izražamo tistim, ki si ga zaslužijo.
- Preglednost – trudimo se, da je vse, kar počnemo, vedno pošteno, relevantno in odkrito.
- Vzajemnost – aktivno si prizadevamo pomagati posameznikom okoli sebe, pri čemer verjamemo, da bomo tudi sami deležni enake pomoči.
- Svoboda delovanja – gojimo kulturo odprtosti, ki našim ljudem omogoča uresničevanje njihovega potenciala ter jih spodbuja k doseganju višjih ciljev za naše stranke in deležnike.

# Poudarki

UniCredit je enostavna, uspešna, vseevropska komercialna banka, s povsem integriranim poslovanjem s podjetji in investicijskim bančništvom, ki svoji obsežni bazi 25 milijonov strank omogoča dostop do edinstvene poslovne mreže v zahodni, srednji in vzhodni Evropi.

Z lokalnim in tudi mednarodnim znanjem dosega in podpira svoje stranke na globalni ravni ter jim zagotavlja edinstven dostop do vodilnih bank na svojih 14 ključnih evropskih trgih ter v 18 državah drugod po svetu. Evropska bančna mreža matične skupine UniCredit pokriva Italijo, Nemčijo, Avstrijo, Bosno in Hercegovino, Bolgarijo, Hrvaško, Češko, Madžarsko, Romunijo, Rusijo, Slovaško, Slovenijo, Srbijo in Turčijo.

## Finančni poudarki<sup>1</sup>

Prihodek iz poslovanja

**19.619** mio EUR

Čisti dobiček (izguba)

**5.473** mio EUR

Kapital

**59.331** mio EUR

Skupna sredstva

**836.790** mio EUR

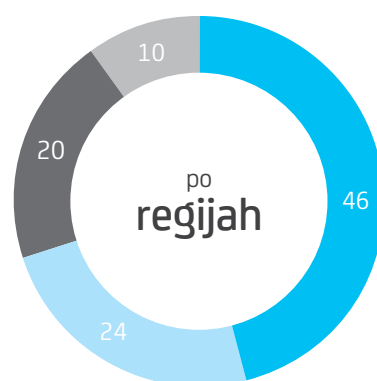
Količnik temeljnega kapitala Tier 1\*

**13,60 %**

## Prihodki<sup>1</sup> (%)



- Komercialno bančništvo Italija
- Divizija SVE
- Poslovanje s podjetji in investicijsko bančništvo
- Komercialno bančništvo Nemčija
- Komercialno bančništvo Avstrija
- Zbiranje sredstev



- Italija
- Nemčija
- SVE
- Avstrija

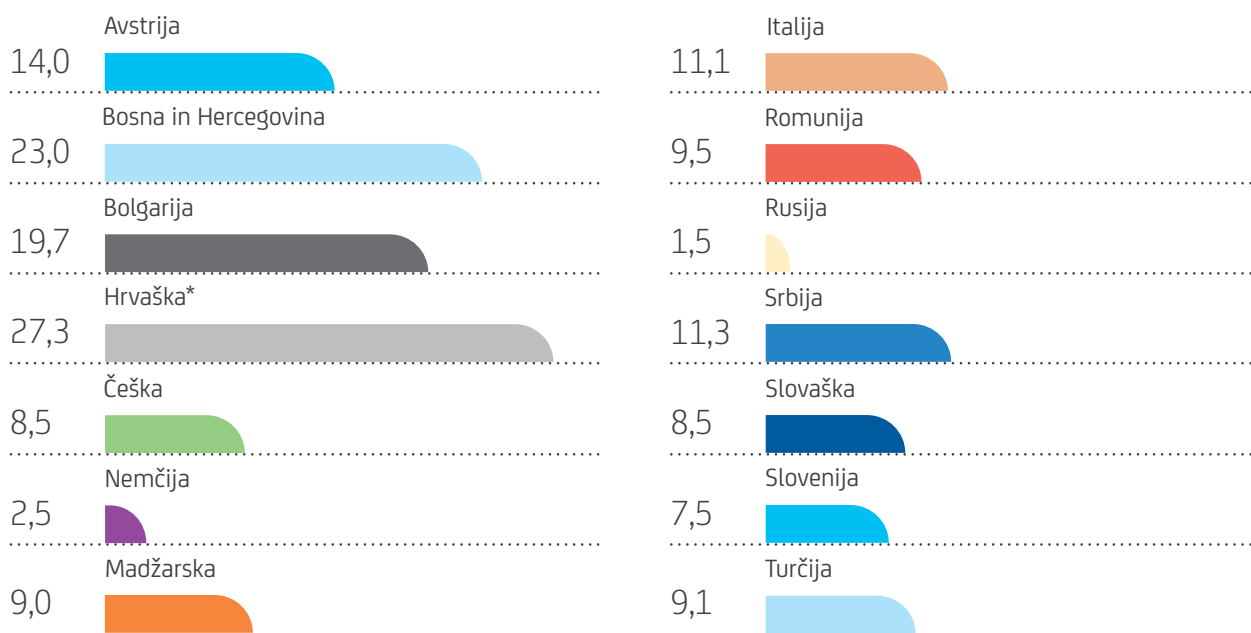
1. Podatki na dan 31. december 2017. V skladu z MSRP5 so bili dobiček/izguba družb Bank Pekao S.A., Pioneer Global Asset Management S.p.A. in njihovih podrejenih družb do datuma dekonsolidacije pripoznani v Izkazu poslovnega izida v postavki "Dobiček (izguba) po obdavčitvi iz ustavljenega poslovanja". Odtujitve so bile zaključene tekom leta 2017.

\* Polno obremenjen količnik CET1.

## UniCredit evropska bančna mreža



## Tržni deleži<sup>2</sup> (%)



2. Tržni deleži v smislu celotnih posojil po podatkih za november 2017.

\*Podatki za oktober 2017.

Vir: Podatki podjetij, nacionalne centralne banke

# Mejniki načrta Transformacija 2019

## Transformacija 2019 – naš strateški načrt – že daje otipljive rezultate

Naša vizija je postati ena Banka, ena UniCredit in ostati enostavna, uspešna, vseevropska komercialna banka, s povsem integriranim poslovanjem s podjetji in investicijskim bančništvom, ki svoji obsežni bazi strank ponuja edinstveno poslovno mrežo v zahodni, srednji in vzhodni Evropi.





# Izboljšanje kakovosti sredstev

Bančna industrija se kot panoga razvija, vendar pa bo temelj našega poslovanja tudi v prihodnje ostala podpora ambicij naših strank z edinstveno ponudbo kreditiranja. Naša odgovornost je ponujati nasvete in podporo podjetjem pri razvoju in globalizaciji – ob zagotavljanju vzdržne rasti. Pri svojem delu gledamo širše od zgolj ekonomskih donosov, z namenom spodbujanja naložb s pozitivnim vplivom na družbo kot celoto.

V matični skupini UniCredit je usmeritev »Izboljšanje kakovosti sredstev« ključni steber našega strateškega načrta.

- Osredotočamo se na proaktivno zniževanje tveganih izpostavljenosti v naši bilanci
- Močna osredotočenost na upravljanje s tveganji zagotavlja kakovost kreditnega procesa tudi v prihodnje
- Nova struktura upravljanja s tveganji dodatno krepi učinkovitost našega nadzora nad tveganji.

## Ključna metrika kakovosti sredstev

	2016	2017	🎯 2019
Količnik pokritosti	55,6 %	56,2 %	>54 %
Količnik bruto slabih izpostavljenosti na ravni matične skupine	11,8 %	10,2 %	7,8 %
Prodaja FINO* portfelja	FINO Faza 1 podpisana decembra 2016	FINO Faza 1 zaključena z 17,7 milijarde EUR	FINO Faza 2 podpisana za prodajo pod 20 %

\* FINO je okrajšava za »Failure is Not an Option« (Neuspeh ni opcija)

# Vodstvo matične skupine UniCredit



**JEAN PIERRE  
MUSTIER**

Izvršni direktor



**GIANNI FRANCO  
PAPA**

Glavni direktor

## Višji izvršni namestniki direktorjev



**GIANPAOLO  
ALESSANDRO**

Vodja Pravne pisarne -  
sekretar uprave



**CARLO  
APPETITI**

Vodja skladnosti  
poslovanja



**MIRKO  
BIANCHI\*\***

Vodja Financ



**GIANFRANCO  
BISAGNI**

Namestnik vodje  
divizije Poslovanje s  
podjetji in investicijsko  
bančništvo



**MARCO  
BIZZOZERO\*\***

Vodja upravljanja  
premoženja



**ANDREA  
CASINI**

Namestnik glavnega  
direktorja za Italijo



**PAOLO  
CORNETTA**

Vodja kadrovske  
službe



**SERENELLA  
DE CANDIA\***

Vodja notranje  
revizije



**RANIERI  
DE MARCHIS**

Namestnik vodje za  
operativno poslovanje



**MICHAEL  
DIEDERICH**

Glavni direktor  
za Nemčijo



**ALESSANDRO  
FOTI**

Vodja zbiranja  
sredstev



**FRANCESCO  
GIORDANO**

Namestnik vodje za  
operativno poslovanje



**OLIVIER  
KHAYAT**

Namestnik vodje  
divizije Poslovanje s  
podjetji in investicijsko  
bančništvo



**TJ  
LIM**

Vodja upravljanja s  
tveganji



**GIOVANNI  
RONCA**

Namestnik glavnega  
direktorja za Italijo



**ANDREA UMBERTO  
VARESE**

Vodja področja  
kreditiranja



**CARLO  
VIVALDI**

Vodja divizije SVE



**ROBERT  
ZADRAZIL**

Glavni direktor  
za Avstrijo

## Izvršni namestniki direktorjev



**MAURIZIO  
BERETTA\*\***

Vodja institucionalnih  
zadev



**AURELIO  
MACCARIO\*\***

Vodja regulatornih  
zadev



**ANDREA FRANCESCO  
MAFFEZZONI\*\***

Vodja strategije  
in M&A

\* ni član izvršnega upravljalnega odbora

\*\* stalni gostujoči člani izvršnega upravljalnega odbora

# Finančni rezultati

## Finančni rezultati Banke

### Izkaz vseobsegajočega donosa za leto 2017

Leto 2017 je bilo za Banko izredno uspešno, saj je zabeležila kar trikratnik dobička pred obdavčitvijo doseženega leto poprej, in sicer 46,7 milijona evrov. Čisti dobiček po obdavčitvi je znašal 38,3 milijona evrov (leta 2016: 13,9 milijona evrov), poleg tega pa je drugi vseobsegajoči donos izkazoval dodatnih 7,0 milijona evrov po obdavčitvi (leta 2016: 5,1 milijona evrov).

V letu 2017 so čisti prihodki Banke od obresti dosegli 43,3 milijona evrov, kar predstavlja preobrat iz nekajletnega upadanja v porast za 1,4 milijona evrov (oziroma za 3,2 %) v primerjavi s preteklim letom. Odhodki od obresti so tokrat padli sorazmerno bolj kot prihodki od obresti, saj je Banka še nadalje optimizirala strukturo svojih obveznosti.

Preobrat iz letnih padcev v porast je Banka zabeležila tudi pri čistih opravninah. V trenutnih težkih tržnih razmerah je Banka zaslužila 24,2 milijona evrov čistih opravnin, kar predstavlja porast v višini 1,2 milijona evrov oziroma 5,4 % v primerjavi z letom poprej. Najvišji porast je Banka zabeležila pri opravninah iz poslov z vrednostnimi papirji.

Realizirani čisti dobički v postavki "Realizirani dobički in izgube iz finančnih sredstev in obveznosti, ki niso merjeni po poštenu vrednosti skozi izkaz poslovnega izida" so znašali 0,2 milijona evrov. Znesek je neprimerno nižji kot preteklo leto, ko je Banka dosegla rekordno visoke dobičke s prodajo vrednostnih papirjev, razpoložljivih za prodajo. Čiste dobičke v letu 2017 znižuje predvsem izguba, realizirana ob predčasnem poplačilu obveznosti, kar se bo odrazilo v prihodnjih letih v znižanju odhodkov za obresti.

V letu 2017 je Banka ustvarila dobiček iz trgovanja vključno s tečajnimi razlikami v višini 4,1 milijona evrov (v letu 2016: dobiček v višini 3,7 milijona evrov).

V letu 2017 so "Spremembe poštene vrednosti pri obračunavanju varovanj pred tveganji" prinesle 5,7 milijona evrov izgube (v letu 2016: izguba v višini 6,8 milijona evrov). Banka je optimizirala svoje pozicije za varovanje denarnih tokov, kar se je odrazilo v 4,9 milijona evrov odhodkov ter povečanju vseobsegajočega donosa iz tega naslova v enaki višini.

Administrativni stroški so po kar nekaj letih ohranjanja nespremenjene ravni v letu 2017 porasli za 2,8 milijona evrov, in sicer na 36,9 milijona evrov (v letu 2016: 34,0 milijona evrov, kar predstavlja porast za 8,3 % na letni ravni). Največji relativni porast je bil zabeležen pri stroških svetovalnih storitev.

Stroški amortizacije so v letu 2017 padli na 5,2 milijona evrov (v letu 2016: 5,7 milijona evrov), saj je Banka preverila dobe uporabnosti opredmetenih in neopredmetenih sredstev.

Banka je oblikovala rezervacije v skupni višini 4,7 milijona evrov (v letu 2016: 0,6 milijona evrov). Za svoje zunajbilančno poslovanje je oblikovala

rezervacije v višini 2,8 milijona evrov (v letu 2016 je sprostila 1,6 milijona evrov), za pravno nerešene tožbe pa v znesku 1,9 milijona evrov (v letu 2016 je sprostila 0,4 milijona evrov).

Banka je sprostila 29,0 milijona evrov oslabitev za kredite (v letu 2016 je oblikovala 17,4 milijona evrov). V letu 2017 je obseg slabih kreditov, tako kot v preteklih letih, nadaljeval trend zmanjševanja, in sicer iz 159,4 milijona evrov na 106,6 milijona evrov.

V okviru postavke "Drugi vseobsegajoči donos" je Banka pripoznala 7,0 milijona evrov dobička po obdavčitvi. Dobički v zvezi s finančnimi sredstvi, razpoložljivimi za prodajo, so se izjemno povečali, in sicer so znašali 3,7 milijona evrov po obdavčitvi (v letu 2016: 0,9 milijona evrov). Dobički v zvezi z varovanjem denarnih tokov so prispevali 3,3 milijona evrov po obdavčitvi (v letu 2016: 4,2 milijona evrov).

### Izkaz finančnega položaja za leto 2017

UniCredit Banka Slovenija d.d. je v letu 2017 rahlo povečala svojo bilančno vsoto, in sicer za 134,7 milijona evrov (oziroma za 5,2 %); ta je konec leta znašala 2.705,9 milijona evrov.

Ob koncu leta 2017 je postavka "Denar v blagajni, stanje na računih pri centralnih bankah in vpogledne vloge pri bankah" znašala 412,6 milijona evrov, kar je za 103,3 milijona evrov več kot ob koncu leta poprej.

Obseg finančnih sredstev, namenjenih trgovanju, je bil konec leta 2017 sestavljen izključno iz pozitivne poštene vrednosti izvedenih finančnih instrumentov za trgovanje. Znašal je 6,9 milijona evrov (ob koncu leta 2016: 20,1 milijona evrov). Padec je sorazmerno enak padcu finančnih obveznosti, namenjenih trgovanju, ki predstavljajo negativno pošteno vrednost izvedenih finančnih instrumentov za trgovanje. Te so znašale 7,1 milijona evrov ob koncu leta 2017 in 20,5 milijona evrov ob koncu leta 2016. Banka ima namreč zaprte trgovalne pozicije.

Finančna sredstva, razpoložljiva za prodajo, so ob koncu leta 2017 dosegla 397,1 milijona evrov, od tega 373,1 milijona evrov v obveznicah, preostalih 24,0 milijona evrov pa v lastniških instrumentih. Kar 95 % portfelja obveznic predstavljajo obveznice Republike Slovenije. Obveznice so bile prodane tekom leta za neto 37,0 milijona evrov (kar pomeni zmanjšanje obsega za 0,9 %). Spremembe poštene vrednosti so povečale njihov obseg za 1,0 milijona evrov.

Izvedeni finančni instrumenti, namenjeni varovanju, so ohranili stabilnih 11,3 milijona evrov pozitivne poštene vrednosti, spremenila pa se je struktura – zaradi sklenitve novih instrumentov za varovanje poštene vrednosti se je povečala njihova pozitivna poštena vrednost na 3,6 milijona evrov (ob koncu leta 2016: 0,9 milijona evrov), zmanjšala pa pozitivna poštena vrednost instrumentov za varovanje denarnih tokov na 7,7 milijona evrov (ob koncu leta 2016: 10,1 milijona evrov).

Kreditni so ob koncu leta 2017 znašali 1.852,8 milijona evrov, kar predstavlja povečanje za 88,8 milijona evrov na letni ravni (oziroma za 0,5 %). Obseg kreditov bankam se je povečal za 26,3 milijona evrov,



obseg kreditov strankam pa za 61,9 milijona evrov. K temu je 38,3 milijona evrov prispevalo znižanje oslabitev.

Banka ima v lasti opredmetena osnovna sredstva v znesku 3,6 milijona evrov, kar predstavlja znižanje za 1,2 milijona evrov v primerjavi z letom 2016; povečanja zaradi nakupov so bila več kot nevtralizirana z amortizacijo.

Med neopredmetenimi sredstvi Banka pripoznava programsko opremo v znesku 15,5 milijona evrov. Kupljena je bila nova programska oprema v vrednosti 2,6 milijona evrov (v letu 2016: 1,9 milijona evrov), izločena v čisti vrednosti 0,2 milijona evrov ter amortizirana v višini 3,6 milijona evrov.

Banka nima terjatev za tekoči davek. Obveznost za tekoči davek je višja od plačanih akontacij med letom.

Zaradi koriščenja prenesene davčne izgube iz preteklih let v višini 23,3 milijona evrov so se terjatve iz tega naslova znižale za 4,4 milijona evrov. Preostale terjatve za odloženi davek pa so bile konec leta 2017 nižje od obveznosti za odloženi davek, zato Banka tudi odloženi davek izkazuje med obveznostmi.

Obseg izvedenih finančnih instrumentov, namenjenih varovanju, na strani obveznosti predstavlja negativno sedanjo vrednost zamenjav (swaps), s katerimi Banka varuje svoje denarne tokove v višini 19,0 milijona evrov (49,1 milijona evrov ob koncu leta 2016). Negativna sedanja vrednost zamenjav za varovanje poštene vrednosti je v letu 2017 porasla na 0,3 milijona evrov.

Finančne obveznosti, merjene po odplačni vrednosti, so ob koncu leta 2017 znašale 2.383,1 milijona evrov, kar predstavlja porast za 142,4 milijona evrov. Banka je povečala obveznosti do strank v višini 202,8 milijona evrov ter zmanjšala svoje obveznosti do bank v znesku 65,0 milijona evrov.

Banka je dobro kapitalizirana in izkazuje količnik kapitalске ustreznosti v višini 17,4 %.

## Finančni rezultati Skupine

### Izkaz vseobsegajočega donosa za leto 2017

Družba UniCredit Leasing, d.o.o. je v letu 2017 zabeležila izgubo po obdavčitvi v višini 2,1 milijona evrov. Čisti dobiček Skupine za leto 2017 je znašal 36,2 milijona evrov (v letu 2016: 17,8 milijona evrov).

Odvisna družba je k dobičku Skupine prispevala 3,5 milijona evrov čistih prihodkov od obresti in 0,1 milijona evrov čistih provizij.

Pri postavki "Drugi čisti poslovni dobički" je zabeležen čisti dobiček iz naslova najemnih poslov v višini 1,2 milijona evrov.

Administrativni stroški Skupine so za 1,6 milijona evrov višji, amortizacija pa za 0,8 milijona evrov višja v primerjavi z administrativnimi stroški in amortizacijo Banke.

Oslabitve za kredite (večinoma za finančne najeme) so bile oblikovane v višini 5,6 milijona evrov; rezervacije pa so bile sproščene v višini 0,4 milijona evrov.

### Izkaz finančnega položaja za leto 2017

Ob koncu leta 2017 je bilančna vsota družbe UniCredit Leasing d.o.o. znašala 197,8 milijona evrov (ob koncu leta 2016: 172,8 milijona evrov), kar predstavlja solidno 14,5-odstotno rast. Če izključimo medsebojne postavke, je bilančna vsota Skupine višja od bilančne vsote Banke za 53,8 milijona evrov.

Posojila so v izkazu Skupine za 45,7 milijona evrov višja od posojil v izkazu Banke. Opredmetena osnovna sredstva, ki so v družbi UniCredit Leasing, d.o.o. skoraj v celoti predmet poslovnega najema, so v izkazu Skupine višja za 1,9 milijona evrov. V konsolidiranem izkazu finančnega položaja so naložbene nepremičnine, kar zajema nepremičnine, ki so predmet operativnega najema, zabeležene v višini 1,4 milijona evrov (ob koncu leta 2016: 2,7 milijona evrov).

Med obveznostmi Skupine je glavni dodatek k obveznostim Banke postavka "Kreditni bank" v višini 41,8 milijona evrov in kapital v višini 15,8 milijona evrov.

Na dan 31. december 2017 Skupina izkazuje količnik kapitalске ustreznosti v višini 18,0 %.

### Dogodki po datumu poročanja

Banka in Skupina po datumu poročanja nista zaznali pomembnejših poslovnih dogodkov, ki bi vplivali na računovodske izkaze Banke in Skupine za leto 2017 ali ki bi zahtevali dodatna razkritja v teh računovodskih izkazih.

# Poslovanje banke na različnih segmentih

## Poslovanje s prebivalstvom in malimi podjetji

### SPLOŠEN PREGLED

UniCredit Banka Slovenija d.d. je tudi v letu 2017 posvetila veliko pozornosti razvoju digitalnih platform. Sodoben potrošnik je mobilni, potrebuje rešitve, ki so na doseg roke. V želji, da bi našim strankam zagotavljali najboljšo uporabniško izkušnjo in z inovacijami izboljšali finančne rešitve, smo nadaljevali s prenovo spletne Online banke ter nadgradnjami funkcionalnosti Mobilne banke GO!.

Na področju prebivalstva imamo okoli 30.400 aktivnih uporabnikov Online banke in nekaj več kot 22.000 aktivnih uporabnikov aplikacije Mobilna banka GO!. V zadnjem letu se je število strank, ki uporabljajo mobilno banko, povečalo za 47 odstotkov.

Podatki o uporabi mobilnega bančništva v članicah matične skupine UniCredit na področju regije SVE kažejo, da smo na drugem mestu po pogostosti uporabe (za Turčijo), saj je kar 28 % aktivnih strank Banke junija 2017 že uporabljajo mobilno banko. V začetku leta 2017, ko smo uvedli nekaj digitalnih novosti (med njimi možnost Scan & Pay), je 15 % uporabnikov začelo uporabljati nove funkcionalnosti že v prvem mesecu. Uporabniki mobilne banke dostopajo do aplikacije povprečno vsake 3 dni, kar je najvišji rezultat na področju regije SVE (stranke članic bank matične skupine UniCredit v regiji SVE). Slovenci smo na prvem mestu tudi po deležu transakcij, opravljenih preko spleta (z uporabo alternativnih kanalov kot sta spletna in mobilna banka).

Od oktobra 2017 dalje kot prva slovenska banka omogočamo odprtje bančnega računa preko spleta; na računalniku, mobilnem telefonu ali tablici. Do sedaj so namreč nove stranke lahko začele postopek odpiranja računa preko spleta, vendar so morale za dokončanje postopka še vedno obiskati bančno poslovalnico, kjer so opravile identifikacijo ter podpisale pogodbo. Rešitev prinaša popolnoma digitalno izkušnjo. Začetek procesa odpiranja računa je podprt z avtomatskim preverjanjem. Video identifikacijo izvaja certificiran poslovni partner v Italiji v slovenskem ali angleškem jeziku. Proces se zaključi z digitalnim podpisom, celoten postopek pa je končan v nekaj minutah.

Z odprtjem računa prek spleta nova stranka postane uporabnik paketa bančnih storitev, ki smo ga poimenovali Sodobni in vanj združili tiste bančne produkte, ki jih sodoben potrošnik najpogosteje uporablja. Pol leta lahko nova stranka paket uporablja brezplačno, pridobi pa še vrsto drugih ugodnosti: do 500 EUR limita brez stroškov odobritve, brezplačno BA Maestro kartico, dostop do Online banke ter Mobilne banke GO! in varnostno SMS sporočilo. Po prvem rednem mesečnem prilivu na račun lahko v Online banki stranka odda naročilo za kartico Mastercard ali VISA, ki jo prvo leto uporablja brez članarine.

Razvoj sodobnih bančnih poti bo tudi v letu 2018 ključna prednostna naloga Banke, ki jo bodo občutile tudi stranke. Digitalno bo krojilo storitve za stranke prihodnosti, ki bodo zahtevale vedno bolj

preproste storitve, narejene po njihovi meri, dostopne preko sodobnih komunikacijskih poti, kadarkoli in kjerkoli.

### SEGMENTI IN PRODUKTI

#### Segment poslovanja s prebivalstvom

Na področju transakcijskega poslovanja smo uvedli brezstično kreditno kartico VISA in plačilno kartico z odloženim plačilom Mastercard. Brezstično plačevanje je hitrejše, krajše je čakanje pred blagajno in večja je varnost, saj med plačevanjem kartica ostane v rokah imetnika, kar mu zagotavlja popoln nadzor nad porabo.

Plačilno kartico Mastercard smo dodatno nadgradili z možnostjo plačevanja na do 12 obrokov, in sicer na način, da imetnik kartice po opravljenem nakupu prejme sporočilo na mobilni telefon, z odgovorom nanj pa izbere željeno število obrokov.

Na bančnem trgu smo še naprej prisotni kot eden najugodnejših ponudnikov stanovanjskih in potrošniških kreditov. Prvi na trgu smo uvedli nepremičninski kredit s kombinirano obrestno mero, ki se prvih 120 mesecev obrestuje po fiksni kreditni obrestni meri, v nadaljnjem obdobju in do končnega odplačila kredita pa po spremenljivi kreditni obrestni meri. S ciljem, da bi potrošnikom omogočili hitro in enostavno pot do gotovinskega kredita, smo poenostavili postopek pridobitve kredita v znesku do 5.000 EUR in odplačilno dobo do 60 mesecev ter na ta način skrajšali čas pridobitve kredita na nekaj ur.

#### Segment poslovanja z malimi podjetji

Tako kot pri segmentu fizičnih oseb smo tudi za pravne osebe uvedli brezstično plačilno kartico z odlogom plačila, in sicer Mastercard.

Segmentu podjetij z zdravno poslovno bilanco smo še naprej intenzivno ponujali Kredit Ekspres, s katerim se lahko podjetje finančno okrepi hitro in preprosto z enim samim obiskom banke in brez dodatne dokumentacije. K ponudbi financiranja poslovanja smo dodali kredit s fiksno obrestno mero.

Od decembra dalje je za poslovne uporabnike na voljo Mobilna banka PRO!. Trenutno so funkcionalnosti identične aplikaciji Mobilna banka GO!. Ker pa so zahteve in potrebe poslovnega sveta različne, se bo temu primerno razvijala tudi aplikacija za poslovne uporabnike.

#### Privatno bančništvo

Privatno bančništvo predstavlja najvišji segment strank (fizičnih oseb), ki jim Banka, poleg klasičnih bančnih storitev, ponuja različne investicijske rešitve, s katerimi lahko stranke dosežejo bolj primerno razporeditev svojega premoženja.

Glavno vodilo pri skrbi za finančno premoženje strank v Privatnem bančništvu je iskanje optimalne razporeditve celotnega premoženja za posamezno stranko glede na njene potrebe in pričakovanja. Pri določanju ustreznih rešitev in reakcij na spremenljive razmere na finančnih trgih, Banka izkorišča obsežna znanja in resurse v okviru matične skupine UniCredit, ki v obliki globalne naložbene strategije za posamezen profil stranke določa, kakšna je njena najprimernejša razporeditev v danem trenutku.

Najbolj pomembna storitev v Privatnem bančništvu je storitev upravljanja portfeljev, ki jo uspešno dopolnjujemo tudi z drugimi investicijskimi produkti in rešitvami. Pri tem smo učinkovito izkoriščali sinergije in možnosti znotraj matične skupine UniCredit ter omogočili strankam Privatnega bančništva dostop do strukturiranih produktov izdajatelja UniCredit AG (HVB) in drugih izbranih svetovno znanih partnerjev matične skupine UniCredit na področju upravljanja s premoženjem.

V letu 2017 smo v segmentu Privatnega bančništva zabeležili rast na vseh ključnih področjih delovanja – tako po obsegu finančnih sredstev strank pri naši Banki, kot tudi po skupnem številu strank in ustvarjenih prihodkih.

## Poslovanje s podjetji in investicijsko bančništvo

### SPLOŠEN PREGLED

Kot članica matične skupine UniCredit, ene največjih evropskih finančnih skupin, se UniCredit Banka Slovenija d.d. zavzema za nenehno izboljševanje svoje poslovne ponudbe z združevanjem visokokakovostnih finančnih storitev in preudarnim upravljanjem tveganj ter s stalnim razvojem sinergij med svojimi podjetji. Zaradi našega mednarodnega ozadja imamo priložnost, da strankam zagotovimo globalne izkušnje v kombinaciji z razumevanjem lokalnih posebnosti.

Na področju poslovanja s podjetji in investicijskega bančništva je naš cilj postati prednostni bančni partner za naše stranke, izbran na podlagi kakovosti produktov in storitev, pa tudi zaradi profesionalnosti in zavezanosti naše ekipe. V letu 2017 smo ostali osredotočeni na stranke in nadaljevali z našim edinstvenim modelom storitev, vključno z enim svetovalcem v poslovalnici kot enotno kontaktno točko na vseh geografskih območjih, kjer deluje matična skupina UniCredit, ter podpirali naše stranke pri širitvi njihovih čezmejnih poslovnih dejavnosti.

Kot del matične skupine UniCredit se močno opiramo na prenos tehnologije, znanja in izmenjave najboljših praks, kar nam omogoča, da bolje služimo našim strankam pri vsakodnevnem poslovanju ter podpiramo njihove nove projekte in pobude. Prizadevamo si tudi za prispevek k napredku slovenskega gospodarstva in kot glavni partner v okviru projekta Izvozniki.si še naprej podpiramo in promoviramo slovenske izvozne in uvozne družbe, že četrto leto zapored.

Razvoj in uspeh družb sta bolj kot kdaj koli odvisna od pravočasnega prepoznavanja priložnosti in neizogibnega preoblikovanja v skladu s trendi digitalizacije in globalizacije. Vse to je bila glavna tema letošnjega tradicionalnega dogodka Finančni dan UniCredit Bank, kjer smo razpravljali o inovacijskih trendih, signalih priložnosti ter priložnostih in prednostih sodelovanja z novoustanovljenimi podjetji. Nekateri med njimi so na dogodku imeli priložnost predstaviti svoje ideje in konkurenčne prednosti.

V skladu s strategijo digitalizacije in inovacij matične skupine UniCredit smo v letu 2017 začeli nekaj novih projektov. Eden izmed njih je bila popolnoma digitalna platforma za odkup terjatev, ki smo jo uspešno implementirali.

'Stranka na prvem mestu' je eno izmed petih temeljnih načel matične skupine UniCredit, ki ga dnevno zasledujemo. Zato skrbno spremljamo in redno merimo zadovoljstvo naših strank s pomočjo zunanje raziskovalne agencije. Leta 2017 smo začeli z novim pristopom, ki je na eni strani uporabniku bolj prijazen, po drugi strani pa bi moral še izboljšati natančnost rezultatov. Doslej je bilo zadovoljstvo naših kupcev v povprečju višje kot na skupnem trgu in pri glavnih konkurentih. Na podlagi povratnih informacij naših strank bomo izvajali akcijski načrt, ki bo obsegal področja, ki jih naše stranke štejejo za najpomembnejše.

V letu 2017 je prestižna finančna revija Global Finance že četrto leto zapored izbrala UniCredit Banka Slovenija d.d. za najboljšo ponudnico vrednostnih papirjev v Sloveniji, kar je še eno veliko priznanje za naša prizadevanja in dokazuje, da si stalno prizadevamo zagotoviti najboljše storitve za naše stranke.

### FINANČNI REZULTATI

V letu 2017 se je gospodarska rast v Sloveniji pospešila, kar je večinoma posledica zasebne potrošnje in naložb zasebnega sektorja. Po letih krčenja se je rast kreditov povečevala, podprta z nizkimi obrestnimi merami in visoko presežno likvidnostjo v bančnem sektorju. Obenem je bil opazen splošen pozitiven trend izboljšanja kakovosti kreditnega portfelja.

V letu 2017 so rezultate divizije Poslovanje s podjetji in investicijsko bančništvo podpirala močna prizadevanja za prestrukturiranje, kar je na eni strani prispevalo k sprostitvi rezervacij, na drugi strani pa ohranilo nespremenjen tržni delež posojil v primerjavi s preteklim letom. Prihodki od obresti so ostali glavni ustvarjalec prihodkov, na kar je negativno vplival skrčen obseg najetih posojil zaradi uspešnega zaključka primerov prestrukturiranja in tržnega pritiska na obrestne mere.

Kljub temu je delež divizije Poslovanje s podjetji in investicijsko bančništvo, kar zadeva obseg posojil in depozitov, prihodke in dobiček pred obdavčitvijo, še naprej največ prispeval k celotnim rezultatom Banke.

Baza strank se je v primerjavi s preteklim letom povečala za 2 odstotka, zahvaljujoč zaupanju, ki ga ima UniCredit Banka Slovenija d.d. pri družbah, ki delujejo na slovenskem trgu. Pridobivanje novih strank je potekalo vzporedno s krepitvijo odnosov z obstoječimi strankami ter podpiranjem njihovih lokalnih in čezmejnih projektov.

Uspešno sodelovanje med divizijama Poslovanje s podjetji in investicijsko bančništvo ter Poslovanje s prebivalstvom je podprlo pridobitev več kot 1.500 novih strank v segmentu fizičnih oseb.

# Poslovanje Banke na različnih segmentih

Osredotočanje na dodatne vire neobrestnih prihodkov, iskanje dodatnega potenciala za ustvarjanje provizij, uvajanje napredne tehnologije in nadaljnja digitalizacija bodo še naprej naše prednostne naloge. Tudi v prihodnje bodo ponudba storitev z visoko dodano vrednostjo, standardi dobičkonosnosti, prilagojeni glede na tveganja, navzkrižna prodaja dodatnih produktov in storitve za pokrivanje celotnega spektra potreb strank v središču naše strategije.

## Financiranje in svetovanje

V UniCredit Banka Slovenija d.d. sledimo visokim kreditnim standardom, za katere menimo, da so predpogoj za trajnostno poslovanje in dolgoročno partnerstvo z našimi strankami. Dokaz za naše preudarno obvladovanje tveganj je nadaljnje izboljšanje kakovosti kreditnega portfelja v letu 2017.

V segmentu velikih podjetij smo ključni akter na strukturiranem finančnem trgu zaradi svojega razumevanja sektorjev in industrij s tehničnim znanjem, spretnostmi in hitro vključitvijo zahtevnega regulativnega okolja. V letu 2017 je oddelek Velika podjetja uspel povečati sodelovanje z največjimi slovenskimi družbami in pridobiti nove stranke.

Enota Poslovanje s srednje velikimi podjetji je še naprej ponujala posojila s fiksno obrestno mero in varovanje pred tveganji z obrestno zamenjavo (IRS hedging), kar koli je bolj ustrezalo strankam. Spremljali smo svoje obstoječe in potencialne stranke z namenom, da jih podpremo pri njihovih naložbah in potrebah po obratnem kapitalu, hkrati pa smo se osredotočali tudi na to, da bi bili primarna banka za celotne finančne potrebe naših strank.

Enota Mednarodna podjetja ima vodilni položaj na lokalnem trgu, pri čemer se opira na globalno prisotnost in unificiran večdržavni pristop matične skupine UniCredit do strank. Za mednarodne stranke zagotavljamo visoko kakovostne storitve, raznoliko ponudbo produktov, prilagojene in inovativne rešitve, čezmejne produkte in servisiranje ter strokovno svetovanje. Nadalje smo okrepili naš tržni položaj z izboljšanim večdržavnim modelom storitev. Bili smo nadpovprečno uspešni na področju velikih strukturiranih transakcij in uspešnega pridobivanja strank. Uspešno je bil uveden nov model storitev za mednarodne skupine s pomembno prisotnostjo v Srednji in Vzhodni Evropi.

Leto 2017 je bilo še eno uspešno leto za UniCredit Banka Slovenija d.d. na področju podjetniškega svetovanja. Eden naših glavnih dosežkov je bil svetovanje družbi Sumitomo Corporation pri prodaji hčerinskega podjetja Summit Leasing Slovenija družbi Apollo Fund Management in Evropski banki za obnovo in razvoj. V letu 2018 bo naša ekipa strokovnjakov še naprej zagotavljala dragocene nasvete našim podjetniškim strankam in potencialnim vlagateljem, pri čemer se bo opirala na vodilni položaj matične skupine UniCredit kot enega vodilnih svetovalcev na področju združitve in prevzemov v regiji.

## Globalno transakcijsko bančništvo

Leta 2017 smo okrepili naš tržni položaj na vseh področjih transakcijskega bančništva. Povečali smo svoj tržni delež na področju plačil, tradicionalnega trgovskega financiranja in kartičnega poslovanja, s stalnim izboljševanjem kakovosti storitev in pozornim upoštevanjem nacionalnih in mednarodnih standardov in predpisov. Trdna pozicija na trgu kaže na našo zavezanost strankam in zagotavljanje odličnosti storitev. Uvedli smo tudi novo popolnoma digitalno platformo za domači odkup terjatev, ki bo našim strankam omogočila hitro, fleksibilno in varno upravljanje potreb po obratnem kapitalu.

Na področju storitev z vrednostnimi papirji je Banka uspela povečati število strank in ohraniti naziv Najboljšega ponudnika storitev z vrednostnimi papirji v Sloveniji, ki ji ga je revija Global Finance podelila že četrtič zapored. Glavna prednostna naloga za leto 2018 bo še naprej ohranjanje kakovosti storitev in delovanje v najboljšem interesu naših strank.

## Produkti in finančni trgi

Mandatu glavnega upravljalca državnih obveznic v marcu 2017 sta sledila dva pomembna posla zavarovanja pred obrestnimi tveganji s strankami. Še naprej sodelujemo s svojimi strankami pri iskanju najboljših rešitev za njihovo izpostavljenost tržnemu tveganju. Leta 2017 je skupina Finančne institucije podpisala največji posel s posojili v portfelju Banke, ki je del sindikata bank. Skupina Trgovanje je uspešno prestrukturirala portfelj zavarovanja obrestnih mer za obveznice, ki jih ima Banka.

V letu 2018 je pričakovati prelomnico v politiki popuščanja Evropske centralne banke in naše stranke bomo še naprej obveščali o posledicah povečanja dolgoročnih tržnih obrestnih mer in instrumentov, ki so na voljo za zavarovanje pred takšnimi tveganji. Skupina Trgovanje bo osredotočena tudi na dolgoročne obrestne mere za evre.

## OBETI

Izboljššan gospodarski položaj v letu 2017, ugodna napoved za leto 2018 in obnovljena rast kreditov povečujejo optimizem bančnega sektorja. Kljub temu še vedno ostajajo izzivi, ki so posledica povečanih regulativnih zahtev, potrebe po prilagoditvi poslovnih modelov na hitro spreminjajoče se okolje in iskanja optimalnih rešitev glede tveganj donosa.

Povečevanje obsega posojil in izboljšanje našega tržnega deleža pri posojilih podjetjem bodo naše prednostne naloge, ki jih bomo dosegli le v kombinaciji z ohranjanjem kakovosti kreditnega portfelja in prevzemanjem pravih tveganj.

Še naprej bomo vlagali v razvoj naših zaposlenih ter spodbujali izmenjavo znanj in izkušenj, pregleden dialog in redne povratne informacije.

Nadaljnja digitalizacija naših tradicionalnih produktov in storitev nam bo omogočila boljše odzivanje na naraščajoče potrebe strank, hkrati pa zagotavljala enostavnost in hitrost. Naša ambicija za leto 2018 je podpora našim strankam na vseh geografskih območjih, kjer je prisotna matična skupina UniCredit, ter ohranjanje visokih standardov kakovosti in zagotavljanje stroškovne učinkovitosti. Za doseg tega cilja bomo izkoristili tudi projekte in orodja matične skupine UniCredit, ki se bodo v letu 2018 izvajali v Sloveniji.

## Globalne bančne storitve

### Organizacija in logistika

Poglavitni cilj oddelka v letu 2017 je bilo vodenje projektov, ki omogočajo povečanje učinkovitosti poslovanja, zagotovitev skladnosti Banke z domačo in EU regulativo ter projektov, ki omogočajo preoblikovanje bančnih procesov z namenom poenostavitve poslovanja komitentov banke in dela zaposlenih. Z vpeljavo novih tehnik in aplikacij smo nadaljevali z uporabo agilnega pristopa v projektnem vodenju in dodatno optimizirali "demand management" proces.

Z ustreznim nadzorovanjem stroškov je Banka ohranila zeleno raven stroškov in amortizacije, s čimer je pozitivno prispevala k uspešnemu poslovnemu rezultatu. Pozitivni trendi se odražajo na več področjih, še posebej pri stroških izterjave terjatev in stroških najema poslovnih prostorov.

Nabava je bila vključena v več kot 250 pogajanj z dobavitelji blaga in storitev v obsegu 4,9 milijona evrov na različnih področjih, kot so denimo posodobitve in uvedbe dodatne varnostne opreme, mobilna telefonija, nakup in vzdrževanje strojne in programske opreme, kartično poslovanje, dobava električne energije, upravljanje in vzdrževanje prostorov na sedežu in v poslovnih enotah Banke.

### Bančna operativa in storitve

Oddelek Bančna operativa in storitve je del divizije Globalne bančne storitve, odgovoren za pravilno izvedbo bančnih procesov in transakcij ob hkratnem izpolnjevanju potreb strank.

Ob ohranjanju strank v središču pozornosti so bili strokovnjaki oddelka Bančna operative in storitve vključeni v meddivizijske skupine za razvoj novih produktov in storitev. Uspelo nam je uvesti nekaj izboljšav, ki so omogočile hitrejšo izvedbo, predvsem na področju financiranja nabavne verige, izvršb tretjih oseb in izplačil lizinga.

Zelo smo osredotočeni na profesionalni razvoj naših zaposlenih z namenom zagotoviti storitve, ki ustrezajo pričakovanjem strank kot tudi regulativnim zahtevam. Zaradi integracije lizinga in bančnih podpornih storitev smo organizirali nekaj delavnic in izobraževanj, s katerimi smo želeli izboljšati tehnične veščine naših zaposlenih, ki so jim potrebne za podporo lizinškemu delu poslovanja. Na ravni Banke smo organizirali nekaj delavnic za vodje na temo izboljšanja

povratnih informacij glede ocene delovne uspešnosti, vodje pa so prav tako prvič dobili dodatno izobraževanje o tem, kako se kosati z izzivi svojega položaja. Da bi razvili strokoven kader, ki je sposoben upravljati prihodnje poslovne trende, smo spodbujali kroženje v oddelku Bančna operativa in storitve, kjer se deljenje znanja smatra za odlično priložnost za povečevanje sinergij in izmenjavo najboljših praks med strokovnjaki.

Optimiziramo notranje procese, saj želimo racionalizirati poslovanje in doseči večjo učinkovitost in kakovost. Digitalizirali smo nekaj ročnih procesov z namenom izboljšati in poenostaviti delo z računi, pobote med računi, izvršbe tretjih oseb, knjiženje kreditov in vodenje pregledov poznavanja stranke (KYC). Redno merimo kakovost ključnih notranjih procesov in analiziramo razloge za ponavljanje dela, kar nam pomaga razumeti potrebe po izboljšavah procesov in potencial za zmanjšanje stroškov zaradi slabe kakovosti, ki jo povzroča ponavljanje dela.

Vsak sodelavec oddelka Bančna operativa in storitve je osredotočen na dve pomembni tematiki: upravljanje operativnega tveganja in skladnost. Tako organiziramo redna spletna izobraževanja za dvig zavedanja o obstoječih in novih regulativnih zahtevah. Vodje operativnega tveganja spremljajo in poročajo o dogodkih operativnega tveganja ter predlagajo ukrepe za blažitev le-teh. Oddelek Bančna operativa in storitve je aktivno sodeloval pri implementaciji ukrepov, katerih cilj je ohranitev skladnosti z regulativami, ki se nenehno dopolnjujejo, kot so denimo EMIR, MIFID II, FATCA, CRS in tiste namenjene preprečevanju pranja denarja, upoštevajoč vedno bolj kompleksen kontekst finančnih transakcij.

### Informacijsko komunikacijska tehnologija (IKT)

Za oddelek IKT je bilo leto 2017 pomembno zaradi osredotočenosti na digitalizacijo poslovanja z namenom izpolniti potrebe in pričakovanja strank. V tem smislu IKT sledi opredeljeni strategiji zagotavljanja ustrezne podpore poslovanju Banke in podpornih služb. Nadaljevali smo z optimizacijo poslovnih procesov in sistemov, ki podpirajo kakovost skrbi za stranke, znatno pa smo izboljšali tudi IT infrastrukturo in varnost IT sistemov.

Uspešno smo razvili platformo za avtomatsko odprtje računa preko spleta. V vseh poslovalnicah smo uvedli podpisne tablice, ki pomembno skrajšajo čas, potreben za podpisovanje, hkrati pa znižujejo tudi stroške tiskanja. Na področju poslovnih zadev smo vpeljali digitalno platformo za odkup terjatev. Opravili smo uspešen prehod na novo platformo za spletno in mobilno bančništvo za posameznike. Istočasno pa smo vpeljali tudi ločeno in prilagojeno mobilno aplikacijo za mala podjetja. Na področju mobilnega bančništva smo tekom leta izvedli nekaj nadgradenj, s katerimi smo uvedli nove funkcionalnosti.

Nadaljevali smo z razvojem unificirane platforme za poslovalnice, in sicer s popolno posodobitvijo sistema potrošniških kreditov in sistema storitev za stranke.

# Poslovanje Banke na različnih segmentih

Na področju kartičnega poslovanja smo uvedli bezstični kartici Mastercard in Visa ter dodatno še Mastercard kartico za obročna plačila.

Na področju IT infrastrukture smo v celoti nadgradili terminalsko okolje ter vlagali v naslednja področja: nova strojna in programska oprema, novi sistemi za zaščito internetne mreže ter sistemi za prepoznavanje goljufij.

Uvedli smo novo organizacijsko enoto – Upravljanje s podatki. Glavne naloge enote so usmerjanje zagotavljanja kakovosti podatkov ter izboljšanje uporabe podatkov na ravni celotne Banke. Veliko truda je bilo vložnega v razvoj kadrov ter v organizacijo poslovanja s ciljem doseganja večje učinkovitosti pri razvoju aplikacij in sistemov. Vsi zaposleni so se udeležili izobraževanja o uporabi t.i. Scrum projektnega vodenja. Tako smo nadaljevali v smeri agilnega delovanja, kar smo začeli že v letu 2016.

## Služba za varovanje

Stalna krepitev varnosti je primeren opis leta 2017 iz varnostne perspektive.

Trdno upravljanje s strani matične skupine UniCredit in naraščajoče varnostne zahteve so narekovale nove naložbe v varnostne sisteme ter v nadgradnje obstoječih. V primerjavi z letom 2016 so bile le-te občutno višje, kar kaže, kako pomembna je varnost za Banko.

Poudarek je bil na varnosti informacijsko komunikacijske tehnologije (IKT) z rednim izvajanjem ocenjevanja ranljivosti in varnostnih testiranj, podprtih z naložbami v varnostno opremo, kot so "Firewall", "Endpoint protection", "SIEM" in podobno.

# Družbena odgovornost

## Odnos do sodelavcev

V UniCredit Banka Slovenija d.d. se zavedamo, da so zaposleni vir moči, energije in znanja, ki prispevajo k doseganju dolgoročnih ciljev Banke ter zadovoljstvu strank in sodelavcev. Zato njihovemu razvoju posvečamo veliko pozornost.

### KOMUNICIRANJE S SODELAVCI

Naši sodelavci delovanje Banke predstavljajo navzven in so ključni dejavniki graditve ugleda v očeh ostalih deležnikov. Z aktivnostmi, ki smo jih izvajali v letu 2017, smo jim želeli pokazati, da je njihov prispevek pomemben, dobrodošel in cenjen. Z interno komunikacijo smo poudarjali povezanost različnih organizacijskih enot ter skupno zavezanost k petim načelom (Five Fundamentals) ter skupnemu cilju – uresničevanju ciljev Banke.

O aktualnih temah smo zaposlene tudi v letu 2017 obveščali s pismi uprave, tedenskimi PR e-novicami, preko interne spletne strani Banke ter osebno, na srečanjih sodelavcev. Spomladi smo izvedli srečanja zaposlenih z upravo in s ključnimi vodji Banke z namenom predstavitve poslovnih rezultatov Banke, okolja in trendov ter pomembnih smernic za prihodnost. Predstavniki najvišjega vodstva Banke so bili na razpolago tudi za dodatna vprašanja, mnenja in komentarje sodelavcev, ki so se srečanja udeležili. Jeseni smo srečanja organizirali z drugačnim, manj formalnim pristopom, in sicer v obliki med-divizijskih dogodkov, katerih namen je bil, da so informativni, povezovalni, motivacijski in tudi zabavni. Nadaljevali smo z obveščanjem zaposlenih o aktualnem dogajanju s področja kadrovskega programov in projektov, o kariernih možnostih v Banki in matični skupini UniCredit, ne pozabljamo pa tudi na različne skupine zaposlenih, ki so tako ali drugače dalj časa odsotni in jim redno pošiljamo posebne izdaje bančnih e-novic "Pozdravi iz službe". Te so namenjene sodelavkam in sodelavcem, ki so dalj časa odsotni, bodisi na porodniškem dopustu oziroma zaradi zdravstvenih težav, e-novice "Pozdravi iz Slovenije" pa so namenjene našim sodelavcem in sodelavkam, ki svojo kariero nadaljujejo v obliki napotitve v tujino. Na ta način želimo ohranjati stik z zaposlenimi, z njimi deliti koristne informacije in aktualna dogajanja v Banki ter jim omogočiti čim lažjo ponovno vključitev v delovno okolje.

Glede na to, da smo del mednarodne mreže in so nekateri zaposleni k nam napoteni s strani članic matične skupine UniCredit, imamo za njihovo dobrodošlico pripravljen poseben priročnik v angleškem jeziku UniCredit Bank "Expat Survival Kit", da jim čim bolj olajšamo prehod v novo delovno okolje ter približamo lokalno kulturo in navade.

### ŠTEVILO ZAPOSLENIH IN ZAPOSLOVANJE

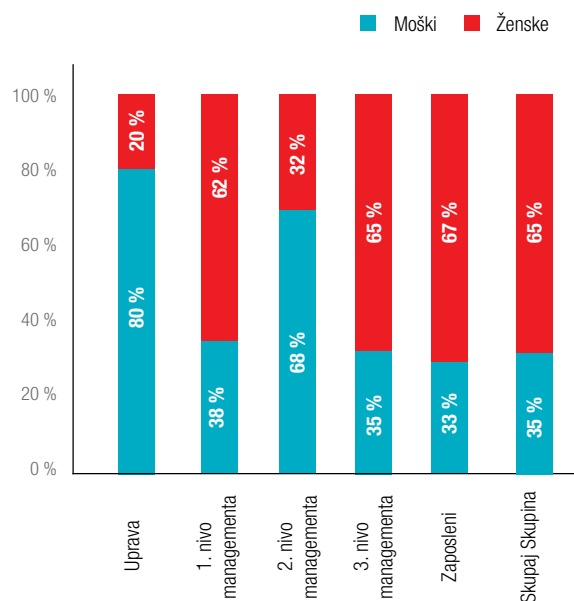
V skladu z interno politiko matične skupine UniCredit pri procesu zaposlovanja sledimo načelu enakosti, ki je poleg transparentnosti osnovno vodilo in kandidatom zagotavlja enake možnosti zaposlovanja ne glede na spol ali druge osebne okoliščine.

V matični skupini UniCredit velja prepričanje, da raznolika delovna

sila spodbuja pluralnost vidikov in inovativnost ter prispeva k ustvarjanju pozitivnega delovnega okolja. Ker se zavedamo, da je pot do privzemanja kulture vključevanja dolga in zapletena, smo v okviru matične skupine UniCredit zavezani k priznavanju enakega dostojanstva in enakih priložnosti za vse zaposlene, ne glede na starost, spol, invalidnost, spolno usmerjenost in kakršne koli osebne značilnosti in okoliščine, kot so osebna in korporativna kultura, geografsko poreklo in kraj bivanja, vera, pogodba o zaposlitvi, poklicna vloga in položaj znotraj organizacije. Kar zadeva kategorijo spola, so v matični skupini prepričani, da bi v tem pogledu bolj uravnotežene delovne skupine na vseh ravneh organizacije pripomogle k uspešnejši rasti v hitro spreminjajoči se globalni družbi, s čimer bi ustvarjali vrednost za naše stranke, za skupnosti, v katerih živimo in za naše delničarje. Globalna politika o enakosti spolov zato posebej obravnava enakost med spoloma. Njen cilj je ustvariti pravično, spoštljivo in vključujoče delovno okolje, kjer so zaposleni cenjeni na podlagi lastnih zaslug in kjer ima vsak enake priložnosti za karierno napredovanje in uspeh, ne glede na spol. Politika opredeljuje načela in smernice za promocijo postopkov in praks na področju človeških virov, ki spodbujajo načrtovanje po spolu uravnotežene vodstvene strukture, v kateri so moški in ženske zastopani v takem razmerju, kot je razmerje števila zaposlenih in kjer je prispevek pripadnikov obeh spolov v postopkih odločanja na vseh ravneh organizacije enakovredno cenjen.

Povprečna starost zaposlenih v Skupini je 40 let. Strukturno zaposlenih po spolu sestavlja 64 % žensk in 36 % moških. Skrb za raznolikost med zaposlenimi se kaže med drugim tudi v mešani strukturi zaposlenih (med njimi je namreč 7 tujcev ali 1 %, kar je posledica programov razvoja vodij znotraj matične skupine) in strukturi vodij po spolu, saj je v vodstveni strukturi razmerje med moškimi in ženskami uravnoteženo, in sicer znaša 49 % moških in 51 % žensk.

KADROVSKA STRUKTURA PO SPOLU (SKUPINA)

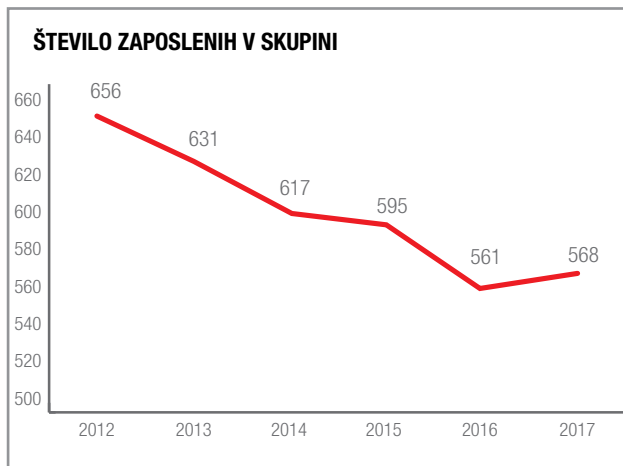


# Družbena odgovornost

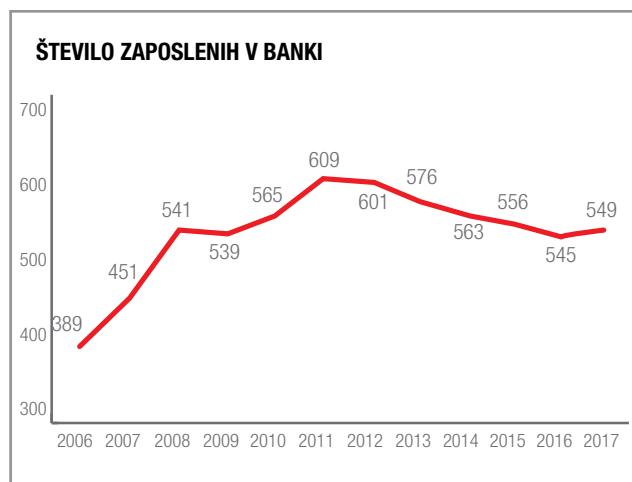
V zadnjih letih je Skupina racionalizira zunanje zaposlovanje in namenja vse več pozornosti notranjemu zaposlovanju ter še posebej spodbuja meddivizijski prenos znanj in veščin. Usmeritev na notranji trg dela se v zadnjih letih odraža tudi v zmanjšanem številu novih zaposlenih, pri čemer se kljub vsemu osredotočamo na nove mlade sodelavce, ki jim nudimo pripravništvo.

Povprečno je bilo v Banki v letu 2017 zaposlenih 543 zaposlenih, na dan 31. 12. 2017 je ta številka znašala 549 sodelavk in sodelavcev. V UniCredit Leasing, d.o.o. je povprečno število zaposlenih 17, konec leta 2017 pa 19 zaposlenih. Konsolidirano število zaposlenih je tako v povprečju znašalo 560 zaposlenih, na dan 31. 12. 2017 pa 568 zaposlenih. Banka je vključena v konsolidirano poslovno poročilo obvladujoče družbe UniCredit SpA, zato skladno s 6. odstavkom 70. c člena Zakona o gospodarskih družbah ni zavezana k pripravi Izjave o nefinančnem poslovanju.

V letu 2017 v primerjavi s predhodnim letom beležimo v Banki 0,7-odstotno zvišanje števila zaposlenih. V UniCredit Leasing, d.o.o. je v primerjavi z letom poprej število zaposlenih ostalo na približno enaki ravni, pri čemer je kar nekaj zaposlenih prešlo v Banko oziroma iz Banke na Leasing. Gledano konsolidirano, kot Skupina beležimo 1,2-odstotno zvišanje števila zaposlenih, kar je predvsem posledica povečanja zaposlovanja v prodaji.



V Skupini je 265 sodelavcev zaposlenih več kot 10 let, od tega 77 več kot 20 let. V letu 2017 je bilo na dan 31. 12. 2017 na porodniškem dopustu 17 sodelavk (2,9 % celotne populacije zaposlenih), skozi leto je bilo na mesec povprečno 17 sodelavk na porodniškem dopustu. Skupno se je našim sodelavcem in sodelavkam v letu 2017 rodilo 18 otrok. 7 sodelavcev je koristilo tudi očetovski dopust. Na podlagi Zakona o starševskem varstvu in družinskih prejemkih (ZSDP-1) 37 zaposlenih delo opravlja s skrajšanim delovnim časom.



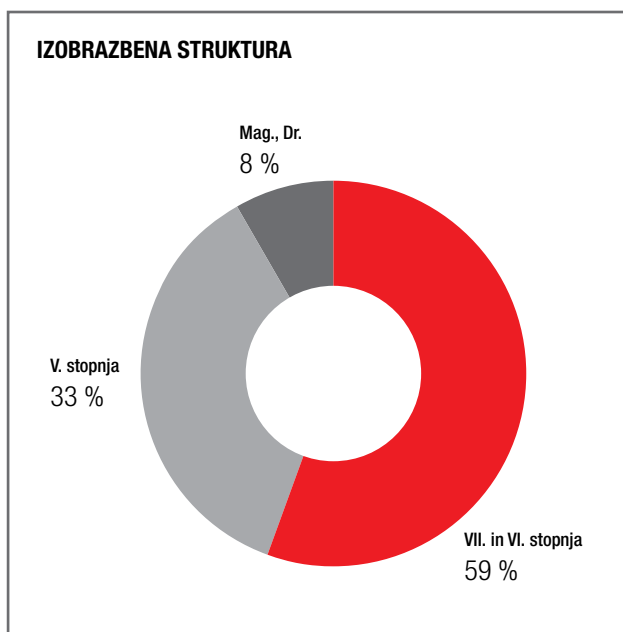
Poleg redno zaposlenih sodelavcev smo v letu 2017 za občasna dodatna dela angažirali v povprečju 44 študentov.

V letu 2017 je sedem zaposlenih pridobivalo znanje in izkušnje v okviru začasne napotitve na delo v tujini (pet sodelavcev v Avstriji in en sodelavec v Italiji).

Skupaj 96 % sodelavk in sodelavcev je zaposlenih po kolektivni pogodbi, preostali pa po individualni. V letu 2017 se nam je skupaj pridružil 72 novih sodelavcev. Na dan 31. 12. 2017 je Skupina imela 43 zaposlenih za določen čas, od tega 13 pripravnikov, kar je 30,2 % zaposlenih za določen čas.

## IZOBRAZBENA STRUKTURA

Skupina in njeni zaposleni posvečajo veliko pozornost znanju in izobrazbi, kar potrjuje podatek, da je v Skupini 8 % zaposlenih z magisterijem ali doktoratom, 59 % zaposlenih z višjo in visoko strokovno oziroma univerzitetno izobrazbo, 33 % zaposlenih pa ima srednjo izobrazbo. Izobrazbena struktura ostaja na približno enaki ravni kot preteklo leto.





## USPOSABLJANJE IN IZOBRAŽEVANJE

V letu 2017 je Banka za eksterno izobraževanje namenila 0,17 % sredstev od skupnih prihodkov, znesek, porabljen v izobraževalne namene, pa je bil večji od zneska iz preteklega leta. Poleg udeležbe na izobraževanjih, ki jih nudi matična skupina UniCredit in zunanji ponudniki izobraževanj, Banka v zadnjem obdobju v bistveno večji meri spodbuja prenos znanj v okviru internih izobraževanj, vse pogosteje pa uporablja tudi sodobno in stroškovno ugodnejšo obliko izobraževanja – spletno učenje.

Ključ do dolgoročnega sodelovanja s strankami je profesionalen odnos, za katerega je potrebno stalno izobraževanje sodelavcev. Banka ima zato vzpostavljen celovit program izobraževanja, ki zagotavlja različnim profilom svetovalcev potrebna znanja za raznovrstne potrebe strank. Zavedamo se, da pričakovano raven znanja zaposlenih lahko dosežemo le z organiziranim in načrtnim izobraževanjem. Nenehne spremembe na trgu, prilagajanje ponudbe strankam ter razvoj aplikacij in produktov zahtevajo permanentno izobraževanje bančnih delavcev. Z izobraževanjem želimo podati svetovalcem potrebna znanja in kompetence za učinkovito delo s strankami. Izobraževanje zajema tako produktna znanja, poznavanje aplikacij, zakonodajno področje, kakor tudi praktična znanja. Izobraževalne programe izvajajo interni in zunanji izvajalci, z njimi pa želi Banka tudi povečati motivacijo in pripadnost zaposlenih.

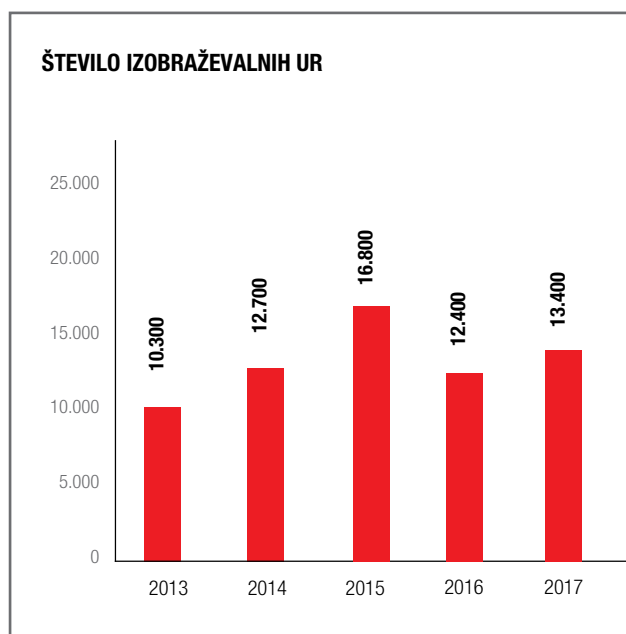
V letu 2017 je Banka dala velik poudarek treningom, na katerih so se vodje usposabljali za pravilno posredovanje povratnih informacij zaposlenim, kar je pomembno tudi v procesu razvoja kadrov in v sistemu upravljanja z učinkovitostjo, ki poteka že vrsto let. Dodatno je bilo poskrbljeno tudi za usposabljanje mlajših vodij, ki so se udeležili 2-dnevne delavnice vodstvenih večšin. V skladu s smernicami matične skupine UniCredit je bil v Banki imenovan Agile manager, posledično pa je bila večina zaposlenih vključenih v treninge agilnega načina razmišljanja, delovanja in projektnega vodenja. Poleg že navedenih, pa so potekala tudi ostala redna izobraževanja, ki so bila dodana na podlagi trenutnih potreb v okviru poslovanja Banke.

V diviziji Poslovanje s prebivalstvom in malimi podjetji so vsi zaposleni, ki sodelujejo v procesu odobranja potrošniških kreditov za nepremičnine, opravili potrebno e-usposabljanje in s tem zadostili pogojem, ki izhajajo iz novega Zakona o potrošniških kreditih. Vsi novi sodelavci v prodajni mreži so se udeležili delavnic na temo prepoznavanja pristnosti in primernosti gotovine ter ugotavljanja pristnosti dokumentov in varnosti v poslovnih enotah. Poleg tega so bili svetovalci vključeni v praktično naravnane prodajne treninge s poudarkom na reševanju ugovorov in uspešnem zaključevanju prodaje. Zaposleni v diviziji Poslovanje s prebivalstvom in malimi podjetji so se redno udeleževali internih procesnih in produktivnih treningov, velika pozornost pa je bila namenjena izobraževanju s področja preprečevanja pranja denarja in financiranja terorizma.

Predvsem s pomočjo lastnih strokovnjakov potekajo za svetovalce v diviziji Poslovanje s podjetji in investicijsko bančništvo interna izobraževanja, ki ponujajo številna koristna in uporabna znanja.

Treningi so zasnovani praktično, produkti pa so predstavljeni preko študij primerov, pogostih vprašanj svetovalcev in strank, vključujejo vidike stranke, celoten proces od povpraševanja do sklenitve posla, glavne prednosti produkta oz. storitve in značilnosti pogodbenega razmerja. Seveda pa je bila obvezna izobraževalna vsebina tudi skladnost poslovanja in preprečevanje pranja denarja. V letu 2017 se je večje število svetovalcev udeležilo tudi praktično zasnovane delavnice na temo uspešnega zaključevanja prodaje.

Skupaj je bilo v letu 2017 izvedenih 13.400 ur izobraževanja, kar je 8 % več kot leto poprej. V povprečju se je vsak zaposleni izobraževal nekaj manj kot 25 pedagoških ur, pri čemer je povprečni strošek za izobraževanje na zaposlenega znašal 203 evre.

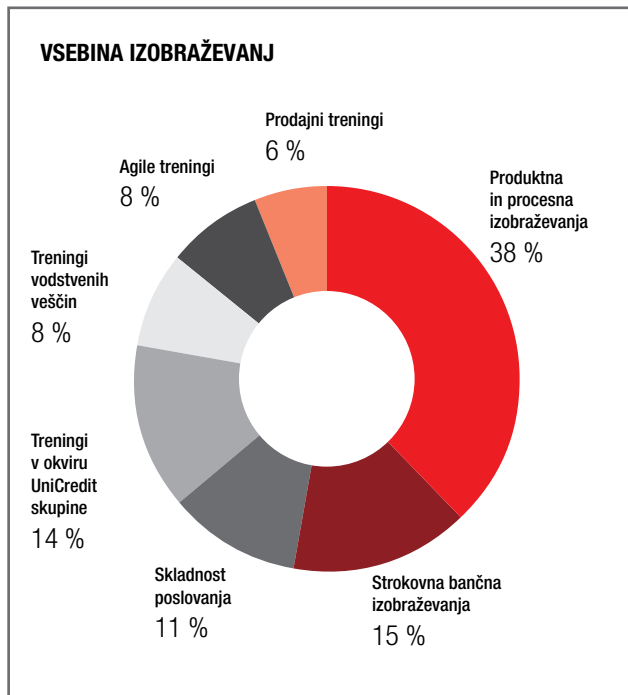


Vsebine, ki so jih pokrivala izobraževanja, so bile predvsem bančno strokovne narave. V okviru e-izobraževanja so bili vsi zaposleni povabljeni k opravljanju spletnih tečajev s področja skladnosti poslovanja, kodeksa ravnanja, konflikta interesov, preprečevanja zlorabe trga, preprečevanja pranja denarja in financiranja terorizma, varovanja osebnih podatkov ter upravljanja s tveganji. E-usposabljanja s področja varnosti in zdravja pri delu ter varstva pred požarom se je udeležilo preko 180 sodelavcev, novi sodelavci pa so opravili tudi tečaj iz varnosti informacijskega sistema. V skupnem številu ur izobraževanja v letu 2017 je spletno učenje predstavljalo že skoraj 40 %.

Delež internih izobraževanj je bil kar 40-odstoten, pri čemer je bila največja pozornost namenjena produktivnim, procesnim in splošnim izobraževanjem, delavnicam agilnega delovanja in vodenja projektov ter treningom s področja preprečevanja pranja denarja in financiranja terorizma, skladnosti poslovanja ter upravljanja s tveganji.

# Družbena odgovornost

Na področju licenc je v preteklem letu pet sodelavcev opravilo izpit, ki je eden od pogojev za pridobitev dovoljenja za opravljanje poslov zavarovalnega posredovanja. Skupno je imelo ob koncu leta 2017 v Banki dovoljenje za trženje vzajemnih skladov 97 sodelavcev, za zavarovalno posredovanje 75 sodelavcev, borzno licenco pa ima 18 sodelavcev.



V skupni kvoti 13.400 izobraževalnih ur predstavljajo izobraževalne aktivnosti na področju produktnega in procesnega izobraževanja kar 38 %, temu pa s 15 % sledijo strokovna izobraževanja pri zunanjih ponudnikih, treningi pri matični skupini UniCredit, ki imajo 14-odstotni delež, izobraževanja s področja skladnosti poslovanja, ki predstavljajo 11-odstotni delež skupne kvote, treningi agilnega projektnega vodenja in delavnice vodstvenih veščin, oboji s po 8-odstotnim deležem, preostalih 6 % pa pripada prodajnim treningom.

## RAZVOJ ZAPOSLENIH IN NAGRAJEVANJE

Skupina že vrsto let sistematično skrbi za razvoj ključnih kadrov, in sicer s pomočjo dveh razvojnih programov, ki potekata na ravni matične skupine in lokalne Banke: Executive Development Plan (EDP), gre za program, ki skrbi za razvoj vodij, in Talent Management Review (TMR), ki skrbi za razvoj talentov. Pri slednjem je predpogoj za odkrivanje talentov seveda vedno opredelitev, kaj štejemo za talent. Prepričani smo, da imajo vsi zaposleni nek talent, vendar se v okviru programa TMR osredotočamo na identificiranje in razvijanje vodstvenih sposobnosti. Preko TMR programa si namreč Banka in Skupina na premišljen in sistematičen način prizadevata zagotoviti kontinuiteto vodstva na ključnih položajih in spodbujata individualni napredek zaposlenih.

V letu 2017 smo podobno kot v letu poprej identificirali 33 perspektivnih kadrov – talentov, kar predstavlja 6 % celotne populacije in jih tekom leta usposabljali ter pripravljali za morebitne bodoče vodstvene vloge. V program razvoja ključnih kadrov (EDP) je bilo vključenih 31 oziroma 5,8 % zaposlenih (vodstvena struktura), kar je za 0,1 odstotne točke več kot v letu prej.

Znotraj matične skupine UniCredit obstaja veliko možnosti za dodatno usposabljanje in izobraževanje v mednarodnih skupinah in mednarodnem okolju. Omeniti velja program "CEE has no boundaries", ki je namenjen mednarodni mobilnosti talentov in pridobivanju oz. deljenju konkretnih delovnih izkušenj v smislu "on-the-job" učenja in razvoja. Dodatno je matična skupina UniCredit s pomočjo tima prostovoljcev iz različnih članic matične skupine razvila in junija lansirala nov digitalni prostor imenovan MarketPlace, ki neposredno povezuje sodelavce, ki so pripravljeni deliti svoje veščine in znanje s tistimi, ki iščejo specifične izkušnje za izvedbo konkretne naloge ali projekta.

Bistvo vseh programov je skrb za kontinuiteto razvoja zaposlenih, njihovih sposobnosti in znanj ter skrb za razvoj novih generacij sposobnih vodij in strokovnjakov, ki bodo zagotavljali dolgoročno stabilnost in rast poslovanja Banke ter posledično celotne matične skupine UniCredit.

Za razvoj zaposlenih sistematično skrbimo tudi s pomočjo sistema "Performance management" (Upravljanje z delovno uspešnostjo). Sistem je informacijsko podprt z lokalno aplikacijo in v osnovi sestavljen iz dveh delov – letnega osebnega (razvojnega) razgovora, v sklopu katerega vodja in zaposleni enkrat letno definirata razvojno in karierno pot zaposlenega ter razgovora na temo načrtovanja in ocenjevanja ciljev, ki poteka trikrat letno. V sklopu tovrstnih razgovorov tako zaposleni kot vodja ocenita preteklo delo in načrtujeta cilje in razvoj za naslednje obdobje. Aplikacija omogoča večjo učinkovitost izvedbe, skupek vseh informacij na enem mestu in večjo preglednost.

Letni razvojni pogovor predstavlja osnovo za razvoj zaposlenih in ga opredeljujemo kot konkurenčno prednost, saj je osnova za tak pogovor ocena kvantitativnih in kvalitativnih ciljev ter vedenj oziroma kompetenc. Rezultat vodenja s pomočjo "Performance management" procesa je večja seznanjenost s cilji in strategijo Banke ter posameznimi organizacijskimi enotami, izmenjava pogledov na uspešnost pri delu in s tem večje zadovoljstvo zaposlenih.

V letu 2017 smo prešli na sistem pogostejših razgovorov, ker želimo povečati komunikacijo med vodji in zaposlenimi in ker verjamemo, da smo lahko z jasnimi in merljivimi cilji ter usklajenimi usmeritvami, bolj uspešni. Z novim pristopom želimo ustrezno nagraditi dosežke in napore sodelavcev, hkrati pa jih dodatno spodbujamo k proaktivnosti. Navsezadnje slednje od nas pričakujejo tudi naše stranke. Posebno pozornost namenjamo tudi sistemu nagrajevanja sodelavcev v prodajni mreži.

Že v letu 2015 smo na podlagi sistema matične skupine UniCredit oblikovali sistem nagrajevanja za posebne kategorije zaposlenih

na podlagi novih zakonskih predpisov. Sistem definira oblikovanje skupnega fonda variabilnih prejemkov, definira posebne kazalnike, ki služijo kot mehanizem za preverjanje, ali velja t. i. pogoj malusa, načine nadaljnjih prilagoditev skupnega fonda variabilnih prejemkov ter shemo odloženih izplačil. Izplačilo variabilnega prejemka je razdeljeno v faze, tako da sovпада z ustreznim časovnim obdobjem tveganja, pri čemer na ta način zagotavljamo primerno porazdelitev variabilnega prejemka, ki se veže na rezultate, v denarju in v instrumentih, takoj in s časovnim zamikom ter upošteva obvezno obdobje zadržanja.

Verjamemo, da s sistemom "Performance management" prispevamo k vzdržnosti poslovanja in zagotavljanju doseganja pozitivnih poslovnih rezultatov na dolgi rok.

## RAZISKAVA O ZADOVOLJSTVU ZAPOSLENIH

V okviru matične skupine UniCredit že od leta 2006 izvajamo raziskavo o zadovoljstvu zaposlenih (People Survey). Anketo izvajamo redno na dve leti, v vmesnem času pa enkrat letno merimo »utrip« zadovoljstva zaposlenih s kratkimi raziskavami in tako leto za letom merimo napredek pri naših prizadevanjih za ohranitev in povečanje uspešnosti poslovanja ter za ustvarjanje delovnega okolja, v katerem zaposleni lahko izražajo svoje potenciale. Povratne informacije nam tako pomagajo izboljšati kakovost odnosov in zadovoljstvo naših sodelavcev ter posledično tudi strank.

Zadnja raziskava v sklopu matične skupine UniCredit je potekala od 8. do 29. novembra 2017, ko smo sodelavce povabili, da svoja zaznavanja Banke in določenih aspektov delovnega okolja ocenijo s pomočjo spletne ankete. Rezultate bo Skupina prejela v začetku leta 2018 in na njihovi podlagi bo pripravljen ustrezen akcijski načrt ključnih aktivnosti za dvig zadovoljstva zaposlenih. Skupina je že v letu 2017 na podlagi predhodne raziskave zadovoljstva zaposlenih izdelala in izvajala načrt podrobnejšega in ciljno usmerjenega komuniciranja z zaposlenimi z vidika bolj učinkovitega informiranja in neposredne komunikacije ter usmerjenega razvoja zaposlenih. Na področju razvoja vodij so potekala dodatna izobraževanja, izvedli pa smo tudi ocenjevanje vodstvenih kompetenc vodij po metodi 360 stopinj, in sicer na različnih ravneh. Na osnovi slednjega je pripravljen individualni akcijski načrt za nadaljnji razvoj.

## CERTIFIKAT "DRUŽINI PRIJAZNO PODJETJE"

V Banki smo ponosni na dejstvo, da smo v letu 2017 pridobili podaljšanje polnega certifikata Družini prijazno podjetje. V skladu s tem veliko pozornost posvečamo družinam in usklajevanju službenega in družinskega življenja naših zaposlenih. Med ukrepi, ki smo jih izvedli, velja izpostaviti otroški bonus, kar pomeni, da vsem staršem prvošolčkov na prvi šolski dan omogočamo spremljanje otrok v šolo in koriščenje izrednega plačanega dopusta. Staršem, ki uvajajo otroka v vrtec, omogočamo fleksibilno organizacijo delovnega časa v tednu uvajanja. Sodelavke in sodelavci imajo, če se odločijo za krajši delovni čas v skladu z zakonom, po vrnitvi s porodniškega dopusta možnost krajšega delovnika in jim nudimo za 4-urni delovnik 55-odstotno plačilo plače.

Vsem sodelavcem Banke omogočamo tudi svetovanje na področju medosebnih odnosov v službenem in zasebnem življenju. Možnost psihološkega svetovanja oz. "life coaching-a" smo omogočili z namenom, da sodelavcem ponudimo možnost pomoči v situacijah, ki niso nujno neposredno povezane z delovnim okoljem, vsekakor pa lahko vplivajo tudi na motivacijo, zavzetost in medsebojne odnose v delovnem okolju.

Ker se zavedamo pomena družbene odgovornosti, ponujamo zaposlenim še možnost dodatnega plačanega dneva dopusta za izvajanje prostovoljnega dela v eni od neprofitnih organizacij.

## SKRIB ZA ZAPOSLENE

Načrtno spremljanje zdravstvenega stanja sodelavcev je naša obveza, zaveza ter hkrati izražena skrb za njih. Tudi v preteklem letu smo v skladu z zakonodajo izvajali predhodne oz. obdobjne zdravniške preglede, v novembru pa smo na sedežu Banke že tradicionalno poskrbeli za možnost cepljenja proti sezonski gripi. Banka vse zaposlene tudi kolektivno nezgodno zavaruje.

Vzgoja in izobraževanje v zvezi z varnostjo in zdravjem pri delu ter varstvom pred požarom sta prav tako sestavni del strokovnega usposabljanja vseh zaposlenih. Zato skladno z zakonodajo vsako leto organiziramo potrebna usposabljanja s tega področja, in sicer usposabljanje »Varstvo pred požarom« ter »Varno in zdravo delo«, ki se ga morajo udeležiti vsi zaposleni čim prej po zaposlitvi in znanje periodično obnavljati v skladu z našo Izjavo o varnosti z oceno tveganja. To poteka od leta 2014 v elektronski obliki (e-learning), kar sodelavcem omogoča večjo fleksibilnost pri opravljanju izobraževanja kot tudi preizkusa znanja.

Tudi v letu 2017 so se zaposleni vključevali v športne aktivnosti ter druženje preko športnega društva Tilda, ki je organiziralo športne dogodke, sofinanciralo kulturne prireditve ter skrbelo za druženje ob novem letu in nekaterih drugih priložnostih.

## Odnos do strank

V matični skupini UniCredit sledimo petim temeljnim načelom, na podlagi katerih delujemo tudi v naši Banki. Prvo izmed teh načel pravi: "Stranka je prva" (Customer first). Stranke so torej v središču našega razmišljanja, so tiste, zaradi katerih kot Banka obstajamo, ustvarjamo produkte in storitve ter skupaj s celovitimi in inovativnimi rešitvami zagotavljamo optimalno uporabniško izkušnjo.

Kot banka in finančna institucija smo zavezani k temu, da sledimo nenehnim in obsežnim zakonodajnim spremembam, ki zahtevajo stalne prilagoditve ter poslovanje v vse strožjem regulatornem okviru, po drugi strani pa se celoten bančni sektor sooča z izzivi hitrega tehnološkega razvoja in novimi tehnologijami na področju posredovanja finančnih storitev. Slednje pomeni tudi pojav nebančnih ponudnikov, saj je tehnološki napredek z razvojem spletnega in

# Družbena odgovornost

mobilnega bančništva odprl vrata v panogo novim generacijam finančnih produktov, ki krepijo vse močnejšo konkurenco pri izvajanju plačilnih storitev.

Če smo se včeraj osredotočali zgolj na vprašanje, ali so naše stranke zadovoljne, so spremembe in tehnološke inovacije vzvod, da se danes sprašujemo tudi o tem, koliko so nam stranke lojalne. Obsežna ponudba nastajajočih inovativnih tehnoloških finančnih rešitev namreč omogoča, da lahko stranka brez večjih naporov zamenja eno banko za drugo, ki lahko bolje zadovolji njene finančne potrebe. Sodobna stranka je danes ozaveščen potrošnik, ki sledi trendom in se odloča za enostavne, hitre in optimalne plačilne storitve, hkrati pa si želi sodobnih in varnih digitalnih aplikacij ter platform, ki ji omogočajo, da lahko ohranja stik s svojo banko kjerkoli in kadarkoli.

Vsako leto v okviru matične skupine UniCredit izvajamo raziskavo zadovoljstva strank in tudi leto 2017 ni bilo izjema. Raziskavo izvajamo dvakrat letno med strankami različnih bank na slovenskem trgu. V lanskem letu smo spremenili metodologijo raziskave, ugotoviti pa smo želeli slednje; ali bi nas stranka, ki nas pozna, priporočala svojim prijateljem, znancem ali poslovnim partnerjem, po drugi strani pa smo ugotavljali, koliko smo kot banka prepoznavni na trgu. Ponovno smo se veselili rezultatov raziskave, saj so nam stranke podelile najvišje mesto med vsem bankami v Sloveniji.

Ker se zavedamo, da je zadovoljstvo ali nezadovoljstvo najbolj pristno in realno v trenutku, ko stranka doživi konkretno uporabniško izkušnjo s posamezno storitvijo, smo v Banki vpeljali še raziskavo takojšnjega zadovoljstva strank (Instant Feedback). Na ta način smo želeli pridobiti najbolj svežo in iskreno povratno informacijo vsake stranke, ki je opravila obisk v naši poslovni enoti in imela stik s svetovalci. Veseli smo bili vsakega odziva, ocene in komentarja, saj so nam pomagali posneti realno sliko kakovosti naših storitev in upoštevanja zastavljenih standardov.

Standardi odnosov s strankami, ki smo jih že pred leti oblikovali v Banki, nam omogočajo, da sledimo zastavljeni podobi, ki jo želimo imeti. Z zapisanimi pravili in načeli poslovnega vedenja omogočamo, da se vsak novi sodelavec, ki se nam pridruži v prodajni mreži, z njimi tudi uspešno seznanji in jih vključi v svoje dnevno delovno okolje. Kot banka se močno zavedamo, da so naši bančni svetovalci tisti, ki naredijo prvi in najgloblji vtis na vsako stranko, ki pride v našo poslovno enoto, hkrati pa vemo, da prva linija ne more delovati uspešno brez ustrezne podpore v zaledju. V Banki zato skrbimo, da se vsi zaposleni zavedamo pomena lastne dodane vrednosti, saj s svojim delovanjem, spoštovanjem delovnega okolja in vseh sodelavcev ter z vrednotami, ki jih živimo, posredno prispevamo k uresničevanju in zagotavljanju zunanje podobe Banke.

Zaupanje strank je danes v veliki meri povezano z digitalnim vplivom, ki ima zaradi množičnih družbenih omrežij in spletnega povezovanja, neizmerno moč. Temu mora slediti tudi sodobna banka, njena transformacija pa zahteva digitalno miselnost. UniCredit Banka Slovenija d.d. uspešno sledi tehnološkim inovacijam, saj je bila prva banka v Sloveniji, ki je uvedla digitalne novosti kot so Mobilna banka

GO!, mobilna banka za podjetja, funkcija hitrega plačila za pogoste transakcije, mobilni žeton, mobilna banka za tablične računalnike in možnost identifikacije s prstnim odtisom. Od oktobra 2017 pa kot prva slovenska banka omogočamo tudi možnost odprtja bančnega računa preko spleta; na računalniku, mobilnem telefonu ali tablici. S to novostjo smo se približali vsem, ki za odprtje računa ne želijo zapravljati časa z obiskom poslovne enote, hkrati pa smo jim omogočili uporabniško izkušnjo kar z domačega kavča. Z odprtjem računa prek spleta nova stranka pridobi bančni paket, v katerem so ti isti bančni produkti, ki jih sodoben potrošnik najpogosteje uporablja. Za podporo novim strankam smo vzpostavili tudi "virtualno poslovno enoto", ki strankam, ki se odločajo za odprtje računa preko spletnega kanala, pomaga pri procesu prijave in uporabe naših storitev. "Virtualni svetovalec" je tako svetovalec z vsemi lastnostmi svetovalca v poslovni enoti, le način komunikacije je naprednejši in strankam bolj prijazen.

V preteklem letu smo z novo različico zamenjali tudi obstoječo spletno banko, saj vse novosti, ki jih stalno uvajamo v našo ponudbo, zahtevajo tudi tehnološke spremembe in prilagoditve. S popolnoma digitalno izkušnjo uporabnika se v Banki želimo približati predvsem digitalnim generacijam, ki jih po vseh raziskavah sodeč, odlikujejo vrednote, ki so se vzpostavile na digitalnih platformah. Spoštovanje, socialno podjetništvo, visoka raven individualne odgovornosti so le nekatere izmed vrednot, ki jih zagovarjajo mlade in mlajše generacije, so pa osnova poznavanja njihovega potrošniškega in predvsem "digitalnega" razmišljanja.

Ko govorimo o potrebah sodobnega potrošnika, ne smemo prezreti dejstva, da stranke danes zahtevajo prilagojene bančne nasvete za boljše upravljanje denarja, želijo pomoč banke pri pomembnih odločitvah, kot so nakup nepremičnine ali načrtovanje upokojitve, in podobno. Potrebujejo torej prave informacije ob pravem času. Zato kot banka ne želimo zanemariti pomena poslovne enote, saj je pristen stik s svetovalcem, ki ima vsa potrebna strokovna znanja, še vedno neprecenljiv. Ustrezno znanje in strokovna usposobljenost vsakega bančnega svetovalca je za nas osnova, poslovna odličnost kot eden izmed ciljev naših standardov pa zahteva od slehernega posameznika tudi komunikacijske veščine, čustveno ter socialno inteligenco, pravo mero empatije za prepoznavanje in razumevanje potreb strank ter konec koncev tudi samorefleksijo, ki nam omogoča ustrezno odzivanje v kompleksnem in včasih stresnem delovnem okolju. Prav zato v Banki posvečamo precejšnjo pozornost ustreznim izobraževanjem in delavnicam, s katerimi zaposleni lahko nenehno pridobivamo ali osvežujemo svoje znanje na različnih področjih, da lahko hitreje uresničujemo poslovne cilje ter gojimo pristnejše medosebne odnose.

Živimo v času, ko smo priča izjemno hitremu razvoju inovativne tehnologije, ki opredeljuje in vsiljuje lastne zakonitosti v družbene in gospodarske odnose. Digitalna evolucija spodbuja razvoj novih znanj, določa nova pravila pri posedovanju, kot tudi posredovanju vseh vrst osebnih informacij in spreminja obstoječe poslovne in ekonomske prakse. Digitalni svet je popolnoma preoblikoval svet komuniciranja, zabave, nakupovanja, in nenazadnje tudi plačilnih ter finančnih storitev. Tradicionalna banka, ki smo jo poznali včeraj,

je danes v procesu preoblikovanja, česar se zavedamo tudi v UniCredit Banka Slovenija d.d. Z razvojem novih inovativnih rešitev za stranke, iskanjem sinergij med vsemi segmenti našega poslovanja ter odgovornim upravljanjem s tveganji gradimo ugled Banke in ustvarjamo zaupanje med deležniki in vsemi sodelavci. Le tako bomo lahko rasli, se razvijali, prilagajali spremembam in s skupnimi močmi ustvarjali banko prihodnosti.

## Odnosi z mediji

Zavedamo se, da so dobri odnosi z mediji pomembna sestavina ugleda in prepoznavnosti Banke v javnosti. Predstavniki sedme sile so še vedno tisti, ki jim javnost, s tem pa tudi naše obstoječe in potencialne stranke, zaupa. Pri komunikaciji z njimi si prizadevamo za strokovnost, odzivnost ter proaktivnost z vidika obveščanja javnosti o temah, ki bi jim bile zanimive.

V letu 2017 smo prejeli 221 sklopov novinarskih vprašanj in se pojavili v 1.413 medijskih prispevkih. Skozi celo leto smo medijem pošiljali sporočila za javnost o dogajanju v Banki, novih produktih, prejetih nagradah, dohodnih akcijah in podobno.

Novinarje smo povabili na izbrane dogodke za stranke, na katerih smo gostili vidne predstavnike Banke ali analitike matične skupine UniCredit ter jim na ta način odpirali vrata do informacij o dogajanju na finančnih trgih iz prve roke.

Odgovorno opravljamo vlogo izobraževalca javnosti o finančnih temah tudi s pomočjo povabil novinarjem s področja gospodarstva na Euromoney konference, katerih sponzor je tudi matična skupina UniCredit, ki v sklopu konference vedno organizira tudi dobro obiskano tiskovno srečanje in predstavi rezultate analize trendov v gospodarstvu.

Večkrat ponudimo tudi širše informacije o temah, po katerih novinarji povprašujejo ter jim na ta način pomagamo pri bolj strokovni pripravi prispevkov. Odpiramo jim vrata do strokovnjakov, uprave Banke in predstavnikov matične skupine UniCredit, na ta način pa tkemo pozitivne povezave s tem pomembnim segmentom naše družbe.

## Odnosi z dobavitelji

Skladno z Listino o vrednotah in Politiko nabave (Global Procurement Charter) matične skupine UniCredit v Banki gradimo odnos do dobaviteljev na podlagi preglednosti, vzajemnega spoštovanja, zaupanja ter ob upoštevanju drugih etičnih in zakonskih norm.

Za zagotavljanje večje preglednosti, stroškovne učinkovitosti ter transparentnosti imamo v Banki vpeljan centraliziran nabavni proces. Za evidentiranje zahtevkov in dokumentiranje ponudb ponudnikov uporabljamo spletno aplikacijo, ki jo zagotavlja matična skupina

UniCredit. Glede na naravo povpraševanja povabimo k sodelovanju več ponudnikov, pri izbiri najustrežnejšega dobavitelja pa upoštevamo vnaprej določene kriterije. Pri ocenjevanju ponudb upoštevamo različna merila za izbor dobaviteljev, kjer poleg cene praviloma upoštevamo še kriterije, kot so kakovost, ocena morebitnega dosedanjega sodelovanja s ponudnikom, vzajemno sodelovanje z Banko, plačilni pogoji, garancija, poprodajne aktivnosti, družbena odgovornost (zelena nabava) in drugo.

Funkcija upravljalca zunanjih izvajalcev (outsourcing management) zagotavlja dodatne kontrole in preglednost poslovanja z dobavitelji.

Skladno s Protikorupcijsko politiko matične skupine UniCredit opravljamo skrbne preglede dobaviteljev. Z namenom varovanja zaupnih podatkov (poslovne skrivnosti) podpišemo z dobavitelji pred začetkom poslovnega sodelovanja dogovor o varovanju podatkov.

Pri izbiri dobaviteljev je Banka nepristranska, saj so le tako lahko naši odnosi z njimi naša konkurenčna prednost in tudi podlaga za vzajemno sodelovanje.

## Sponzorstva

V letu 2017 je Banka v okviru matične skupine UniCredit vstopila v deveto sezono sponzorstva UEFA Champions League, s čimer je krepila ugled in zavedanje blagovne znamke. Obstoječim in potencialnim strankam se je Banka približala predvsem s sponzorskimi obeležjem na kvalifikacijskih tekmah v Mariboru, kjer je gostila pomembne stranke, pa tudi z nogometno obarvanimi oglaševalskimi akcijami in nagradnimi igrami.

Z namenom aktivnega mreženja in ustvarjanja novih prodajnih priložnosti je Banka med športnimi dogodki podprla tudi 44. Golf teden na Bledu.

Banka je šesto leto zapored nadaljevala partnerstvo z Zdravniško zbornico Slovenije ter zdravnikom – fizičnim osebam kot tudi zdravnikom z lastno prakso, ponudila privlačno ponudbo izbranih bančnih produktov.

S podporo projekta Izvozniki.si časnika Finance je Banka finančno in vsebinsko pripomogla k gradnji zdravega in odprtega gospodarskega okolja, ki omogoča uspešen razvoj slovenskih izvoznih podjetij, slovenske države in družbe. Portal Izvozniki.si je namenjen povezovanju slovenskih izvoznikov in predstavlja vir koristnih informacij, dobrih praks, poslovnih zgodb ter izkušenj izvoznikov.

K pospeševanju izvoza je Banka pripomogla tudi s pokroviteljstvom Slovensko-italijanskega foruma in Slovensko-nemške gospodarske zbornice, kot dolgoletna partnerica Združenja Manager pa je prispevala tudi k razvoju slovenskega managementa in konkurenčnosti gospodarstva.

## Družbena odgovornost

Na področju kulture je Banka v okviru 65. Ljubljana festivala podprla eno od predstav novega muzikala Vesna, pripravljenega po motivih iz istoimenskega slovenskega filma. Romantična komedija je v ljubljanskih Križankah očarala različne generacije plesno-pevskih navdušencev.

V predbožičnem času je Banka podprla tradicionalni 25. managerski koncert – osrednji kulturni, družabni in donatorski dogodek slovenske poslovne javnosti, katerega poslanstvo je ustvarjati možnosti za razvoj mladih glasbenih talentov. Na koncertu so pod taktirko Georga Pehlivaniana nastopili Simfonični orkester RTV Slovenija ter solisti mezzosopranistka Irena Yebuah Tiran, sopranistki Mojca Bitenc in Ana Berus, tenorist Mark Brajnik in baritonist Luka Brajnik.

### Donacije

Prizadevanja za podporo in vračanje okolju, v katerem deluje, Banka usmerja predvsem v podporo dobrodelni dejavnosti, in sicer za pomoč otrokom in mladostnikom z manj priložnostmi, športu, kulturi ter družbeno koristnim dejavnostim.

Med drugim smo z donacijo v letu 2017 pomagali Zavodu Pod strehco. Le-ta združuje pet humanitarnih organizacij v celovito humanitarno dejavnost, povezano z boljšim izkoriščanjem hrane, vključevanjem socialno ogroženih v skupne medgeneracijske programe v povezavi z lokalnimi skupnostmi z namenom zagotavljanja lažje ponovne vzpostavitve normalnega življenjskega okolja socialno ogroženih družin.

Podprli smo Galerijo Fotografija, katere vizija je popularizirati kakovostno fotografijo in jo približati širši slovenski javnosti z dvojno vlogo, in sicer tako vzpostavljanje in širjenje trga fotografij pri nas, kot tudi izobraževanje zainteresirane javnosti, kaj vse fotografska umetnost je in kaj nam lahko nudi.

Že 12. leto zapored je Banka z novoletno donacijo podprla humanitarne in družbeno koristne projekte. Tako je Zvezi prijateljev mladine Ljubljana Moste Polje, s katero Banka neguje dolgoletno partnerstvo, z donacijo v okviru Botrstva v Sloveniji otrokom iz socialno šibkih okolij zagotovila topel šolski obrok. Vseslovenski projekt Botrstvo v Sloveniji so z lastnimi denarnimi sredstvi podprli tudi sodelavci, ki so tudi med letom z zbiranjem šolskih potrebščin, knjig in hrane pomagali otrokom iz socialno šibkih družin pod okriljem Zveze prijateljev mladine Ljubljana Moste Polje.

# Poročilo nadzornega sveta

## Splošne ugotovitve

Nadzorni svet UniCredit Banka Slovenija d.d. je v letu 2017 spremljal in nadziral tekoče poslovanje Banke in Skupine (v nadaljevanju skupaj: Banka), dosežene finančne rezultate ter delo njene uprave skladno s svojimi pooblastili, pristojnostmi in dolžnostmi, opredeljenimi v Statutu Banke in Poslovniku nadzornega sveta Banke, kakor tudi na podlagi veljavnih določil Zakona o gospodarskih družbah in Zakona o bančništvu ter pripadajočih podzakonskih aktov. Na rednih sejah nadzornega sveta je uprava Banke člane nadzornega sveta obveščala o vseh pomembnih poslovnih dogodkih v Banki in o drugih aktivnostih, povezanih s poslovanjem Banke, o ekonomskem in političnem okolju, pomembnejših zakonskih spremembah, ki so vplivale na poslovanje Banke ter o doseženih finančnih rezultatih Banke v primerjavi s sprejetim finančnim načrtom poslovanja. Uprava Banke je nadzorni svet redno obveščala tudi o pričakovanih finančnih rezultatih do konca finančnega leta in o njihovem uresničevanju, kakor tudi o poslovnih pobudah, še posebej na področju digitalizacije.

V letu 2017 je prišlo do spremembe v sestavi nadzornega sveta Banke. Ob upoštevanju poteka mandata člana nadzornega sveta Banke Guiseppeja Verrascina dne 30. aprila 2017 in odstopu članice nadzornega sveta Marije Mihaylove Lerch z dnem 31. marec 2017, so bili na skupščini Banke dne 4. aprila 2017 za člane nadzornega sveta imenovani Helmut Franz Haller, Laura Kristina Bendeković in Stefano Cotini. Nadalje je bil namestnik predsednika nadzornega sveta Marco Lotteri na seji nadzornega sveta Banke dne 3. maja 2017 imenovan za predsednika nadzornega sveta, Helmut Franz Haller pa za namestnika predsednika nadzornega sveta. Za novo imenovane člane nadzornega sveta je bil v skladu s politiko Banke glede ocenjevanja članov uprave, nadzornega sveta in nosilcev ključnih funkcij (Fit & Proper Policy) izveden postopek ocene primernosti in ustreznosti, ki je bil posredovan tudi pristojnim regulatorjem. Nadalje je dne 30. septembra 2017 odstopil član nadzornega sveta Stefano Cotini. Nadzorni svet Banke tako šteje štiri člane, in sicer ga sestavljajo Marco Lotteri (predsednik), Helmut Franz Haller (namestnik predsednika), Franco Andreetta in Laura Kristina Bendeković. Navkljub specifični lastniški strukturi, v kateri je 100-odstotni lastnik Banke UniCredit S.p.A., dva člana nadzornega sveta (Franco Andreetta in Stefano Cotini, z upoštevanjem njegovega dejanskega članstva v nadzornem svetu Banke v skoraj celotnem poslovnem letu 2017) nista zaposlena v matični skupini UniCredit, ampak sta kot zunanja strokovnjaka s področja računovodstva in finančnega poslovanja tudi v letu 2017 prispevala k bolj kakovostnemu in preglednejšemu delu nadzornega sveta. Člani nadzornega sveta niso osebno, posredno ali neposredno udeleženi v lastniški strukturi niti niso v kakršnemkoli poslovnem odnosu z Banko, tako da ne more prihajati do nasprotja interesov. Matična skupina UniCredit ima sicer oblikovane ustrezne mehanizme za obvladovanje in reševanje morebitnih nasprotij interesov, če bi do njih kljub vsemu prišlo.

Nadzorni svet Banke se je v letu 2017 sestal in odločal na štirih rednih sejah. Vsi člani nadzornega sveta so se udeležili druge, tretje

in četrte seje nadzornega sveta, medtem ko je svojo udeležbo na prvi seji opravičil Giuseppe Verrascina. Posamezni sklepi so bili v skladu z zakonskimi predpisi, pristojnostmi, opredeljenimi v statutu, in upoštevajoč potrebe Banke po učinkovitosti dela, sprejeti tudi na dopisnih sejah nadzornega sveta in nato predstavljeni ter potrjeni na prvi naslednji redni seji nadzornega sveta. Vse odločitve oziroma vsi sklepi nadzornega sveta so bili sprejeti soglasno, pri čemer so člani nadzornega sveta, ki so bili prisotni na posamezni seji, glede njihovega sprejetja argumentirano izrazili svoja stališča in se aktivno udeleževali razprave. Prav tako so se člani nadzornega sveta redno izraževali in izpopolnjevali na področjih, ki so pomembna za kakovostno in učinkovito izvrševanje nalog.

Nadzorni svet je podrobno preučil vsakokrat predloženo gradivo in poročila revizijske in ostalih komisij nadzornega sveta ter po potrebi zahteval njihove dopolnitve. Prav tako je redno preverjal svoje delo, kar je še dodatno doprineslo k strokovnosti in kakovosti njegovega dela. Pri spremljanju poslovanja Banke je nadzorni svet pridobil in preučil tako gradiva s podatki o poslovanju Banke same, kakor tudi njene odvisne družbe UNICREDIT LEASING, leasing, d.o.o. Nadzorni svet tako ocenjuje, da je svoje delo v letu 2017 opravil kakovostno in na najvišjem etičnem nivoju, s profesionalno skrbnostjo, skladno z veljavno zakonodajo ter notranjimi pravili matične skupine UniCredit.

## Pomembnejše odločitve nadzornega sveta

Na svoji 71. redni seji, 24. februarja 2017, je nadzorni svet med drugim sprejel letno poročilo o poslovanju Banke za leto 2016, na podlagi predloga revizijske komisije predlagal skupščini Banke imenovanje zunanje revizorja, podal mnenje k letnemu poročilu notranje revizije o notranjem revidiranju za leto 2016 in sprejel Sklep o oblikovanju bilančnega dobička v poslovnem letu 2016 ter Sklep o uporabi čistega dobička v poslovnem letu 2016. Seznanil se je z revizorjevim poročilom pooblaščen revizijske družbe za leto 2016, na katerega ni imel pripomb, ter potrdil vse ostale dokumente, o katerih je nato odločala skupščina Banke dne 4. aprila 2017.

Nadzorni svet je na 72. redni seji, ki je potekala 3. maja 2017, imenoval namestnika predsednika nadzornega sveta Banke Marca Lotterija za predsednika nadzornega sveta Banke, novega člana nadzornega sveta Banke Helmuta Franza Hallerja pa za namestnika predsednika nadzornega sveta Banke, ponovno imenoval za predsednika uprave Banke Stefana Vavtija, potrdil strategijo matične skupine UniCredit za upravljanje s tveganji, veljavno tudi za Banko ter rezultate Banke za prvo četrtletje in se seznanil z vsebino poročila regulatorju o izvajanju procesa ocenjevanja ustreznosti notranjega kapitala (ICAAP) in samooceno procesa ocenjevanja ustrezne likvidnosti (ILAAP).

Na 73. redni seji, ki je potekala 20. julija 2017, je potrdil pravila upravljanja matične skupine UniCredit, veljavna tudi za Banko, spremembo letnega plana dela službe notranje revizije Banke in

# Poročilo nadzornega sveta

polletne rezultate Banke ter podal soglasje k Pravilniku sistema nagrajevanja ter Planu dolgoročnega nagrajevanja za ključne zaposlene.

Dne 6. novembra 2017 so se člani nadzornega sveta na 74. redni seji seznanili z odstopom člana uprave Guenterja Friedla, odgovornega za divizijo Finance, potrdili spremembe organizacijske strukture Banke, pravila upravljanja matične skupine UniCredit, veljavna tudi za Banko, Načrt sanacije in reševanja matične skupine UniCredit (relevantni deli za Banko) z aneksom za Banko ter rezultate Banke za tretje četrtletje.

Nadzorni svet je sodeloval pri sprejemanju vseh ukrepov in aktivnosti, ki so bili potrebni za uresničevanje skupne poslovne politike matične skupine UniCredit. Potrdil je plan razvoja in temelje poslovne politike ter finančni načrt Banke za leto 2017, sprejel in nadziral izvajanje splošnih načel politik prejemkov, podal soglasje k določitvi organizacije sistema notranjih kontrol in okvirnega letnega programa službe notranje revizije in nadziral primernost postopkov in učinkovitost delovanja službe notranje revizije. Prav tako je podrobno spremljal odzivnost Banke na aktualne razmere v gospodarstvu ter redno prejemal obvestila notranje revizije o realizaciji s strani nadzornega sveta potrjenega programa dela, o njenih ugotovitvah ter o pregledih zunanjih nadzornih institucij. Redno in ažurno je v skladu s profilom tveganosti Banke spremljal višino potrebnih in oblikovanih slabitev in rezervacij, problematiko negativnih obrestnih mer in nasploh neto obrestnih prihodkov Banke ter obravnaval ugotovitve in priporočila nadzornih organov Banke. Posebno pozornost je posvetil tudi spremljanju izpostavljenosti komitentov Banke, ki imajo kredite pri Banki v valuti CHF, ter posledicami in ukrepi Banke v zvezi s tem, vključno s stanjem prejetih tožb proti Banki in krediti, vezanimi na valuto CHF, kakor tudi aktivnostmi interesnih skupin v zvezi z zakonodajnim urejanjem zadevne tematike.

## Delovanje komisij nadzornega sveta

Revizijska komisija nadzornega sveta Banke se je v letu 2017 sestala na 4 rednih sejah (zaporedne številke sej od 43 do 46). Kot posvetovalno telo nadzornega sveta, ki ga sestavljajo predsednik Marco Lotteri, član Franco Andreetta in član Helmut Franz Haller<sup>1</sup>, ima revizijska komisija v okviru svojega delovanja ocenjevalno, (po) svetovalno in predlagalno funkcijo, pri čemer pomaga nadzornemu svetu pri izpolnjevanju njegovih dolžnosti in pristojnosti v zvezi z naslednjimi vsebinami: s primernostjo in učinkovitostjo bančnih postopkov notranje kontrole, kar vključuje ugotavljanje in merjenje tveganj ter upravljanje s tveganji; s skladnostjo z zakonodajo, pravili in politikami, ki urejajo delovanje Banke; s primernostjo računovodskih standardov, ki se uporabljajo pri pripravi računovodskih izkazov; s primernostjo in neodvisnostjo zunanjih bančnih revizorjev ter z

zagotavljanjem ustrezne strukture zaposlenih v oddelku notranje revizije.

Komisija za tveganja, ki je bila ustanovljena v letu 2015, se je v letu 2017 sestala na šestih rednih sejah (zaporedne številke sej od 1 do 6). Kot posvetovalno telo nadzornega sveta, ki ga sestavljajo Marco Lotteri kot predsednik in Helmut Franz Haller kot član<sup>2</sup>, komisija za tveganja zlasti svetuje nadzornemu svetu glede splošne nagnjenosti Banke k prevzemanju tveganj in strategije upravljanja tveganj ter preverja, ali se v sistemu prejemkov upošteva tveganje, kapital, likvidnost, verjetnost in časovni razpored prihodkov Banke kot tudi, ali so cene produktov Banke združljive s poslovnim modelom in strategijo upravljanja tveganj Banke. Prav tako redno obravnava in pregleduje kreditne izpostavljenosti, ki so v odobritveni pristojnosti nadzornega sveta ter aktualne tematike, vezane na upravljanje s tveganji, obravnavane pred regulatorji in revizorji.

Komisija za imenovanja, ki je bila prav tako ustanovljena v letu 2015, se je v letu 2017 sestala na dveh sejah. Sestavljajo jo Helmut Franz Haller kot predsednik, Laura Kristina Bendeković kot članica in Marco Lotteri kot član<sup>3</sup>. Glavna naloga komisije je, da priporoči nadzornemu svetu kandidate za člane uprave, skupščini Banke pa kandidate za člane nadzornega sveta, pri čemer upošteva sprejeto Politiko Banke glede ocenjevanja članov uprave, nadzornega sveta in nosilcev ključnih funkcij (Fit & Proper Policy), ki jo zahtevajo Smernice EBA o ocenjevanju primernosti članov organov vodenja ali nadzora in nosilcev ključnih funkcij, ter Sklep Banke Slovenije o ureditvi notranjega upravljanja, upravljalnem organu in procesu ocenjevanja ustreznega notranjega kapitala za banke in hranilnice, nadalje da ocenjuje strukturo, velikost, sestavo in uspešnost delovanja uprave in nadzornega sveta ter pregleduje politiko uprave glede izbire in imenovanja primernih kandidatov za člane višjega vodstva Banke.

Komisijo za prejemke sestavljajo Laura Kristina Bendeković kot predsednica in Franco Andreetta ter Marco Lotteri kot člana<sup>4</sup>. Ustanovljena je bila v letu 2015, v letu 2017 pa se je sestala na treh sejah. Ta podaja ocene politik in praks prejemkov, pripravlja predloge odločitev uprave oziroma nadzornega sveta v zvezi s prejemki in nadzoruje prejemke oseb, ki opravljajo vodstvene funkcije glede upravljanja tveganj in zagotavljanja skladnosti poslovanja.

## Uporaba čistega in bilančnega dobička za leto 2017

Uprava Banke je nadzornemu svetu predložila v obravnavo Sklep o uporabi čistega dobička v poslovnem letu 2017 v višini 38.340.759,56 evrov in predlog Sklepa o oblikovanju bilančnega

<sup>1</sup> V letu 2017 so bili člani revizijske komisije tudi Mariya Lerch Mihaylova do 31. marca 2017, Guiseppa Verrascina do 30. aprila 2017 in Stefano Cotini od 3. maja 2017 do 30. septembra 2017.

<sup>2</sup> V letu 2017 so bili člani komisije za tveganja tudi Mariya Lerch Mihaylova do 31. marca 2017, Martin Klauzer do 30. aprila 2017 in Stefano Cotini od 3. maja 2017 do 30. septembra 2017.

<sup>3</sup> V letu 2017 sta bila člana komisije za imenovanja tudi Mariya Lerch Mihaylova do 31. marca 2017 in Martin Klauzer do 30. aprila 2017.

<sup>4</sup> V letu 2017 sta bila člana komisije za prejemke tudi Mariya Lerch Mihaylova do 31. marca 2017 in Martin Klauzer do 30. aprila 2017.



dobička v poslovnem letu 2017 v višini 38.377.671,73 evrov. Uprava Banke je predlagala, da se del bilančnega dobička v višini 36.270.273,34 EUR razdeli med delničarje, preostali del bilančnega dobička v znesku 2.107.398,39 EUR pa ostane nerazporejen. Prav tako je uprava Banke predlagala, da nadzorni svet in skupščina v skladu s svojimi pristojnostmi sprejmeta predlagani Sklep o oblikovanju bilančnega dobička v poslovnem letu 2017.

Nadzorni svet je sprejel Sklep o uporabi čistega dobička za leto 2017, soglašal s predlogom uprave o oblikovanju bilančnega dobička za leto 2017 in priporočil skupščini, da ga sprejme v predlagani obliki.

## Letno poročilo 2017

Uprava Banke je pripravila letno poročilo o poslovanju UniCredit Banka Slovenija d.d. in konsolidirano letno poročilo za Skupino za leto 2017 (v nadaljevanju skupaj: letno poročilo) in ga v zakonskem roku predložila nadzornemu svetu Banke v preveritev. Skupaj z letnim poročilom je bilo nadzornemu svetu predloženo tudi revizorjevo poročilo o reviziji računovodskega poročila in pregledu poslovnega poročila Banke za poslovno leto 2017 ter dodatno revizorjevo poročilo o izpolnjevanju pravil o upravljanju s kreditnimi tveganji v Banki iz 1. odstavka 90. člena Zakona o bančništvu, ki ju je sestavila pooblaščenca revizorska družba Deloitte revizija d.o.o.

Nadzorni svet je preveril letno poročilo, ki mu ga je v obravnavo predložila uprava Banke. Ugotovil je, da je letno poročilo sestavljeno v skladu s poročili in informacijami o poslovanju Banke v letu 2017 ter s poročili o ekonomskem in političnem okolju, v katerem Banka deluje, in so bila nadzornemu svetu predstavljena v poslovnem letu. Letno poročilo je nadzorni svet primerjal tudi z revidiranimi računovodskimi izkazi za poslovno leto 2017 in ugotovil, da so finančni rezultati, predstavljeni v letnem poročilu, skladni z revizorjevim poročilom. Na podlagi poročil uprave Banke je nadzorni svet mnenja, da je uprava upoštevala ugotovitve in priporočila notranje revizije ter zunanjih nadzornikov v letu 2017 in opravila potrebne aktivnosti za njihovo izpolnitev oziroma zagotovila, da bodo vse potrebne aktivnosti opravljene. Nadzorni svet je mnenja, da sta skupaj z upravo Banke v poslovnem letu 2017 izpolnila vse zakonske zahteve. Na temelju rednega spremljanja poslovanja Banke in navedenih preverjanj je nadzorni svet potrdil letno poročilo o poslovanju Banke v letu 2017.

V revizorjevem poročilu o pregledu računovodskih izkazov za poslovno leto 2017, ki je bilo nadzornemu svetu predloženo skupaj z letnim poročilom, je podano tudi mnenje pooblaščenega revizorja, ki je izdal mnenje brez pridržka. Nadzorni svet je seznanjen z revizorjevim poročilom pooblaščenega revizorja za leto 2017 ter dodatnim revizorjevim poročilom o izpolnjevanju pravil o upravljanju s tveganji za leto 2017 in nanju nima pripomb.

## Poročilo o razmerjih s povezanimi družbami za leto 2017

Nadzorni svet Banke je v skladu s 546. a členom Zakona o gospodarskih družbah pregledal in preveril s strani uprave Banke predloženo poročilo o razmerjih s povezanimi družbami, skupaj z mnenjem, ki ga je na zadevno poročilo podala pooblaščenca revizorska družba Deloitte revizija d.o.o., v katerem je navedla, da na podlagi opravljenih postopkov in pridobljenih dokazov ni opazila ničesar, zaradi česar ne bi verjela:

- da so v poročilu o odnosih do povezanih družb za leto, ki se je končalo 31. decembra 2017, navedbe v vseh pomembnih pogledih točne;
  - da ni bila pri pravnih poslih, navedenih v poročilu, glede na okoliščine, ki so bile znane ob sklenitvi teh poslov, vrednost izpolnitve družbe v pomembnem pogledu nesorazmerno visoka;
  - da ne obstajajo okoliščine, ki bi glede drugih dejanj, navedenih v poročilu, kazale bistveno drugačno oceno prikrajšanosti od tiste, ki jo je dalo poslovodstvo,
- vse ob upoštevanju zgoraj opredeljenih sodil.

Ob siceršnjem spremljanju in pregledovanju poslovanja Banke kot obširno pojasnjeno v tem poročilu, nadzorni svet Banke ugotavlja, da je tudi s strani uprave Banke predloženo poročilo o razmerjih s povezanimi družbami in izjava uprave Banke, ki jo je podala na koncu poročila o razmerjih s povezanimi družbami, skupaj z mnenjem, ki ga je na zadevno poročilo podala pooblaščenca revizorska družba Deloitte revizija d.o.o., ustrezno.

Nadzorni svet



Marco Lotteri  
predsednik nadzornega sveta

# Izjava o odgovornosti

Uprava je odgovorna za pripravo posamičnih in konsolidiranih računovodskih izkazov za poslovno leto. Ti morajo resnično in pošteno prikazovati premoženjsko stanje UniCredit Banka Slovenija d.d. in Skupine UniCredit Banka Slovenija ob koncu poslovnega leta ter njuna finančna in poslovna izida za to leto. Uprava je posamične in konsolidirane računovodske izkaze pripravila skladno z načelom časovne neomejenosti poslovanja.

Uprava je pri pripravi računovodskih izkazov v letnem poročilu za leto, ki se je končalo 31. decembra 2017, dosledno uporabila ustrezne računovodske usmeritve in jih podprla z utemeljenimi in previdnimi presojami in ocenami ter zagotovila skladnost z vsemi računovodskimi standardi, o katerih meni, da so pomembni.

Uprava je odgovorna zagotoviti, da Banka in Skupina vodita računovodske evidence, ki z razumno natančnostjo razkrivajo finančni položaj Banke in Skupine in s katerimi je mogoče zagotoviti, da so računovodski izkazi v vseh pomembnejših pogledih skladni s predpisi Vlade Republike Slovenije, predpisi in navodili Banke Slovenije ter z mednarodnimi standardi računovodskega poročanja, kot jih je sprejela Evropska unija. Uprava je v splošnem odgovorna tudi za sprejetje ukrepov, ki so razumno potrebni za zaščito premoženja Banke in Skupine in za preprečevanje in odkrivanje prevar in drugih nepravilnosti.

V imenu uprave



Mag. Stefan Vavti  
Predsednik uprave



Mag. Damijan Dolinar, CFA  
Član uprave



Alessandro Pontoglio  
Član uprave



Sergio Marino  
Član uprave

Ljubljana, 20. februar 2018

## Poročilo o odnosih do povezanih družb

V skladu s 545. in 546. členom ZGD-1 je uprava Banke dne 20. februarja 2018 pripravila Poročilo o odnosih s povezanimi družbami. Poročilo prikazuje vse pravne posle, ki jih je Banka sklenila v poslovnem letu, ki se je končalo na dan 31. december 2017, z družbami v matični skupini UniCredit.

Uprava Banke skladno s 5. odst. 545. člena Zakona o gospodarskih družbah pojasnjuje, da družbe v skupini UniCredit pri sklepanju pravnih poslov niso uporabile svojega vpliva na način, da bi Banka zase opravila škodljiv pravni posel ali da bi kaj storila ali opustila v svojo škodo ter da je Banka v okoliščinah, ki so ji bile znane v trenutku, ko so bili opravljeni pravni posli s povezanimi osebami, pri vsakem pravnem poslu dobila ustrezno vračilo oziroma ni bila prikrajšana.

Poročilo o odnosih s povezanimi družbami je pregledala revizijska družba Deloitte revizija d.o.o., Dunajska cesta 165, 1000 Ljubljana.

V imenu uprave



Mag. Stefan Vavti  
Predsednik uprave



Mag. Damijan Dolinar, CFA  
Član uprave



Alessandro Pontoglio  
Član uprave



Sergio Marino  
Član uprave

Ljubljana, 20. februar 2018

# Poročilo neodvisnega revizorja

# Deloitte.

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## POROČILO NEODVISNEGA REVIZORJA lastnikom družbe Unicredit banka d.d.

### Mnenje

Revidirali smo računovodske izkaze gospodarske družbe Unicredit banka d.d. (v nadaljevanju 'družba'), ki vključujejo izkaz finančnega položaja na dan 31. decembra 2017, izkaz poslovnega izida, izkaz drugega vseobsegajočega donosa, izkaz gibanja kapitala in izkaz denarnih tokov za tedaj končano leto ter pojasnila k računovodskim izkazom, vključno s povzetkom bistvenih računovodskih usmeritev.

Po našem mnenju priloženi računovodski izkazi v vseh pomembnih pogledih pošteno predstavljajo finančni položaj družbe na dan 31.12.2017 ter njen poslovni izid in denarne tokove za tedaj končano leto v skladu z mednarodnimi standardi računovodskega poročanja (MSRP), kot jih je sprejela Evropska unija (v nadaljevanju 'MSRP').

### Osnova za mnenje

Revizijo smo opravili v skladu z mednarodnimi standardi revidiranja (MSR). Naše odgovornosti na podlagi teh standardov so podrobneje opisane v odstavku *Revizorjeva odgovornost za revizijo računovodskih izkazov* našega poročila. V skladu s Kodeksom etike za računovodske strokovnjake, ki ga je izdal Odbor za mednarodne standarde etike za računovodske strokovnjake (Kodeks IESBA), ter etičnimi zahtevami, ki se nanašajo na revizijo računovodskih izkazov v Sloveniji, potrjujemo svojo neodvisnost od družbe in izpolnjevanje vseh drugih etičnih obveznosti v skladu s temi zahtevami in Kodeksom IESBA. Verjamemo, da so pridobljeni revizijski dokazi zadostna in ustrezna podlaga za naše mnenje.

### Ključne revizijske zadeve

Ključne revizijske zadeve so tiste zadeve, ki so po naši strokovni presoji najpomembnejše z vidika naše revizije računovodskih izkazov za tekoče obdobje. Omenjene zadeve smo obravnavali v kontekstu revizije računovodskih izkazov kot celote in pri sestavi našega mnenja o računovodskih izkazih kot celoti, zato o njih ne podajamo ločenega mnenja.

Tveganje	Postopki za naslovitev tveganja
<p>Slabitev kreditnega portfelja</p> <p>Slabitve kreditnega portfelja so razložene v poglavju Uporaba ocen in predpostavk (računovodske usmeritve) in pojasnilu 5 (vrednosti in predpostavke).</p> <p>Odločitev poslovodstva banke o tem, kdaj in koliko pripoznati oslabitev iz naslova kreditnega portfelja je podvržena visoki stopnji presoje/ocene. Zaradi pomembnosti teh presoj in višine tako kreditnega portfelja kot slabitev iz tega naslova za računovodske izkaze, smo to računovodsko oceno obravnavali kot ključno revizijsko zadevo.</p> <p>Na dan 31.12.2017 znaša bruto izpostavljenost kreditnega portfelja 1.875.731 tisoč EUR, slabitve portfelja pa so pripoznane v višini 68.203 tisoč EUR. Osnova za izračun in pripoznanje slabitev je določena v računovodskih politikah banke in sicer se finančna sredstva iz naslova kreditov in</p>	<p>V okviru revizijskih postopkov smo pregledali zasnovano in učinkovitost ključnih kontrol v povezani v oblikovanjem slabitev kreditnega portfelja:</p> <ul style="list-style-type: none"> <li>- kontrole nad ustrezno klasifikacijo komitenta</li> <li>- kontrole nad ažurnim oblikovanjem posamičnih slabitev</li> <li>- kontrole nad pridobitvijo ažurnih cenitev, ki so podlaga za določanje vrednosti zavarovanj.</li> </ul> <p>Skladno z metodologijo smo na podlagi vzorca komitentov iz kreditnega portfelja ocenili, ali je pri komitentih prišlo do nastanka dogodka slabitve ter je bila višine slabitev pravočasno identificirana in v ustreznih vrednostih.</p>

Ime Deloitte se nanaša na Deloitte Touche Tohmatsu Limited, pravno osebo, ustanovljeno v skladu z zakonodajo Združenega kraljestva Velike Britanije in Severne Irske (v izvirniku »UK private company limited by guarantee«), in mrežo njenih članic, od katerih je vsaka ločena in samostojna pravna oseba. Podroben opis pravne organiziranosti združenja Deloitte Touche Tohmatsu Limited in njenih družb članic je na voljo na <http://www2.deloitte.com/si/en/pages/about-deloitte/articles/about-deloitte.html>

Družba članica Deloitte Touche Tohmatsu Limited.

Deloitte Revizija d.o.o. - Družba vpisana pri Okrožnem sodišču v Ljubljani - Matična številka: 1647105000 - ID št. za DDV: SI62560085 - Osnovni kapital: 74.214,30 EUR

<p>garancij razvrščajo v posamično ali skupinsko oslabiljena sredstva.</p> <p>Pri strankah, kjer ni pripoznanih pomembnih zamud s poravnavo obveznosti, banka oblikuje skupinske oslabilte na podlagi razvrščanja strank v bonitetne razrede. Pri izračunavanju potrebe za skupinske slabitve vodstvo banke upošteva dejavnike kot so kakovost posojil, velikost portfelja in ekonomske dejavnike, vključno z analizo preteklih plačilne discipline v teh razredih. Oslabilte za nastale vendar še ne izkazane izgube (IBNR, Incurred but not reported) se knjižijo na mesečni ravni, temeljijo pa na kakovosti portfelja. IBNR tako predstavljajo splošne oslabilte.</p> <p>Posamične oslabilte banka oblikuje (na ravni stranke ali posla) ob upoštevanju spodnjih kriterijev:</p> <ul style="list-style-type: none"> <li>• v okviru ocenjevanja denarnih tokov banka presoja tako finančno poslovanje stranke kot tudi njeno preteklo plačilno (ne)disciplino in način odplačevanja;</li> <li>• morebitne kršitve posojilnih pogojev;</li> <li>• stečaj ali druge pravne postopke, ki imajo lahko za posledico izgubo za banko iz te naložbe;</li> <li>• informacije, ki imajo lahko vpliv na izpad prejetih odplačil za banko.</li> </ul> <p>Za stranke iz segmenta poslovanja s podjetji, ki pomembno zamujajo s poravnavo obveznosti, se oslabilte finančnih sredstev v Banki ocenjujejo posamično, za segmente poslovanja s prebivalstvom pa skupinsko oziroma posamično v primeru, ko Banka oceni izpostavljenost kot pomembno.</p> <p>Banka ocenjuje kvaliteto strank dnevno in na podlagi tega vsaj enkrat mesečno oblikuje potrebne oslabilte in rezervacije. Celoten postopek je urejen z internimi navodili in ima ustrezno informacijsko podporo.</p>	<p>Za posamično oslabilte izpostavljenosti smo na podlagi izbranega vzorca iz kreditnega portfelja neodvisno ocenili primernost metodologije slabitev in politik. Pripravili smo neodvisno oceno višine slabitev glede na informacije o posameznem komitentu in uporabljeno metodo oblikovanja slabitev (pričakovani diskontirani denarni tokovi iz poslovanja ali iz unovčenja zavarovanja). Pri presoji ustreznega vrednotenja višine zavarovanj smo po potrebi vključili tudi revizorjeve veščake (pooblaščenice cenilce vrednosti). Med opravljanjem postopkov smo bili pozorni na morebitne indikatorje napak oziroma pristranskosti s strani posloводства.</p> <p>Za izpostavljenosti, ki so oslabilte skupinsko, smo pregledali ustreznost metodologije ocenjevanja pričakovanih izgub iz naslova kreditnega tveganja. Proučili smo interne politike, metodologije in delovna navodila. Na podlagi vzorca smo pregledali, ali je banka dosledno izvajala politiko skupinskih oslabilte in ali je za posamezne posle uporabljala ustrezne parametre. Pri oceni ustreznosti splošnih ravni oblikovanih skupinskih oslabilte smo preverili tudi pravilnost ključnih parametrov kreditnega tveganja (po potrebi). Če pravilnosti ni bilo mogoče oceniti, smo uporabili primerjalne vrednosti (benchmark) ali sistemske parametre.</p>
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## Druge informacije

Druge informacije obsegajo informacije v letnem poročilu, razen računovodskih izkazov in revizorjevega poročila o njih. Druge informacije smo pridobili pred datumom revizorjevega poročila, razen poročila nadzornega sveta, ki bo na voljo kasneje. Za druge informacije je odgovorno posloводство.

Naše mnenje o računovodskih izkazih se ne nanaša na druge informacije.

Naša odgovornost v povezavi z opravljenimi revizijami računovodskih izkazov je druge informacije prebrati in pri tem presoditi, ali so pomembno neskladne z računovodskimi izkazih, zakonskimi zahtevami ali našim poznavanjem, pridobljenim pri revidiranju, oziroma ali se kako drugače kažejo kot pomembno napačne. Prav tako ocenimo, ali so druge informacije v vseh pomembnih pogledih pripravljene v skladu z veljavno zakonodajo in predpisi, predvsem, ali so z njimi skladne z vidika uradnih zahtev in postopka za pripravo drugih informacij v kontekstu pomembnosti, torej ali bi lahko kakršnakoli neskladnost s temi zahtevami vplivala na presoje, ki temeljijo na teh drugih informacijah.

Na podlagi opravljenih postopkov in v obsegu, v katerem to lahko ocenimo, poročamo o naslednjem:

- Druge informacije, ki opisujejo dejstva, ki so predstavljena tudi v računovodskih izkazih, so v vseh pomembnih pogledih skladne z računovodskimi izkazih.
- Druge informacije so pripravljene v skladu z veljavno zakonodajo oziroma predpisi.

Poleg tega smo dolžni na podlagi našega znanja in razumevanja družbe, ki smo ju pridobili med revizijo, poročati tudi o tem, ali druge informacije vsebujejo kakršnekoli pomembno napačne navedbe

# Poročilo neodvisnega revizorja

dejstev. Na podlagi izvedenih postopkov v povezavi z drugimi informacijami, ki smo jih pridobili, pomembno napačnih navedb dejstev nismo zaznali.

## **Odgovornosti poslovodstva, nadzornega sveta in revizijske komisije za upravljanje za računovodske izkaze**

Poslovodstvo je odgovorno za pripravo in pošteno predstavitev teh računovodskih izkazov v skladu z MSRP in za takšen notranji nadzor, ki je po mnenju poslovodstva potreben za pripravo računovodskih izkazov, ki ne vsebujejo pomembno napačne navedbe zaradi prevare ali napake.

Poslovodstvo je pri pripravi računovodskih izkazov odgovorno za oceno sposobnosti družbe, da nadaljuje kot delujoče podjetje, za razkritje zadev, povezanih z delujočim podjetjem, in uporabo predpostavke delujočega podjetja kot podlago za računovodenje, razen če namerava družbo likvidirati ali zaustaviti poslovanje oziroma nima druge realne možnosti, kot da napravi eno ali drugo.

Nadzorni svet in revizijska komisija so odgovorni za nadzor nad procesom računovodskega poročanja v družbi.

## **Revizorjeva odgovornost za revizijo računovodskih izkazov**

Naš cilj je pridobiti sprejemljivo zagotovilo o tem, da računovodski izkazi kot celota ne vsebujejo pomembno napačnih navedb zaradi prevare ali napake, in izdati revizorjevo poročilo, ki vključuje naše mnenje. Sprejemljivo zagotovilo je visoka stopnja zagotovila, ki pa ni jamstvo, da bo revizija v skladu z mednarodnimi standardi revidiranja (MSR) vedno odkrila pomembno napačne navedbe, če te obstajajo. Napačne navedbe lahko izhajajo iz prevare ali napake in se smatrajo za pomembne, če je mogoče upravičeno pričakovati, da posamično ali skupaj vplivajo na gospodarske odločitve uporabnikov, sprejete na podlagi teh računovodskih izkazov.

Med izvajanjem revidiranja v skladu z MSR uporabljamo strokovno presojo in ohranjamo poklicno nezaupljivost. Prav tako:

- Prepoznamo in ocenimo tveganja pomembno napačne navedbe v računovodskih izkazih, bodisi zaradi prevare ali napake, oblikujemo in izvajamo revizijske postopke kot odziv na ocenjena tveganja ter pridobivamo zadostne in ustrezne revizijske dokaze, ki zagotavljajo podlago za naše mnenje. Tveganje, da ne bomo odkrili pomembno napačne navedbe, ki izvira iz prevare, je večje od tveganja neodkritja pomembno napačne navedbe zaradi napake, saj prevara lahko vključuje skrivne dogovore, ponarejanje, namerno opustitev, zavajajoče prikazovanje ali izogibanje notranjim kontrolam.
- Opravimo postopke preverjanja in razumevanja notranjih kontrol, ki so pomembne za revizijo, z namenom oblikovanja revizijskih postopkov, ki so okoliščinam primerni, vendar ne z namenom izraziti mnenje o učinkovitosti notranjih kontrol družbe.
- Presodimo ustreznost uporabljenih računovodskih usmeritev in sprejemljivost računovodskih ocen ter z njimi povezanih razkritij poslovodstva.
- Na podlagi pridobljenih revizijskih dokazov o obstoju pomembne negotovosti glede dogodkov ali okoliščin, ki zbuja dvom v spodobnost organizacije, da nadaljuje kot delujoče podjetje, sprejmemo sklep o ustreznosti poslovske uporabe predpostavke delujočega podjetja kot podlage računovodenja. Če sprejmemo sklep o obstoju pomembne negotovosti, smo dolžni v revizorjevem poročilu opozoriti na ustrezna razkritja računovodskih izkazih ali, če so takšna razkritja neustrezna, naše mnenje prilagoditi. Revizorjevi sklepi temeljijo na revizijskih dokazih, pridobljenih do datuma izdaje revizorjevega poročila, vendar poznejši dogodki ali okoliščine lahko povzročijo prenehanje organizacije kot delujočega podjetja.
- Ovrednotimo splošno predstavitev, strukturo in vsebin računovodskih izkazov, vključno z razkritji, in ocenimo, aliračunovodski izkazi predstavljajo zadevne posle in dogodke na način, da je dosežena poštena predstavitev.

Nadzorni svet in revizijsko komisijo med drugim obveščamo o načrtovanem obsegu in časovnem okviru revizije ter pomembnih revizijskih ugotovitvah, vključno s pomembnimi pomanjkljivostmi notranjih kontrol, ki smo jih zaznali med našo revizijo.

Nadzornemu svetu in revizijski komisiji prav tako posredujemo izjavo o skladnosti z navezujočimi se etičnimi zahtevami glede neodvisnosti in jih obvestimo o vseh razmerjih in drugih zadevah, za katere bi lahko upravičeno pomislili, da lahko okrnijo našo neodvisnost, in, če je to primerno, o vseh varovalih, ki so s tem povezana.

Med zadevami, o katerih obveščamo nadzorni svet in revizijsko komisijo, izberemo tiste, ki so z vidika revizije računovodskih izkazov za tekoče obdobje najpomembnejše, torej predstavljajo ključne revizijske zadeve. Omenjene zadeve opišemo v revizorjevem poročilu, razen če zakonska ali regulatorna določila prepovedujejo javno razkrivanje takšnih zadev oz. če v primeru redkih izrednih okoliščin ugotovimo, da o takšni zadevi v našem poročilu ne bi smeli poročati, ker bi lahko neugodne posledice upravičeno pričakovano pretehtale koristi takšnega razkritja, ki so v javnem interesu.

#### **Druge poročevalske obveznosti v skladu z Uredbo EU št. 537/2014**

V skladu s členom 10(2) Uredbe (EU) št. 537/2014 v našem poročilu neodvisnega revizorja navajamo naslednje informacije, ki so zahtevane poleg zahtev mednarodnih standardov revidiranja:

##### Imenovanje revizorja in trajanje posla

Lastniki družbe so nas na skupščini delničarjev dne 20.4.2016 ponovno imenovali za zakonitega revizorja družbe. Naše opravljanje posla v celoti in neprekinjeno traja 5 let.

##### Skladnost z dodatnim poročilom revizijski komisiji

Potrjujemo, da je naše revizijsko mnenje o računovodskih izkazih v tem poročilu skladno z dodatnim poročilom revizijski komisiji družbe z dne 21 februar 2018 v skladu s členom 11 Uredbe (EU) št. 537/2014 Evropskega parlamenta in Sveta.

##### Opravljanje nerevizijskih storitev

Izjavljamo, da nismo opravljali nobenih prepovedanih nerevizijskih storitev iz člena 5(1) Uredbe (EU) št. 537/2014 Evropskega parlamenta in Sveta.

Poleg obvezne revizije nismo za revidirano družbo ali njene odvisne družbe opravljali nobenih drugih storitev, ki ne bi bile razkrite v letnem poročilu.

DELOITTE REVIZIJA d.o.o.

Anja Gorenc  
Pooblaščená revizorka  
Ljubljana, 26 februar 2018

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www.deloitte.si**POROČILO NEODVISNEGA REVIZORJA  
lastnikom družbe Unicredit banka d.d.****Mnenje**

Revidirali smo konsolidirane računovodske izkaze gospodarske družbe Unicredit banka d.d. in njenih odvisnih družb (v nadaljevanju 'skupina'), ki vključujejo konsolidiran izkaz finančnega položaja na dan 31. decembra 2017, konsolidiran izkaz poslovnega izida, konsolidiran izkaz drugega vseobsegajočega donosa, konsolidiran izkaz gibanja kapitala in konsolidiran izkaz denarnih tokov za tedaj končano leto ter pojasnila h konsolidiranim računovodskim izkazom, vključno s povzetkom bistvenih računovodskih usmeritev.

Po našem mnenju priloženi konsolidirani računovodski izkazi v vseh pomembnih pogledih pošteno predstavljajo konsolidirani finančni položaj skupine na dan 31.12.2017 ter njen konsolidiran poslovni izid in konsolidirane denarne tokove za tedaj končano leto v skladu z mednarodnimi standardi računovodskega poročanja (MSRP), kot jih je sprejela Evropska unija (v nadaljevanju 'MSRP').

**Osnova za mnenje**

Revizijo smo opravili v skladu z mednarodnimi standardi revidiranja (MSR). Naše odgovornosti na podlagi teh standardov so podrobneje opisane v odstavku *Revizorjeva odgovornost za revizijo konsolidiranih računovodskih izkazov* našega poročila. V skladu s Kodeksom etike za računovodske strokovnjake, ki ga je izdal Odbor za mednarodne standarde etike za računovodske strokovnjake (Kodeks IESBA), ter etičnimi zahtevami, ki se nanašajo na revizijo računovodskih izkazov v Sloveniji, potrjujemo svojo neodvisnost od družbe in izpolnjevanje vseh drugih etičnih obveznosti v skladu s temi zahtevami in Kodeksom IESBA. Verjamemo, da so pridobljeni revizijski dokazi zadostna in ustrezna podlaga za naše mnenje.

**Ključne revizijske zadeve**

Ključne revizijske zadeve so tiste zadeve, ki so po naši strokovni presoji najpomembnejše z vidika naše revizije konsolidiranih računovodskih izkazov za tekoče obdobje. Omenjene zadeve smo obravnavali v kontekstu revizije konsolidiranih računovodskih izkazov kot celote in pri sestavi našega mnenja o konsolidiranih računovodskih izkazih kot celoti, zato o njih ne podajamo ločenega mnenja.

Tveganje	Postopki za naslovitev tveganja
<p><b>Slabitev kreditnega portfelja</b></p> <p>Slabitev kreditnega portfelja so razložene v poglavju Uporaba ocen in predpostavk (računovodske usmeritve) in pojasnilu 5 (vrednosti in predpostavke).</p> <p>Odločitev poslovodstva skupine o tem, kdaj in koliko pripoznati oslabitev iz naslova kreditnega portfelja je podvržena visoki stopnji presoje/ocene. Zaradi pomembnosti teh presoj in višine tako kreditnega portfelja kot slabitev iz tega naslova za računovodske izkaze, smo to računovodsko oceno obravnavali kot ključno revizijsko zadevo.</p> <p>Na dan 31.12.2017 znaša bruto izpostavljenost kreditnega portfelja 1.936.147 tisoč EUR, slabitve portfelja pa so pripoznane v višini 85.659 tisoč EUR. Osnova za izračun in pripoznanje slabitev je določena v računovodskih politikah skupine in sicer se finančna sredstva iz naslova kreditov in</p>	<p>V okviru revizijskih postopkov smo pregledali zasnovo in učinkovitost ključnih kontrol v povezani v oblikovanjem slabitev kreditnega portfelja:</p> <ul style="list-style-type: none"> <li>- kontrole nad ustrezno klasifikacijo komitenta</li> <li>- kontrole nad ažurnim oblikovanjem posamičnih slabitev</li> <li>- kontrole nad pridobitvijo ažurnih cenitev, ki so podlaga za določanje vrednosti zavarovanj.</li> </ul> <p>Skladno z metodologijo smo na podlagi vzorca komitentov iz kreditnega portfelja ocenili, ali je pri komitentih prišlo do nastanka dogodka slabitve ter je bila višine slabitev pravočasno identificirana in v ustreznih vrednostih.</p>

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<p>garancij razvrščajo v posamično ali skupinsko oslabiljena sredstva.</p> <p>Pri strankah, kjer ni pripoznanih pomembnih zamud s poravnavo obveznosti, skupina oblikuje skupinske oslabilte na podlagi razvrščanja strank v bonitetne razrede. Pri izračunavanju potrebe za skupinske slabitve vodstvo skupine upošteva dejavnike kot so kakovost posojil, velikost portfelja in ekonomske dejavnike, vključno z analizo pretekle plačilne discipline v teh razredih. Oslabilte za nastale vendar še ne izkazane izgube (IBNR, Incurred but not reported) se knjižijo na mesečni ravni, temeljijo pa na kakovosti portfelja. IBNR tako predstavljajo splošne oslabilte.</p> <p>Posamične oslabilte skupina oblikuje (na ravni stranke ali posla) ob upoštevanju spodnjih kriterijev:</p> <ul style="list-style-type: none"> <li>• v okviru ocenjevanja denarnih tokov banka presoja tako finančno poslovanje stranke kot tudi njeno preteklo plačilno (ne)disciplino in način odplačevanja;</li> <li>• morebitne kršitve posojilnih pogojev ali pogojev;</li> <li>• stečaj ali druge pravne postopke, ki imajo lahko za posledico izgubo za banko iz te naložbe;</li> <li>• informacije, ki imajo lahko vpliv na izpad prejetih odplačil za banko.</li> </ul> <p>Za stranke iz segmenta poslovanja s podjetji, ki pomembno zamujajo s poravnavo obveznosti, se oslabilte finančnih sredstev v skupini ocenjujejo posamično, za segmente poslovanja s prebivalstvom pa skupinsko oziroma posamično v primeru, ko skupina oceni izpostavljenost kot pomembno.</p> <p>Skupina ocenjuje kvaliteto strank dnevno in na podlagi tega vsaj enkrat mesečno oblikuje potrebne oslabilte in rezervacije. Celoten postopek je urejen z internimi navodili in ima ustrezno informacijsko podporo.</p>	<p>Za posamično oslabilte izpostavljenosti smo na podlagi izbranega vzorca iz kreditnega portfelja neodvisno ocenili primernost metodologije slabitev in politik. Pripravili smo neodvisno oceno višine slabitev glede na informacije o posameznem komitentu in uporabljeno metodo oblikovanja slabitev (pričakovani diskontirani denarni tokovi iz poslovanja ali iz unovčenja zavarovanja). Pri presoji ustreznega vrednotenja višine zavarovanj smo po potrebi vključili tudi revizorjeve veščake (pooblaščenice cenilce vrednosti). Med opravljanjem postopkov smo bili pozorni na morebitne indikatorje napak oziroma pristranskosti s strani posloводства.</p> <p>Za izpostavljenosti, ki so oslabilte skupinsko, smo pregledali ustreznost metodologije ocenjevanja pričakovanih izgub iz naslova kreditnega tveganja. Proučili smo interne politike, metodologije in delovna navodila. Na podlagi vzorca smo pregledali, ali je banka dosledno izvajala politiko skupinskih oslabilte in ali je za posamezne posle uporabljala ustrezne parametre. Pri oceni ustreznosti splošnih ravni oblikovanih skupinskih oslabilte smo preverili tudi pravilnost ključnih parametrov kreditnega tveganja (po potrebi). Če pravilnosti ni bilo mogoče oceniti, smo uporabili primerjalne vrednosti (benchmark) ali sistemske parametre.</p>
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## Druge informacije

Druge informacije obsegajo informacije v letnem poročilu, razen računovodskih izkazov in revizorjevega poročila o njih. Druge informacije smo pridobili pred datumom revizorjevega poročila, razen poročila nadzornega sveta, ki bo na voljo kasneje. Za druge informacije je odgovorno posloводство.

Naše mnenje o konsolidiranih računovodskih izkazih se ne nanaša na druge informacije.

Naša odgovornost v povezavi z opravljeno revizijo konsolidiranih računovodskih izkazov je druge informacije prebrati in pri tem presoditi, ali so pomembno neskladne s konsolidiranimi računovodskimi izkazi, zakonskimi zahtevami ali našim poznavanjem, pridobljenim pri revidiranju, oziroma ali se kako drugače kažejo kot pomembno napačne. Prav tako ocenimo, ali so druge informacije v vseh pomembnih pogledih pripravljene v skladu z veljavno zakonodajo in predpisi, predvsem, ali so z njimi skladne z vidika uradnih zahtev in postopka za pripravo drugih informacij v kontekstu pomembnosti, torej ali bi lahko kakršnakoli neskladnost s temi zahtevami vplivala na presoje, ki temeljijo na teh drugih informacijah.

Na podlagi opravljenih postopkov in v obsegu, v katerem to lahko ocenimo, poročamo o naslednjem:

- Druge informacije, ki opisujejo dejstva, ki so predstavljena tudi v konsolidiranih računovodskih izkazih, so v vseh pomembnih pogledih skladne z/s konsolidiranimi računovodskimi izkazi.
- Druge informacije so pripravljene v skladu z veljavno zakonodajo oziroma predpisi.

# Poročilo neodvisnega revizorja

Poleg tega smo dolžni na podlagi našega znanja in razumevanja skupine, ki smo ju pridobili med revizijo, poročati tudi o tem, ali druge informacije vsebujejo kakršnekoli pomembno napačne navedbe dejstev. Na podlagi izvedenih postopkov v povezavi z drugimi informacijami, ki smo jih pridobili, pomembno napačnih navedb dejstev nismo zaznali.

## **Odgovornosti posloводства, nadzornega sveta in revizijske komisije za konsolidirane računovodske izkaze**

Posloводство je odgovorno za pripravo in pošteno predstavitev teh konsolidiranih računovodskih izkazov v skladu z MSRP in za takšen notranji nadzor, ki je po mnenju posloводства potreben za pripravo konsolidiranih računovodskih izkazov, ki ne vsebujejo pomembno napačne navedbe zaradi prevare ali napake.

Posloводство je pri pripravi konsolidiranih računovodskih izkazov odgovorno za oceno sposobnosti skupine, da nadaljuje kot delujoče podjetje, za razkritje zadev, povezanih z delujočim podjetjem, in uporabo predpostavke delujočega podjetja kot podlage za računovodenje, razen če namerava skupino likvidirati ali zaustaviti poslovanje oziroma nima druge realne možnosti, kot da napravi eno ali drugo.

Nadzorni svet in revizijska komisija sta odgovorna za nadzor nad procesom računovodskega poročanja v skupini.

## **Revizorjeva odgovornost za revizijo konsolidiranih računovodskih izkazov**

Naš cilj je pridobiti sprejemljivo zagotovilo o tem, da konsolidirani računovodski izkazi kot celota ne vsebujejo pomembno napačnih navedb zaradi prevare ali napake, in izdati revizorjevo poročilo, ki vključuje naše mnenje. Sprejemljivo zagotovilo je visoka stopnja zagotovila, ki pa ni jamstvo, da bo revizija v skladu z mednarodnimi standardi revidiranja (MSR) vedno odkrila pomembno napačne navedbe, če te obstajajo. Napačne navedbe lahko izhajajo iz prevare ali napake in se smatrajo za pomembne, če je mogoče upravičeno pričakovati, da posamično ali skupaj vplivajo na gospodarske odločitve uporabnikov, sprejete na podlagi teh konsolidiranih računovodskih izkazov.

Med izvajanjem revidiranja v skladu z MSR uporabljamo strokovno presojo in ohranjamo poklicno nezaupljivost. Prav tako:

- Prepoznamo in ocenimo tveganja pomembno napačne navedbe v konsolidiranih računovodskih izkazih, bodisi zaradi prevare ali napake, oblikujemo in izvajamo revizijske postopke kot odziv na ocenjena tveganja ter pridobivamo zadostne in ustrezne revizijske dokaze, ki zagotavljajo podlago za naše mnenje. Tveganje, da ne bomo odkrili pomembno napačne navedbe, ki izvira iz prevare, je večje od tveganja neodkritja pomembno napačne navedbe zaradi napake, saj prevara lahko vključuje skrivne dogovore, ponarejanje, namerno opustitev, zavajajoče prikazovanje ali izogibanje notranjim kontrolam.
- Opravimo postopke preverjanja in razumevanja notranjih kontrol, ki so pomembne za revizijo, z namenom oblikovanja revizijskih postopkov, ki so okoliščinam primerni, vendar ne z namenom izraziti mnenje o učinkovitosti notranjih kontrol skupine.
- Presodimo ustreznost uporabljenih računovodskih usmeritev in sprejemljivost računovodskih ocen ter z njimi povezanih razkritij posloводства.
- Na podlagi pridobljenih revizijskih dokazov o obstoju pomembne negotovosti glede dogodkov ali okoliščin, ki zbuja dvom v spodobnost organizacije, da nadaljuje kot delujoče podjetje, sprejmemo sklep o ustreznosti poslovske uporabe predpostavke delujočega podjetja kot podlage računovodenja. Če sprejmemo sklep o obstoju pomembne negotovosti, smo dolžni v revizorjevem poročilu opozoriti na ustrezna razkritja v konsolidiranih računovodskih izkazih ali, če so takšna razkritja neustrezna, naše mnenje prilagoditi. Revizorjevi sklepi temeljijo na revizijskih dokazih, pridobljenih do datuma izdaje revizorjevega poročila, vendar poznejši dogodki ali okoliščine lahko povzročijo prenehanje organizacije kot delujočega podjetja.

- Ovrednotimo splošno predstavitev, strukturo in vsebino konsolidiranih računovodskih izkazov, vključno z razkritji, in ocenimo, ali konsolidirani računovodski izkazi predstavljajo zadevne posle in dogodke na način, da je dosežena poštena predstavitev.
- Pridobivamo zadostne in ustrezne revizijske dokaze v povezavi z računovodskimi izkazi družb v skupini oziroma njihovimi poslovnimi dejavnostmi, da bi lahko izrazili mnenje o konsolidiranih računovodskih izkazih. Odgovorni smo za vodenje, nadziranje in izvajanje revizije skupine. Revizijsko mnenje je izključno naša odgovornost.

Nadzorni svet in revizijsko komisijo med drugim obveščamo o načrtovanem obsegu in časovnem okviru revizije ter pomembnih revizijskih ugotovitvah, vključno s pomembnimi pomanjkljivostmi notranjih kontrol, ki smo jih zaznali med našo revizijo.

Nadzornemu svetu in revizijski komisiji prav tako posredujemo izjavo o skladnosti z navezujočimi se etičnimi zahtevami glede neodvisnosti in jih obvestimo o vseh razmerjih in drugih zadevah, za katere bi lahko upravičeno pomislili, da lahko okrnijo našo neodvisnost, in, če je to primerno, o vseh varovalih, ki so s tem povezana.

Med zadevami, o katerih obveščamo nadzorni svet in revizijsko komisijo, izberemo tiste, ki so z vidika revizije konsolidiranih računovodskih izkazov za tekoče obdobje najpomembnejše, torej predstavljajo ključne revizijske zadeve. Omenjene zadeve opišemo v revizorjevem poročilu, razen če zakonska ali regulatorna določila prepovedujejo javno razkrivanje takšnih zadev oz. če v primeru redkih izrednih okoliščin ugotovimo, da o takšni zadevi v našem poročilu ne bi smeli poročati, ker bi lahko neugodne posledice upravičeno pričakovano pretehtale koristi takšnega razkritja, ki so v javnem interesu.

#### **Druge poročevalske obveznosti v skladu z Uredbo EU št. 537/2014 Evropskega parlamenta in Sveta**

V skladu s členom 10(2) Uredbe (EU) št. 537/2014 Evropskega parlamenta in Sveta v našem poročilu neodvisnega revizorja navajamo naslednje informacije, ki so zahtevane poleg zahtev mednarodnih standardov revidiranja:

##### Imenovanje revizorja in trajanje posla

Lastniki družbe so nas na skupščini delničarjev dne 20.4.2016 ponovno imenovali za zakonitega revizorja družbe. Naše opravljanje posla v celoti in neprekinjeno traja 5 let.

##### Skladnost z dodatnim poročilom revizijski komisiji

Potrjujemo, da je naše revizijsko mnenje o računovodskih izkazih v tem poročilu skladno z dodatnim poročilom revizijski komisiji družbe z dne 21 februar 2018 v skladu s členom 11 Uredbe (EU) št. 537/2014 Evropskega parlamenta in Sveta.


# Poročilo neodvisnega revizorja

## Opravljanje nerevizijskih storitev

Izjavljamo, da nismo opravljali nobenih prepovedanih nerevizijskih storitev iz člena 5(1) Uredbe (EU) št. 537/2014 Evropskega parlamenta in Sveta.

Poleg obvezne revizije nismo za revidirano družbo ali njene odvisne družbe opravljali nobenih drugih storitev, ki ne bi bile razkrite v letnem poročilu.

DELOITTE REVIZIJA d.o.o.

  
Anja Gorenc  
Pooblaščenka revizorka  
Ljubljana, 26 februar 2018

**Deloitte.**

DELOITTE REVIZIJA D.O.O.  
Ljubljana, Slovenija 3

# Okrepitev in optimizacija kapitala.



Po dokapitalizaciji v višini 13 milijard evrov smo za leto 2019 predvideli količnik kapitalske ustreznosti (CET1) v višini nad 12,5 odstotka in nadaljnjo organsko rast, ki bo v celoti absorbirala pričakovane vplive regulatornih zahtev: naš kapitalski položaj je močnejši in primerljiv z najboljšimi globalnimi sistemsko pomembnimi finančnimi institucijami.

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# Izkaz finančnega položaja

EUR 1.000		Banka		Skupina	
Vsebina	Pojasnilo	31. 12. 2017	31. 12. 2016	31. 12. 2017	31. 12. 2016
Denar v blagajni, stanje na računih pri centralnih bankah in vpogledne vloge pri bankah	1	412.560	309.308	412.560	311.313
Finančna sredstva, namenjena trgovanju	2	6.932	20.118	6.932	20.118
Finančna sredstva, razpoložljiva za prodajo	3	397.142	432.924	397.142	432.924
Izvedeni finančni instrumenti, namenjeni varovanju	4	11.334	10.995	11.334	10.995
Kreditni	5	1.852.776	1.763.959	1.898.469	1.823.786
Kreditni bankam		40.994	14.660	40.994	14.660
Kreditni strankam		1.807.528	1.745.593	1.850.488	1.801.272
Druga finančna sredstva		4.254	3.706	6.987	7.854
Finančna sredstva v posesti do zapadlosti	6	7.202	7.127	7.202	7.127
Spremembe poštene vrednosti skupine varovanih postavk pred obrestnim tveganjem	7	(2.418)	40	(2.418)	40
Opredmetena osnovna sredstva	8	3.629	4.823	5.550	7.184
Naložbene nepremičnine	9	-	-	1.419	2.689
Neopredmetena sredstva	10	15.458	16.644	15.755	16.927
Dolgoročne naložbe v kapital odvisnih, pridruženih in skupaj obvladovanih družb	11	1	1	-	-
Terjatve za davek od dohodkov pravnih oseb	12	-	4.516	3.644	7.775
Terjatve za davek		-	-	-	358
Odložene terjatve za davek		-	4.516	3.644	7.417
Druga sredstva	13	1.254	758	2.096	2.072
<b>SKUPAJ SREDSTVA</b>		<b>2.705.870</b>	<b>2.571.213</b>	<b>2.759.685</b>	<b>2.642.950</b>
Finančne obveznosti, namenjene trgovanju	14	7.075	20.463	7.075	20.463
Izvedeni finančni instrumenti, namenjeni varovanju	15	19.256	49.105	19.256	49.105
Finančne obveznosti, merjene po odplačni vrednosti	16	2.383.064	2.240.643	2.419.270	2.293.348
Vloge bank in centralnih bank		144.801	233.773	144.801	233.773
Vloge strank		1.957.535	1.754.696	1.950.780	1.753.418
Kreditni bank in centralnih bank		256.366	232.389	298.193	285.514
Druge finančne obveznosti		24.362	19.785	25.496	20.643
Spremembe poštene vrednosti skupine varovanih postavk pred obrestnim tveganjem	17	-	1.263	-	1.263
Rezervacije	18	14.484	9.807	14.484	10.171
Obveznosti za davek od dohodkov pravnih oseb	12	3.073	2.465	3.465	2.465
Obveznosti za davek		1.215	2.465	1.607	2.465
Odložene obveznosti za davek		1.858	-	1.858	-
Druge obveznosti	19	1.674	1.691	3.132	2.494
<b>SKUPAJ OBVEZNOSTI</b>		<b>2.428.626</b>	<b>2.325.437</b>	<b>2.466.682</b>	<b>2.379.309</b>
Osnovni kapital	20	20.384	20.384	20.384	20.384
Kapitalske rezerve	21	107.760	107.760	107.760	107.760
Akumulirani drugi vseobsegajoči donosi	22	26.087	19.078	26.087	19.078
Rezerve iz dobička	23	84.635	84.635	102.500	98.573
Zadržani dobiček / izguba vključno s čistim dobičkom / izgubo poslovnega leta	24	38.378	13.919	36.272	17.846
<b>SKUPAJ KAPITAL</b>		<b>277.244</b>	<b>245.776</b>	<b>293.003</b>	<b>263.641</b>
<b>SKUPAJ OBVEZNOSTI IN KAPITAL</b>		<b>2.705.870</b>	<b>2.571.213</b>	<b>2.759.685</b>	<b>2.642.950</b>

V izkazu Skupine je kapital v celoti kapital lastnikov obvladujoče Banke.

Pojasnila k računovodskim izkazom so sestavni del slednjih in jih je treba brati skupaj z njimi.



Mag. Stefan Vavti  
Predsednik uprave



Mag. Damijan Dolinar, CFA  
Član uprave



Sergio Marino  
Član uprave



Alessandro Pontoglio  
Član uprave

## Izkaz vseobsegajočega donosa

## Izkaz poslovnega izida

Vsebina	Pojasnilo	Banka		Skupina	
		2017	2016	2017	2016
Prihodki iz obresti	25	55.652	58.452	59.505	62.415
Odhodki za obresti	26	(12.359)	(16.514)	(12.689)	(17.325)
<b>Čiste obresti</b>		<b>43.293</b>	<b>41.938</b>	<b>46.816</b>	<b>45.090</b>
Prihodki iz dividend	27	140	8	140	8
Prihodki iz opravnin (provizij)	28	32.201	30.421	32.209	30.814
Odhodki za opravnine (provizije)	29	(8.038)	(7.492)	(8.188)	(7.713)
<b>Čiste opravnine (provizije)</b>		<b>24.163</b>	<b>22.929</b>	<b>24.021</b>	<b>23.101</b>
Realizirani dobički / izgube iz finančnih sredstev in obveznosti, ki niso merjeni po pošteni vrednosti skozi izkaz poslovnega izida	30	216	11.281	216	11.330
Čisti dobički / izgube iz finančnih sredstev in obveznosti, namenjenih trgovanju	31	1.724	3.192	1.724	3.192
Spremembe poštene vrednosti pri obračunavanju varovanj pred tveganji	32	(5.710)	(6.763)	(5.710)	(6.763)
Čisti dobički / izgube iz tečajnih razlik	33	2.364	470	2.352	447
Čisti dobički / izgube iz odprave pripoznanja sredstev brez nekratkoročnih sredstev v posesti za prodajo	34	(649)	(82)	(551)	(77)
Drugi čisti poslovni dobički / izgube	35	(1.110)	228	(310)	1.745
Administrativni stroški	36	(36.866)	(34.028)	(38.080)	(35.349)
Amortizacija	37	(5.170)	(5.722)	(5.937)	(6.893)
Rezervacije	38	(4.716)	(606)	(4.352)	(300)
Oslabitve	39	29.033	(17.391)	23.479	(15.062)
Čisti dobički / izgube iz nekratkoročnih sredstev v posesti za prodajo	40	4	2	4	379
<b>DOBIČEK / IZGUBA IZ REDNEGA POSLOVANJA</b>		<b>46.716</b>	<b>15.456</b>	<b>43.812</b>	<b>20.848</b>
Davek iz dohodka pravnih oseb	41	(8.375)	(1.592)	(7.577)	(3.056)
<b>ČISTI DOBIČEK / IZGUBA POSLOVNEGA LETA</b>		<b>38.341</b>	<b>13.864</b>	<b>36.235</b>	<b>17.792</b>
Osnovni in popravljani dobiček / izguba na delnico (EUR)	24	7,84	2,84	7,41	3,64

V izkazu Skupine je čisti dobiček v celoti dobiček lastnikov obvladujoče Banke.

## Izkaz drugega vseobsegajočega donosa

Vsebina	Pojasnilo	Banka		Skupina	
		2017	2016	2017	2016
<b>Čisti dobiček / izguba poslovnega leta po obdavčitvi</b>		<b>38.341</b>	<b>13.864</b>	<b>36.235</b>	<b>17.792</b>
<b>Drugi vseobsegajoči donos po obdavčitvi</b>	<b>22</b>	<b>7.007</b>	<b>5.100</b>	<b>7.007</b>	<b>5.100</b>
<b>Postavke, ki ne bodo prerazvrščene v poslovni izid</b>		<b>17</b>	<b>(5)</b>	<b>17</b>	<b>(5)</b>
Aktuarski čisti dobički / izgube v zvezi s pokojninskimi načrti z določenimi zaslužki		19	-	19	-
Davek iz dohodka pravnih oseb v zvezi s postavkami, ki ne bodo prerazvrščene v poslovni izid		(2)	(5)	(2)	(5)
<b>Postavke, ki se lahko pozneje prerazporedijo v poslovni izid</b>		<b>6.990</b>	<b>5.105</b>	<b>6.990</b>	<b>5.105</b>
Dobički / izgube v zvezi z varovanjem denarnih tokov (uspešni del varovanja)	22	4.059	5.050	4.059	5.050
Dobički / izgube iz prevrednotenja, izkazani v kapitalu		(837)	5.050	(837)	5.050
Prenos dobičkov / izgub v poslovni izid		4.896	-	4.896	-
Dobički / izgube v zvezi s finančnimi sredstvi razpoložljivimi za prodajo	22	4.571	1.653	4.571	1.653
Dobički / izgube iz prevrednotenja, izkazani v kapitalu		4.561	9.876	4.561	9.876
Prenos dobičkov / izgub v poslovni izid		10	(8.223)	10	(8.223)
Davek iz dohodka pravnih oseb v zvezi s postavkami, ki se lahko pozneje prerazvrstijo v poslovni izid	22	(1.640)	(1.598)	(1.640)	(1.598)
<b>VSEOBSEGAJOČI DONOS POSLOVNEGA LETA PO OBDAVČITVI</b>		<b>45.348</b>	<b>18.964</b>	<b>43.242</b>	<b>22.892</b>

V izkazu Skupine je vseobsegajoči donos po obdavčitvi v celoti vseobsegajoči donos lastnikov obvladujoče Banke.

Pojasnila k računovodskim izkazom so sestavni del slednjih in jih je treba brati skupaj z njimi.



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Član uprave



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Član uprave



# Izkaz sprememb lastniškega kapitala

Banka  
2017

Vsebina	Akumulirani drugi vseobsegajoči donos							Zadržani dobiček / izguba vključno s čistim dobičkom / izgubo poslovnega leta	Skupaj kapital
	Osnovni kapital	Kapitalske rezerve	Varovanje denarnih tokov	Finančna sredstva razpoložljiva za prodajo	Aktuarski čisti dobički / izgube za pokojninske programe	Rezerve iz dobička			
EUR 1.000									
<b>ZAČETNO STANJE V POSLOVNEM OBDOBJU</b>	20.384	107.760	907	17.665	506	84.635	13.919	245.776	
Vseobsegajoči donos poslovnega leta po obdavčitvi	-	-	3.288	3.703	18	-	38.341	45.350	
Izplačilo (obračun) dividend	-	-	-	-	-	-	(13.882)	(13.882)	
<b>KONČNO STANJE V POSLOVNEM OBDOBJU</b>	20.384	107.760	4.195	21.368	524	84.635	38.378	277.244	
<b>BILANČNI DOBIČEK POSLOVNEGA LETA</b>							38.378	38.378	

2016

Vsebina	Akumulirani drugi vseobsegajoči donos							Zadržani dobiček / izguba vključno s čistim dobičkom / izgubo poslovnega leta	Skupaj kapital
	Osnovni kapital	Kapitalske rezerve	Varovanje denarnih tokov	Finančna sredstva razpoložljiva za prodajo	Aktuarski čisti dobički / izgube za pokojninske programe	Rezerve iz dobička			
EUR 1.000									
<b>ZAČETNO STANJE V POSLOVNEM OBDOBJU</b>	20.384	107.760	(3.262)	16.729	511	84.635	29.677	256.434	
Vseobsegajoči donos poslovnega leta po obdavčitvi	-	-	4.169	936	(5)	-	13.864	18.964	
Izplačilo (obračun) dividend	-	-	-	-	-	-	(29.622)	(29.622)	
<b>KONČNO STANJE V POSLOVNEM OBDOBJU</b>	20.384	107.760	907	17.665	506	84.635	13.919	245.776	
<b>BILANČNI DOBIČEK POSLOVNEGA LETA</b>							13.919	13.919	

## Izkaz sprememb lastniškega kapitala

Skupina  
2017

Vsečina	Akumulirani drugi vseobsegajoči donos							Zadržani dobiček / izguba vključno s čistim dobičkom / izgubo poslovnega leta	Skupaj kapital
	Osnovni kapital	Kapitalske rezerve	Varovanje denarnih tokov	Finančna sredstva razpoložljiva za prodajo	Aktuarski čisti dobički / izgube za pokojninske programe	Rezerve iz dobička			
<b>ZAČETNO STANJE V POSLOVNEM OBDOBJU</b>	20.384	107.760	907	17.665	506	98.573	17.846	263.641	
<b>Vseobsegajoči donos poslovnega leta po obdavčitvi</b>	-	-	3.288	3.703	18	-	36.235	43.244	
Izplačilo (obračun) dividend	-	-	-	-	-	-	(13.882)	(13.882)	
Razporeditev čistega dobička UniCredit leasing d.o.o. v rezerve iz dobička	-	-	-	-	-	3.928	(3.928)	-	
Prilagoditev zaradi zaokroževanja	-	-	-	-	-	(1)	1	-	
<b>KONČNO STANJE V POSLOVNEM OBDOBJU</b>	20.384	107.760	4.195	21.368	524	102.500	36.272	293.003	
<b>BILANČNI DOBIČEK POSLOVNEGA LETA</b>							36.272	36.272	

2016

Vsečina	Akumulirani drugi vseobsegajoči donos							Zadržani dobiček / izguba vključno s čistim dobičkom / izgubo poslovnega leta	Skupaj kapital
	Osnovni kapital	Kapitalske rezerve	Varovanje denarnih tokov	Finančna sredstva razpoložljiva za prodajo	Aktuarski čisti dobički / izgube za pokojninske programe	Rezerve iz dobička			
<b>ZAČETNO STANJE V POSLOVNEM OBDOBJU</b>	20.384	107.760	(3.262)	16.729	511	99.528	28.721	270.371	
<b>Vseobsegajoči donos poslovnega leta po obdavčitvi</b>	-	-	4.169	936	(5)	-	17.792	22.892	
Izplačilo (obračun) dividend	-	-	-	-	-	-	(29.622)	(29.622)	
Razporeditev čiste izgube UniCredit leasing d.o.o. v rezerve iz dobička	-	-	-	-	-	(955)	955	-	
<b>KONČNO STANJE V POSLOVNEM OBDOBJU</b>	20.384	107.760	907	17.665	506	98.573	17.846	263.641	
<b>BILANČNI DOBIČEK POSLOVNEGA LETA</b>							17.846	17.846	

Kapital je v celoti kapital lastnikov obvladujoče Banke.

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Član uprave

# Izkaz denarnih tokov

EUR 1.000		Banka		Skupina	
Vsebina		2017	2016	2017	2016
<b>A.</b>	<b>DENARNI TOKOVI PRI POSLOVANJU</b>				
<b>a)</b>	<b>Čisti poslovni izid pred obdavčitvijo</b>	<b>46.716</b>	<b>15.456</b>	<b>43.812</b>	<b>20.848</b>
	Amortizacija	5.170	5.722	5.937	6.893
	Oslabitev / (odprava oslavitve) kreditov	(31.399)	19.900	(27.198)	16.672
	Oslabitev opredmetenih osnovnih sredstev, naložbenih nepremičnin, neopredmetenih dolgoročnih sredstev in drugih sredstev	638	9	638	204
	Čisti (dobički) / izgube iz tečajnih razlik	(2.364)	(470)	(2.353)	(448)
	Neto (dobički) / izgube iz finančnih sredstev v posesti do zapadlosti	(355)	5.619	(355)	5.619
	Neto (dobički) / izgube pri prodaji opredmetenih osnovnih sredstev in naložbenih nepremičnin	(4)	(2)	73	(216)
	Drugi (dobički) / izgube iz financiranja	(9.769)	721	(9.769)	721
	Druge prilagoditve čistega poslovnega izida pred obdavčitvijo	(26.857)	(835)	(27.058)	(1.086)
	<b>Denarni tokovi pri poslovanju pred spremembami poslovnih sredstev in obveznosti</b>	<b>(18.224)</b>	<b>46.120</b>	<b>(16.273)</b>	<b>49.207</b>
<b>b)</b>	<b>(Povečanja) / zmanjšanja poslovnih sredstev (brez denarnih ekvivalentov)</b>	<b>(22.102)</b>	<b>(14.935)</b>	<b>(11.708)</b>	<b>(2.662)</b>
	Čisto povečanje / zmanjšanje finančnih sredstev, namenjenih trgovanju	8.230	127	8.230	127
	Čisto povečanje / zmanjšanje finančnih sredstev, razpoložljivih za prodajo	40.243	24.064	40.243	24.064
	Čisto povečanje / zmanjšanje kreditov	(75.664)	(37.180)	(65.743)	(26.033)
	Čisto povečanje / zmanjšanje izvedenih finančnih sredstev, namenjenih varovanju	3.129	(1.431)	3.129	(1.431)
	Čisto povečanje / zmanjšanje drugih sredstev	1.960	(515)	2.432	612
<b>c)</b>	<b>Povečanja / (zmanjšanja) poslovnih obveznosti</b>	<b>163.180</b>	<b>63.502</b>	<b>147.336</b>	<b>47.167</b>
	Čisto povečanje / (zmanjšanje) finančnih obveznosti, namenjenih trgovanju	274	(147)	274	(147)
	Čisto povečanje / (zmanjšanje) vlog in najetih kreditov, merjenih po odplačni vrednosti	148.603	83.795	132.104	67.819
	Čisto povečanje / (zmanjšanje) izvedenih finančnih obveznosti, namenjenih varovanju	15.582	(21.433)	15.582	(21.433)
	Čisto povečanje / (zmanjšanje) drugih obveznosti	(1.279)	1.287	(624)	928
<b>č)</b>	<b>Denarni tokovi pri poslovanju (a+b+c)</b>	<b>122.854</b>	<b>94.687</b>	<b>119.354</b>	<b>93.713</b>
<b>d)</b>	<b>(Plačani) / vrnjeni davek na dohodek pravnih oseb</b>	<b>(2.481)</b>	<b>-</b>	<b>(3.825)</b>	<b>(1.344)</b>
<b>e)</b>	<b>Neto denarni tokovi pri poslovanju (č+d)</b>	<b>120.373</b>	<b>94.687</b>	<b>115.529</b>	<b>92.369</b>
<b>B.</b>	<b>DENARNI TOKOVI PRI NALOŽBENJU</b>				
<b>a)</b>	<b>Prejemki pri naložbenju</b>	<b>320</b>	<b>532</b>	<b>5.183</b>	<b>7.206</b>
	Prejemki pri prodaji opredmetenih osnovnih sredstev in naložbenih nepremičnin	40	12	4.903	6.686
	Drugi prejemki iz naložbenja	280	520	280	520
<b>b)</b>	<b>Izdatki pri naložbenju</b>	<b>(3.687)</b>	<b>(2.507)</b>	<b>(5.711)</b>	<b>(4.858)</b>
	(Izdatki pri nakupu opredmetenih osnovnih sredstev in naložbenih nepremičnin)	(534)	(618)	(2.505)	(2.864)
	(Izdatki pri nakupu neopredmetenih sredstev)	(3.153)	(1.889)	(3.206)	(1.994)
<b>c)</b>	<b>Neto denarni tokovi pri naložbenju (a-b)</b>	<b>(3.367)</b>	<b>(1.975)</b>	<b>(528)</b>	<b>2.348</b>
<b>C.</b>	<b>DENARNI TOKOVI PRI FINANCIRANJU</b>				
<b>b)</b>	<b>Izdatki pri financiranju</b>	<b>(13.882)</b>	<b>(59.723)</b>	<b>(13.882)</b>	<b>(59.723)</b>
	(Plačane dividende)	(13.882)	(29.622)	(13.882)	(29.622)
	(Odplačila podrejenih obveznosti)	-	(30.101)	-	(30.101)
<b>c)</b>	<b>Neto denarni tokovi pri financiranju (a-b)</b>	<b>(13.882)</b>	<b>(59.723)</b>	<b>(13.882)</b>	<b>(59.723)</b>
<b>C.</b>	<b>Učinki spremembe deviznih tečajev na denarna sredstva in njihove ustreznike</b>	<b>(3.222)</b>	<b>1.485</b>	<b>(3.222)</b>	<b>1.485</b>
<b>D.</b>	<b>Čisto povečanje denarnih sredstev in denarnih ustreznikov (Ae+Bc)</b>	<b>103.124</b>	<b>32.989</b>	<b>101.119</b>	<b>34.994</b>
<b>E.</b>	<b>Denarna sredstva in njihovi ustrezniki na začetku obdobja (Pojasnilo 42)</b>	<b>316.861</b>	<b>282.387</b>	<b>318.866</b>	<b>282.387</b>
<b>F.</b>	<b>Denarna sredstva in njihovi ustrezniki na koncu obdobja (C+D+E) (Pojasnilo 42)</b>	<b>416.763</b>	<b>316.861</b>	<b>416.763</b>	<b>318.866</b>

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# Povzetek računovodskih usmeritev

## Splošne informacije

UniCredit Banka Slovenija d.d. je poslovna banka s sedežem v Sloveniji, ki nudi široko paleto finančnih storitev pravnim in fizičnim osebam. Banka je bila registrirana kot delniška družba 24. januarja 1991. Njen sedež je na Šmartinski cesti 140, Ljubljana, Slovenija. Dne 31. decembra 2017 je imela Banka skupno 26 poslovnih enot po vsej Sloveniji. Banka je hčerinska banka UniCredit S.p.A. s sedežem v Milanu, Piazza Gae Aulenti 3 - Tower A, Italija, ki je tudi matična banka matične skupine. Izkazi Banke so del konsolidiranih izkazov matične skupine UniCredit, ki so dosegljivi na <https://www.unicredit.it/>.

UniCredit Banka Slovenija d.d. ima dovoljenje za opravljanje bančnih storitev po 5. členu Zakona o bančništvu (v nadaljevanju: ZBan-2). Bančne storitve zajemajo sprejemanje depozitov od javnosti ter dajanje kreditov za svoj račun.

Banka ima dovoljenje za opravljanje vzajemno priznanih in dodatnih finančnih storitev.

Banka lahko opravlja naslednje vzajemno priznane finančne storitve po 5. členu ZBan-2:

- sprejemanje depozitov in drugih vračljivih sredstev;
- dajanje kreditov, ki vključuje:
  - potrošniške kredite;
  - hipotekarne kredite;
  - odkup terjatev z regresom ali brez njega (factoring),
  - financiranje komercialnih poslov, vključno z izvoznim financiranjem na podlagi odkupa z diskontom in brez regresa dolgoročnih nezapadlih terjatev, zavarovanih s finančnim instrumentom (forfeiting);
- finančni zakup (lizing, najem) dajanje sredstev v zakup, pri katerem se na zakupnika prenesejo vsa bistvena tveganja in koristi, ki izhajajo iz lastninske pravice nad sredstvom zakupa, pri čemer je prenos lastninske pravice na zakupnika mogoč, ne pa nujen;
- plačilne storitve;
- izdajanje in upravljanje drugih plačilnih instrumentov;
- izdajanje garancij in drugih jamstev;
- trgovanje za svoj račun ali za račun strank:
  - z instrumenti denarnega trga,
  - s tujimi plačilnimi sredstvi, vključno z menjalniškimi posli,
  - s standardiziranimi terminskimi pogodbami in opcijami,
  - z valutnimi in obrestnimi finančnimi instrumenti,
  - s prenosljivimi vrednostnimi papirji;
- sodelovanje pri izdaji vrednostnih papirjev in s tem povezane storitve;
- svetovanje podjetjem glede kapitalske strukture, poslovne strategije in sorodnih zadev ter svetovanje in storitve v zvezi z združitvami in nakupom podjetij;
- upravljanje z naložbami in svetovanje v zvezi s tem;
- investicijske ter pomožne investicijske storitve in posli.

Banka lahko opravlja naslednje dodatne finančne storitve po 6. členu ZBan-2:

- posredovanje pri prodaji zavarovalnih polic po zakonu, ki ureja zavarovalništvo;
- skrbniške storitve po zakonu, ki ureja investicijske sklade in družbe za upravljanje;

- posredovanje finančnega zakupa (leasinga) in
- posredovanje pri prodaji in odkupu investicijskih diamantov ter pri prodaji naložbenega zlata.

Objavljene računovodske izkaze je uprava Banke potrdila 27. februarja 2018.

## Povzetek pomembnih računovodskih usmeritev

Povzetek pomembnih računovodskih usmeritev, ki so uporabljene pri pripravi računovodskih izkazov, navajamo v nadaljevanju. Navedeno računovodsko politiko Banka in Skupina uporabljata za tekoče in primerjalno leto.

### IZJAVA O SKLADNOSTI

Računovodski izkazi Banke in Skupine so bili pripravljene v skladu z Mednarodnimi standardi računovodskega poročanja in pojasnili, ki jih je objavil Odbor za mednarodne računovodske standarde (International Accounting Standards Board, IASB) in jih je sprejela Evropska komisija do 31. decembra 2017 (v nadaljevanju: MSRP).

### PODLAGA ZA MERJENJE

Računovodski izkazi so pripravljene v skladu z MSRP, pri čemer so kot podlaga za merjenje uporabljene izvirne vrednosti, razen ob merjenju finančnih instrumentov, namenjenih trgovanju, finančnih sredstev, priznanih po pošteni vrednosti skozi izkaz poslovnega izida, finančnih sredstev, razpoložljivih za prodajo in vseh izvedenih finančnih instrumentov, kjer so kot podlaga za merjenje uporabljene njihove poštene vrednosti.

### KONSOLIDIRANI RAČUNOVODSKI IZKAZI

Banka je v letu 2015 postala 100-odstotni lastnik družbe UniCredit Leasing, d.o.o. ter pripravlja tudi konsolidirane računovodske izkaze, ki vključujejo računovodske izkaze UniCredit Banka Slovenija d.d. kot matične banke ter računovodske izkaze UniCredit Leasing, d.o.o. kot odvisne družbe.

Računovodske usmeritve odvisne družbe so poenotene z računovodskimi usmeritvami Banke. Učinki medsebojnih postavk so v celoti izločeni. Prihodki in odhodki odvisne družbe so vključeni v konsolidirane računovodske izkaze.

Firma: UNICREDIT LEASING, leasing, d.o.o.

Skrajšana firma: UNICREDIT LEASING, d.o.o.

Sedež: Šmartinska cesta 140, 1000 Ljubljana

Lastni kapital na dan 31. december 2017: 15.759 tisoč evrov

Poslovni izid v letu 2017: izguba 2.106 tisoč evrov

Odvisna družba je v 100-odstotni lasti Banke.

### UPORABA OCEN IN PREDPOSTAVK

Pri pripravi računovodskih izkazov mora uprava pripraviti presoje, ocene in predpostavke, ki vplivajo na uporabo računovodskih usmeritev ter na izkazane zneske sredstev, obveznosti, prihodkov in odhodkov. Dejanski rezultati lahko odstopajo od ocen.

Banka in Skupina redno pregledujeta ocene in osnovne predpostavke zanje. Spremembe računovodskih ocen se pripoznajo v obdobju, v katerem je ocena spremenjena ter v prihodnjih obdobjih, na katera vpliva. V nadaljevanju sta razloženi dve najpomembnejši računovodski oceni. Ostale so razložene med računovodskimi usmeritvami.

#### a) Opredelitev poštene vrednosti

Banka dnevno vrednoti izvedene finančne instrumente, finančna sredstva, namenjena trgovanju, kot tudi finančna sredstva, razpoložljiva za prodajo, na pošteno vrednost instrumenta. Opredelitev poštene vrednosti teh finančnih instrumentov zahteva uporabo metod vrednotenja, če tržna cena ni na razpolago. Za finančne instrumente, s katerimi se ne trguje pogosto in katerih cenovna transparentnost je nizka, je poštena vrednost manj objektivna in zahteva različno določene predpostavke, odvisne od več dejavnikov. Teh finančnih instrumentov Banka ne vrednoti dnevno, ampak večino od njih mesečno.

Glede na opredelitev poštene vrednosti, Banka v skladu z MSRP 13 razvršča finančna sredstva na tri ravni, ki so:

- Raven 1: Kot poštena vrednost se uporabi kotirana cena na delujočem trgu za identičen instrument.
- Raven 2: Poštena vrednost se določi na osnovi modelov vrednotenja, ki temeljijo predvsem na kotiranih cenah na delujočih trgih. Raven 2 vključuje tudi finančna sredstva, katerih poštena vrednost je določena na osnovi kotirane cene za identičen instrument, vendar zanje ne obstaja delujoč trg.
- Raven 3: Poštena vrednost se določi na osnovi modelov vrednotenja, ki ne temeljijo na zaznavnih tržnih podatkih. Vložek se šteje kot zaznavni vložek, če je tržna cena neposredno na razpolago ali jo je možno izpeljati iz tržne cene. Primeri vložkov za Raven 3 so denimo pretekle volatiliteti ali obrestne mere za valute ter zapadlosti, za katere niso na razpolago finančni instrumenti s tržno ceno. Če vrednost finančnega instrumenta temelji na dejavnikih, za katere tržna cena ni na razpolago, lahko ob koncu obdobja poročanja vrednost teh dejavnikov izberemo iz nabora razumnih možnih alternativ. Za namen priprave finančnih izkazov so razumne vrednosti, ki so izbrane za takšne vložke, za katere ni na voljo tržne cene, usklajene s prevladujočimi razmerami na trgu ter s pristopom Banke, kar zadeva kontrolo vrednotenja.

#### b) Oslabitev in rezervacije

##### **Oslabitev finančnih sredstev po odplačni vrednosti in rezervacije za zunajbilančne obveznosti**

Skupina ima natančno določen postopek in notranjo politiko za spremljanje finančnih sredstev in rezervacij za prevzete obveznosti ter oblikovanje oslabitev. Pri politiki za oblikovanje oslabitev Skupina sledi smernicam matične Skupine, sklepu Banke Slovenije o oblikovanju izgub iz kreditnega tveganja bank in hranilnic in MSRP.

Skladno z 10. členom Sklepa o oblikovanju izgub iz kreditnega tveganja bank in hranilnic predstavlja oslabitev finančnega sredstva razliko med knjigovodsko in nadomestljivo vrednostjo. Nadomestljiva vrednost je opredeljena kot sedanja vrednost (diskontirana vrednost) pričakovanih prihodnjih denarnih tokov ob uporabi izvirne učinkovite

obrestne mere. Efektivna obrestna mera je obrestna mera, ki natančno razobrestuje (diskontira) pričakovane prihodnje denarne tokove skozi obdobje pričakovane dobe finančnega sredstva ali, če je primernejše, skozi krajše obdobje na čisto knjigovodsko vrednost finančnega sredstva. Izračun vključuje vsa prejeta in dana nadomestila ter zneske v skladu s pogodbo.

Višina rezervacije za prevzete obveznosti po zunajbilančnih postavkah je enaka pričakovani izgubi na podlagi ocenjenih kazalnikov PD (Probability of Default – verjetnost neplačila), EAD (Exposure at Default – izpostavljenost ob dogodku naplačila) in LGD (Loss given Default – izguba ob neplačilu). Diskontna mera ne sme vključevati tveganj, zaradi katerih so že bili prilagojeni prihodnji denarni tokovi.

Banka spremlja boniteto strank na podlagi podatkov pridobljenih iz njene vloge pri Banki in podatkov pridobljenih za obstoječe stranke na podlagi njihovega poslovanja z Banko in zunanjih informacij. Interno so stranke na podlagi posameznih verjetnosti neplačila razvrščene v 26 bonitetnih razredov.

Skupina uporablja dva pristopa za oblikovanje oslabitev – skupinski in posamični.

Pri strankah, kjer ni pripoznanih pomembnih zamud s poravnavo obveznosti, Skupina oblikuje skupinske oslabitve na podlagi razvrščanja strank v bonitetne razrede. Pri izračunavanju potrebe za skupinske slabitve vodstvo Skupine upošteva dejavnike kot so kakovost posojil, velikost portfelja in ekonomske dejavnike, vključno z analizo pretekle plačilne discipline in teh razredih. Oslabitve za nastale vendar še ne izkazane izgube (IBNR, Incurred but not reported) se knjižijo na mesečni ravni, temeljijo pa na kakovosti portfelja. IBNR tako predstavljajo splošne oslabitve.

Posamične oslabitve Skupina oblikuje (na ravni stranke ali posla) ob upoštevanju spodnjih kriterijev:

- v okviru ocenjevanja denarnih tokov Skupina presoja tako finančno poslovanje stranke kot tudi njeno preteklo plačilno (ne)disciplino in način odplačevanja;
- morebitne kršitve posojilnih pogodb ali pogojev;
- stečaj ali druge pravne postopke, ki imajo lahko za posledico izgubo za Skupino iz te naložbe;
- informacije, ki imajo lahko vpliv na izpad prejetih odplačil za Skupino.

Za stranke iz segmenta poslovanja s podjetji, ki pomembno zamujajo s poravnavo obveznosti, se oslabitev finančnih sredstev v Banki ocenjujejo posamično, za segmente poslovanja s prebivalstvom pa skupinsko oziroma posamično v primeru, ko Banka oceni izpostavljenost kot pomembno. UniCredit Leasing, d.o.o. oblikuje posamične oslabitve portfeljsko za vse izpostavljenosti, razen za stranke z izpostavljenostjo nad 200 tisoč evrov, ki jih obravnava individualno.

Skupina ocenjuje kvaliteto strank dnevno in na podlagi tega vsaj enkrat mesečno oblikuje potrebne oslabitve in rezervacije. Celoten postopek je urejen z internimi navodili in ima ustrezno informacijsko podporo.

# Povzetek računovodskih usmeritev

## Oslabitev finančnih sredstev razpoložljivih za prodajo

Isti nepristranski dokazi kažejo tudi na oslabiljenost finančnih sredstev, ki so na razpolago za prodajo. Izguba zaradi oslabilve se pripozna, kadar pride do pomembnega ali dolgotrajnega padca poštene vrednosti pod nabavno vrednost teh finančnih sredstev. Banka kot objektivni dokaz o oslabilvi finančnih naložb v kapitalске instrumente iz skupine finančnih sredstev, razpoložljivih za prodajo, šteje pomembno ali dolgotrajnejše zmanjšanje poštene vrednosti pod njihovo nabavno vrednostjo. Kadar Banka na taki podlagi ugotovi, da je finančna naložba oslabiljena, celotno izgubo iz vrednotenja tega instrumenta prenese v poslovni izid.

Več podrobnosti pa je navedeno v poglavju Bančna tveganja.

## SPREMEMBE RAČUNOVODSKIH USMERITEV

Banka in Skupina v letu 2017 nista spremenili računovodskih usmeritev.

## NOVI STANDARDI TER OBSTOJEČI STANDARDI, SPREMENJENI V LETU 2017

V tekočem računovodskem obdobju veljajo naslednje spremembe obstoječih standardov in nova pojasnila, ki jih je izdal Odbor za mednarodne računovodske standarde (OMRS) in sprejela EU:

- Spremembe MRS 7 'Izkaz denarnih tokov' – Pobuda za razkritje, ki jih je EU sprejela 6. novembra 2017 (velja za letna obdobja, ki se pričnejo 1. januarja 2017 ali pozneje),
- Spremembe MRS 12 'Davki iz dobička' – Pripoznavanje odloženih terjatev za davek iz naslova nerealiziranih izgub, ki jih je EU sprejela 6. novembra 2017 (velja za letna obdobja, ki se pričnejo 1. januarja 2017 ali pozneje),
- Spremembe različnih standardov 'Izboljšave MSRP (obdobje 2014-2016)', ki izhajajo iz letnega projekta za izboljšanje MSRP (MSRP 1, MSRP 12 in MRS 28), predvsem za namenom odpravljanja neskladnosti in razlage besedila – sprejeto s strani EU 8. februarja 2018 (spremembe MSRP 12 veljajo za letna obdobja, ki se začnejo 1. januarja 2017 ali pozneje).

Sprejete te spremembe obstoječih standardov in pojasnil ni povzročilo pomembnih sprememb v računovodskih usmeritvah Banke in Skupine.

## IZDANI, VENDAR ŠE NE UVELJAVLJENI STANDARDI IN POJASNILA

Na datum odobritve teh računovodskih izkazov so bili že izdani, vendar še niso stopili v veljavo naslednji novi standardi in spremembe obstoječih standardov, ki jih je izdal OMRS in sprejela EU:

- MSRP 9 'Finančni instrumenti', ki ga je EU sprejela 22. novembra 2016 (velja za letna obdobja, ki se začnejo 1. januarja 2018 ali pozneje);
- MSRP 15 'Prihodki iz pogodb s kupci' in spremembe MSRP 15 'Datum začetka veljavnosti MSRP 15', ki ga je EU sprejela 22. septembra 2016 (velja za letna obdobja, ki se začnejo 1. januarja 2018 ali pozneje);
- Spremembe MSRP 15 'Prihodki iz pogodb s kupci' – Pojasnila k MSRP 15 Prihodki iz pogodb s kupci, ki jih je EU sprejela 31. oktobra 2017 (veljajo za letna obdobja, ki se začnejo 1. januarja 2018 ali pozneje);

- MSRP 16 'Najemi', ki ga je EU sprejela 31. oktobra 2017 (velja za letna obdobja, ki se začnejo 1. januarja 2019 ali kasneje);
- Spremembe MSRP 4 'Zavarovalne pogodbe' – Uporaba MSRP 9 Finančni instrumenti skupaj z MSRP 4 Zavarovalne pogodbe, ki jih je EU sprejela 3. novembra 2017 (veljajo za letna obdobja, ki se začnejo 1. januarja 2018 ali pozneje, oz. ob prvi uporabi MSRP 9 Finančni instrumenti).
- Spremembe različnih standardov 'Izboljšave MSRP (obdobje 2014-2016)', ki izhajajo iz letnega projekta za izboljšanje MSRP (MSRP 1, MSRP 12 in MRS 28), predvsem za namenom odpravljanja neskladnosti in razlage besedila – sprejeto s strani EU 8. februarja 2018 (spremembe MSRP 1 in MRS 28 veljajo za letna obdobja, ki se začnejo 1. januarja 2018 ali pozneje).

Skupina predvideva, da uvedba teh novih standardov in sprememb obstoječih standardov v obdobju začetne uporabe ne bo imela pomembnega vpliva na njene računovodske izkaze, razen MSRP 9 in MSRP 16. Z uvedbo MSRP 16 se bo povečala bilančna vsota Banke, saj ima Banka več poslovnih prostorov v operativnem najemu.

Posebej v zvezi z MSRP 9 poudarjamo naslednje:

- Vpeljal bo pomembne spremembe v primerjavi z MRS 39 v razvrščanje in merjenje kreditov in dolžniških instrumentov na osnovi "poslovnega modela" in značilnosti denarnih tokov finančnega instrumenta (t.i. kriterij "samo plačila glavnice in obresti" oz. SPPI - Solely Payments of Principal and Interests criteria);
- Zahteva razvrščanje lastniških instrumentov po poštenu vrednosti bodisi skozi izkaz poslovnega izida ali skozi "drugi vseobsegajoči donos". V drugem primeru, za razliko od prejšnjih zahtev za sredstva, razpoložljiva za prodajo po MRS 39, je MSRP 9 ukinitel zahtevo po pripoznavanju izgub zaradi oslabiltev in omogoča, da bodo v primeru odtujitve instrumentov dobički ali izgube iz naslova odtujitve razknjiženi v druge kapitalске rezerve in ne v izkaz poslovnega izida;
- Uvedel bo nov računovodski model za oslabilte, ki temelji na (i) pristopu pričakovanih izgub, ki nadomešča sedanji pristop, ki temelji na nastalih izgubah, in (ii) uvedel bo koncept "vseživljenjskih" pričakovanih izgub in posledično predvidevanje in strukturno povečanje oblikovanja rezervacij posebej kar zadeva kreditne izgube;
- Dela na modelu računovodenja varovanja pred tveganji (hedge accounting) ter na novo postavlja pravila za določanje razmerja pri računovodenju varovanja pred tveganji ter za preverjanje njegove učinkovitosti z namenom doseči večjo usklajenost med obravnavanjem računovodenja varovanja pred tveganji ter logiko upravljanja s tveganji, ki je v ozadju. Potrebno je opozoriti, da načelo dovoljuje podjetju, da lahko izkoristi možnost še naprej uporabljati pravila računovodenja varovanja pred tveganji po MRS 39 dokler UOMRS ne konča projekta definiranja pravil za makro računovodenje varovanja pred tveganji; in
- Spreminja računovodsko obravnavanje "lastnega kreditnega tveganja" oz. z drugimi besedami spremembe v poštenu vrednosti izdanih dolžniških obveznosti, ki so pripoznane po poštenu vrednosti, ki je ni mogoče pripisati spremembam lastne kreditne cene. Nov računovodski standard zahteva, da se te spremembe pripoznajo v posebni kapitalški rezervi namesto v izkazu

poslovnega izida, kot zahteva MRS 39, s čimer se odstranjuje vir volatilitnosti iz rezultata poslovanja.

Z namenom zagotoviti takojšnjo skladnost z zahtevami, ki jih postavljajo računovodska načela, je matična skupina sprožila projekt, ki je v zaključni fazi in ki stremi k oblikovanju računovodskih metodologij in metodologij na področju spremljanja tveganj, ki so usklajene za vse pravne osebe matične skupine.

Kot odraz glavnih sprememb, ki jih zahteva MSRP 9, je organiziran projekt za celotno matično skupino, in sicer skozi posebne delovne skupine:

- Delovna skupina "Razvrščanje in merjenje", katere cilj je pregled razvrstitve finančnih instrumentov glede na kriterije novega MSRP 9,
- Delovna skupina "Oslabitev", katere cilj je razvoj in implementacija modelov in metodologij za izračun oslabitev.

Omenjeni delovni skupini sta dodatno integrirani skozi poseben delovni tok, ki je namenjen prilagoditvi razvitih modelov in metodologij posebnostim divizije Poslovanje s podjetji in investicijsko bančništvo (CIB).

Celoten projekt se razvija z vključevanjem vseh relevantnih oddelkov Banke ter z aktivnim vključevanjem uprave in višjega vodstva.

V zvezi z delovnim tokom "Razvrščanje in merjenje", je matična skupina:

- Na osnovi novega poslovnega modela in elementov povezanih pogodbenih denarnih tokov identificirala merila za razvrščanje finančnih instrumentov v nove kategorije, kot jih predvideva računovodski standard;
- Uporabila identificirana merila za razvrščanje obstoječega portfelja.

Analiza poslovnega modela je opravljena z mapiranjem poslovnih področij, ki sestavljajo matično skupino, ter z dodeljevanjem le-tem specifičnih poslovnih modelov.

V tem smislu je poslovni model prejemanja pogodbenih denarnih tokov ali prejemanja pogodbenih denarnih tokov in prodaje finančnega sredstva pripisan poslovnim področjem, ki sestavljajo bančni portfelj matične skupine v povezavi z razlogi, zakaj je bil instrument pridobljen oziroma zakaj je nastal in s pričakovanim prihodkom od prodaje finančnega instrumenta.

V tem kontekstu se morebitne prodaje finančnih instrumentov smatrajo kot skladne s poslovnim modelom prejemanja pogodbenih denarnih tokov v primeru (i) transakcij listinjenja, ki ne dosežejo odprave pripoznanja zadevnih kreditov, (ii) prodaje, ki je določena s škodljivo spremembo v kreditnem tveganju nasprotne strani, (iii) prodaj, ki niso pogoste ali pa so nepomembne, da bi bile ocenjene na posamični osnovi.

Poslovni model "Drugo" je pripisan poslovnim področjem, ki sestavljajo trgovni portfelj Skupine, tako da odražajo trgovni namen.

Za razvrščanje finančnih sredstev v kategorije po novem MSRP 9 se analiza poslovnega modela dopolni z analizo pogodbenih denarnih tokov ("SPPI Test").

V tem smislu je Skupina razvila procese in sisteme za analizo portfelja vrednostnih papirjev in kreditov, tako da se oceni, ali elementi njihovih pogodbenih denarnih tokov omogočajo merjenje po odplačni vrednosti (portfelj prejemanja pogodbenih denarnih tokov) ali po pošteni vrednosti skozi vseobsegajoči donos (portfelj prejemanja pogodbenih denarnih tokov in prodaje).

Analiza se opravlja bodisi za vsako pogodbo posebej ali po skupinah, ki so opredeljene na osnovi značilnosti sredstva, ter ob uporabi posebnega interno razvitega orodja (SPPI orodje), s katerim Banka analizira elemente pogodb v skladu z zahtevami MSRP 9.

V tem kontekstu na rezultat SPPI testa ne vplivajo elementi predplačila z negativnim nadomestilom, ki so vključeni v pogodbo.

Lastniški instrumenti bodo merjeni po pošteni vrednosti skozi izkaz poslovnega izida ali skozi vseobsegajoči donos glede na njihove elemente in razloge, zaradi katerih so bili pridobljeni. Enote v investicijskih skladih bodo merjene po pošteni vrednosti skozi izkaz poslovnega izida na osnovi regulatornih zahtev, ki izključujejo možnost, da bi te instrumente smatrali kot lastniške instrumente.

Modeli oslabitev so v Skupini prilagojeni tako, da so skladni z novimi računovodskimi zahtevami in tudi v skladu s »Smernicami za upravljanje kreditnega tveganja in obračunavanje pričakovanih kreditnih izgub v kreditnih institucijah«, ki jih je izdala EBA.

Obseg sredstev, ki so predmet izračuna pričakovanih izgub, se je razširil, da bi - poleg finančnih sredstev po odplačni vrednosti in veljavnih zunajbilančnih izpostavljenosti - vključeval vse kreditne izpostavljenosti, ki so razvrščene po pošteni vrednosti skozi Drugi vseobsegajoči donos.

Poleg tega so bile razvite posebne prilagoditve za parametre kreditnega tveganja: verjetnost neplačila (Probability of Default - PD), izguba ob neplačilu (Loss Given Default - LGD) in izpostavljenost ob dogodku naplačila (Exposure At Default - EAD), ki opredeljujejo pričakovano kreditno izgubo (Expected Credit Loss - ECL). Za terjatve, ki niso slabe, je bil na ravni transakcije razvit nov model za razvrščanje le-teh med skupino 1 in skupino 2.

Glavna razlika med dvema skupinama se nanaša na časovni horizont za katerega se pričakuje, da bo ECL izračunan. Pravzaprav se za transakcije v skupini 1 zahteva »1-letni« ECL, medtem ko se za transakcije v skupini 2 uporablja »vseživljenjski« ECL.

Pri PD, LGD in EAD se uporabljajo posebne prilagoditve parametrov, ki so že izračunani za »regulatorne« namene, da bi zagotovili popolno konsistentnost, brez različnih regulatornih zahtev, med regulatorno in računovodsko obravnavo. Glavne prilagoditve so tiste, ki:

- odstranjujejo konzervativnost, ki se zahteva zgolj za regulatorne namene,
- vpeljujejo prilagoditev »v določenem trenutku« (PIT) namesto prilagoditve »skozi cikel« (TTC), ki je vgrajena v regulatorne parametre,
- vključujejo v prihodnost usmerjena pričakovanja,
- razširjajo časovni horizont parametrov kreditnega tveganja na večletno perspektivo.

## Povzetek računovodskih usmeritev

Vseživljenjske verjetnosti neplačila (PD) so bile dobljene s prilagoditvijo PD krivulj »skozi cikel« (TTC), ki so bile pridobljene z uporabo dejanskih skupnih stopenj neplačil. Kalibracija odraža prilagoditev »v določen trenutek« (PIT) ter v prihodnost usmerjena pričakovanja glede stopenj neplačila portfelja.

Stopnja poplačljivosti, ki je vgrajena v LGD »skozi cikel« (TTC) je prilagojena tako, da je odstranjen dodatek za konservativnost, da so vgrajeni najnovejši trendi glede stopenj poplačljivosti in pričakovanja glede prihodnjega trenda ter diskontiranje po efektivni obrestni meri ali njenem najboljšem približku. Vseživljenjski EAD je pridobljen z razširitvijo 1-letnega regulatornega ali upravljalškega modela, pri čemer je odstranjen dodatek za konservativnost in vključeno pričakovanje glede prihodnjih ravni črpanja.

Pričakovana kreditna izguba, ki izhaja iz tako prilagojenih parametrov vključuje makroekonomske napovedi, ki so vključene v prihodnost usmerjen element.

Način postavitve procesa, da vključuje makroekonomske napovedi, je v celoti skladen s procesi, uporabljenimi v matični skupini UniCredit za druge namene povezane z upravljanjem s tveganji (tj. procesi sprejeti za prenos makroekonomskih napovedi v izračune pričakovanih kreditnih izgub tako v okviru EBA stresnih testov kot tudi v okviru ICAAP), izkorišča pa tudi neodvisno funkcijo matične skupine imenovano UniCredit Research.

Ključni aspekt, ki izhaja iz novega modela pri izračunu končne pričakovane kreditne izgube, predstavlja model razvrščanja v skupine, katerega cilj je razvrstiti kreditne transakcije med skupino 1 in skupino 2 (pri čemer skupino 3 predstavljajo slabe terjatve). V skupini 1 so v glavnem vključene (i) novo nastale izpostavljenosti, (ii) izpostavljenosti »brez pomembnega poslabšanja kreditne kakovosti od začetnega pripoznanja« ali (iii) izpostavljenosti z »nizkim kreditnim tveganjem« na dan poročanja.

V matični skupini UniCredit določitev razvrstitve v skupine vključuje kombinacijo relativnih in absolutnih sprožilcev. Ključni sprožilci vključujejo:

- relativno primerjavo, na ravni transakcije, med verjetnostjo neplačila ob nastanku transakcije ter verjetnostjo neplačila ob vsakem datumu poročanja, oboje izračunano skozi interne modele, s pragom postavljenim na takšen način, da upošteva vse ključne spremenljivke vsake transakcije, ki bi lahko vplivale na pričakovanja banke glede sprememb verjetnosti neplačila skozi čas (npr. starost, ročnost, raven verjetnosti neplačila ob nastanku),
- absolutni sprožilci kot so varovalni mehanizmi, ki jih zahteva regulativa (tj. 30-dnevna zamuda pri plačilu),
- drugi relevantni interni sprožilci (npr. nova klasifikacija v restrukturirano izpostavljenost).

Za sredstva, ki jih predstavljajo vrednostni papirji v naložbenem razredu, se je matična skupina UniCredit odločila uporabiti »izjemo z nizkim kreditnim tveganjem«, ki je v celoti v skladu z veljavnim standardom.

Prav tako je bil izračun pričakovanih izgub na "slabih terjatvah"

prilagojen zahtevam nove zakonske ureditve, tako da vključuje (i) časovne prilagoditve skupinsko in posamično ocenjenih transakcij (prilagoditev na časovni presek ali ocena prihodnjih vrednosti) in (ii) različne scenarije, ki so primerni za to skupino sredstev.

Pri opredeljevanju obsega slabih terjatev je bila definicija neplačila, ki se trenutno uporablja v matični skupini UniCredit, sprejeta v veliki večini pravnih oseb Skupine, z že vključenimi nekaterimi izmed ključnih načel, ki so vgrajena v smernice glede definicije neplačila, ki jih je izdala EBA, kot so denimo ocena oslavitve ali neplačila z upoštevanjem celotne izpostavljenosti do določenega dolžnika.

Kar zadeva računovodenje varovanja pred tveganji, se je matična skupina odločila še naprej uporabljati obstoječe zahteve računovodenja varovanja pred tveganji v MRS 39 za vsa računovodenja varovanja pred tveganji dokler UOMRS ne dokonča svoj projekt glede računovodenja za makro varovanja pred tveganji.

Implementacija metodološkega okvirja in orodij v dnevno delovanje opisana zgoraj, je Skupina v skladu s časovnim okvirjem projekta oblikovala končno IT arhitekturo in dokončuje razvoj organizacijskih procesov in postopkov.

Skupina načrtuje uporabo prehodne olajšave, ki jo dovoljuje standard, in ne bo objavila primerjave podatkov v finančnih poročilih za leto 2018.

Projekt MSRP 9 matične skupine UniCredit je del tematskega pregleda Evropske centralne banke.

Opravljen analiza ni pokazala neskladij glede primernosti metodoloških pristopov glede na zahteve novega standarda.

Na datum prve uporabe je pričakovati, da bodo glavni učinki standarda MSRP 9 na matično skupino UniCredit nastali iz uporabe novega modela za oslabeitev na osnovi pristopa pričakovanih izgub, za kar je pričakovati, da bo povzročilo povečanje delnega odpisa na finančnih sredstvih (posebej na kreditih in terjatvah strank) kot tudi uporabo nove transferne logike med različnimi skupinami, ki jih omogoča novi standard. Posebej je pričakovati, da bo ustvarjena večja volatilitnost v finančnih rezultatih med različnimi obdobji poročanja zaradi dinamičnih sprememb med »skupinami« finančnih sredstev pripoznanih v finančnih izkazih (posebej med »skupino 1«, ki bo vključevala na novo ustvarjene pozicije kot tudi vse donosne kredite, in »skupino 2«, ki bo vključevala pozicije v finančnih instrumentih, ki so utrpeli znatno poslabšanje kreditnega tveganja od začetnega pripoznanja).

Prilagoditve knjigovodske vrednosti finančnih instrumentov zaradi prehoda na MSRP 9 bodo utemeljene skozi Kapital od 1. januarja 2018 in bodo vplivale na količnik navadnega lastniškega temeljnega kapitala CET 1 – brez davčnega učinka – ki ga je mogoče oceniti približno 0 bazičnih točk.

Kar zadeva »Razvrščanje in merjenje«, ni pričakovati pomembnejših ponovnih razvrščanj kreditnih in dolžniških instrumentov po pošteni vrednosti skozi izkaz poslovnega izida zaradi značilnosti denarnih



tokov (SPPI kriterij). Posledično je možno preliminarno oceniti vpliv na CET 1 oceniti približno 0 bazičnih točk CET 1 brez odbitka davčnega učinka.

Po začetku veljavnosti MSRP 9 je predviden pregled regulatornega obravnavanja za izračun absorpcije kapitala pričakovanih kreditnih izgub (CRD/CRR).

V tem smislu EU uredba št. 2017-2395, ki je bila objavljena 27. decembra 2017, dovoljuje kot eno izmed opcij, da finančne ustanove sprejmejo prehodni režim, kjer bi bile lahko dodatne rezervacije za kreditne izgube vključene v CET1 z mehanizmom "postopnega uvajanja" skozi 5 let, z začetkom leta 2018. Matična skupina UniCredit na konsolidirani ravni ne bo sprejela tega prehodnega režima.

## NOVI STANDARDI IN SPREMEMBE OBSTOJEČIH STANDARDOV, KI JIH JE IZDAL OMRS, Vendar jih EU še ni sprejela

Trenutno se MSRP, kot jih je sprejela EU, ne razlikujejo bistveno od predpisov, ki jih je sprejel OMRS, z izjemo naslednjih novih standardov in sprememb obstoječih standardov, ki na dan 27. februar 2018 niso bili potrjeni za uporabo v EU:

- MSRP 14 'Zakonsko predpisani odlog plačila računov' (velja za letna obdobja, ki se začnejo 1. januarja 2016 ali pozneje) – Evropska komisija je sklenila, da ne bo pričela postopka potrjevanja tega vmesnega standarda ter da bo počakala na izdajo njegove končne verzije;
- MSRP 17 'Zavarovalne pogodbe' (velja za letna obdobja, ki se začnejo 1. januarja 2021 ali pozneje);
- Spremembe MSRP 2 'Plačilo na podlagi delnic' – Razvrščanje in merjenje plačilnih transakcij na podlagi delnic (veljajo za letna obdobja, ki se začnejo 1. januarja 2018 ali pozneje);
- Spremembe MSRP 9 'Finančni instrumenti' – Elementi predplačila z negativnim nadomestilom (veljajo za letna obdobja, ki se začnejo 1. januarja 2019 ali pozneje);
- Spremembe MSRP 10 'Konsolidirani računovodski izkazi' in MRS 28 'Naložbe v pridružena podjetja in skupne podvige' – Prodaja ali prispevanje sredstev med vlagateljem in njegovim pridruženim podjetjem oz. skupnim podvigom, ter nadaljnje spremembe (datum pričetka veljavnosti odložen za nedoločen čas do zaključka raziskovalnega projekta v zvezi s kapitalno metodo);
- Spremembe MRS 28 'Naložbe v pridružena podjetja in skupne podvige' – Dolgoročni deleži v pridruženih podjetjih in skupnih podvigih (veljajo za letna obdobja, ki se začnejo 1. januarja 2019 ali pozneje);
- Spremembe MRS 40 'Naložbene nepremičnine' – Prenos naložbenih nepremičnin (veljajo za letna obdobja, ki se pričnejo 1. januarja 2018 ali pozneje);
- Spremembe različnih standardov 'Izboljšave MSRP (obdobje 2014-2016)', ki izhajajo iz letnega projekta za izboljšanje MSRP (MSRP 1, MSRP 12 in MRS 28), predvsem z namenom odpravljanja neskladnosti in razlage besedila (spremembe MSRP 12 veljajo za letna obdobja, ki se začnejo 1. januarja 2017 ali pozneje, spremembe MSRP 1 in MRS 28 pa veljajo za letna obdobja, ki se pričnejo 1. januarja 2018);
- Spremembe različnih standardov 'Izboljšave MSRP (obdobje 2015-2017)', ki izhajajo iz letnega projekta za izboljšanje MSRP (MSRP 3,

MSRP 11, MRS 12 in MRS 23), predvsem z namenom odpravljanja neskladnosti in razlage besedila (veljajo za letna obdobja, ki se začnejo 1. januarja 2019 ali pozneje);

- OPMSRP 22 'Transakcije in predplačilo nadomestila v tuji valuti' (velja za letna obdobja, ki se pričnejo 1. januarja 2018 ali pozneje);
- OPMSRP 23 'Negotovost pri obravnavi davka iz dobička' (velja za letna obdobja, ki se začnejo 1. januarja 2019 ali pozneje).

Skupina predvideva, da uvedba teh novih standardov in sprememb obstoječih standardov v obdobju začetne uporabe ne bo imela pomembnega vpliva na njene računovodske izkaze.

## PREVEDBA TUJE VALUTE

Funkcijska in predstavitvena valuta: Postavke v računovodskih izkazih so za leti 2017 in 2016 evidentirane v evrih, ki so funkcijska in predstavitvena valuta Skupine.

Transakcije in stanja: Transakcije v tuji valuti so pretvorjene v funkcijsko valuto z uporabo menjalnega tečaja Evropske centralne banke na dan posla. Vsak dobiček ali izguba, ki izhaja iz poravnave transakcij v tujih valutah ter iz pretvorbe denarnih postavk v tujih valutah v funkcijsko valuto, je poročan v izkazu poslovnega izida, razen če je zadržan v kapitalu v primeru varovanja denarnih tokov pred tveganjem ter za prodajo razpoložljivih finančnih sredstev.

Valutni terminski posli se preračunajo v evre po sklenjenem terminskem tečaju.

Promptni menjalni tečaji, ki so bili uporabljeni pri pripravi izkaza finančnega položaja Skupine na dan poročanja, so bili naslednji:

Valuta	31. 12. 2017	31. 12. 2016
CHF	1,1702	1,0739
USD	1,1993	1,0541

## POBOTANJE FINANČNEGA SREDSTVA IN FINANČNE OBVEZNOSTI

Finančna sredstva in finančne obveznosti so pobotane in je njihova čista vrednost izkazana v izkazu finančnega položaja le, kadar obstaja pravno uresničljiva pravica pobotati pripoznane zneske ter se namerava poravnati čisti znesek ali novčiti sredstvo in hkrati poravnati obveznost.

## FINANČNA SREDSTVA

Skupina uvršča finančna sredstva v naslednje skupine:

- a) finančna sredstva po pošteni vrednosti skozi poslovni izid,
- b) posojila in terjatve,
- c) finančne naložbe v posesti do zapadlosti v plačilo ter
- d) za prodajo razpoložljiva finančna sredstva.

Skupina razvrsti finančna sredstva v te skupine ob začetnem pripoznanju.

Vsa finančna sredstva, s katerimi Skupina razpolaga, so pripoznana ter je njihovo pripoznanje odpravljeno ob upoštevanju datuma plačila. Vsa finančna sredstva se na začetku pripoznajo po pošteni vrednosti

## Povzetek računovodskih usmeritev

in če gre za finančno sredstvo, ki ni podano po pošteni vrednosti skozi poslovni izid, so prišteti tudi stroški posla, ki neposredno izhajajo iz nakupa finančnega sredstva.

Skupina odpravi pripoznanje finančnih sredstev, kadar so potekle pogodbene pravice do denarnih tokov oziroma je prenesla pravice do prejema denarnih tokov iz finančnih sredstev skupaj z vsemi tveganji in koristimi na drugo stranko. Če Skupina ohrani pravice do obvladovanja tveganj, jih pripozna kot ločeno sredstvo oziroma obveznost.

Skupina odpravi pripoznanje finančnih obveznosti, kadar so pogodbene obveznosti izpolnjene, potečejo oziroma so drugače prekinjene.

### a) Finančna sredstva po pošteni vrednosti skozi poslovni izid

V to skupino so uvrščena sredstva, ki so uvrščena kot v posesti za trgovanje ter tista, ki jih Skupina po začetnem pripoznanju označi po pošteni vrednosti skozi poslovni izid.

- Finančno sredstvo je uvrščeno kot v posesti za trgovanje, če je pridobljeno ali prevzeto v glavnem z namenom prodaje ali ponovnega nakupa v kratkem roku ali če je del portfelja prepoznanih finančnih instrumentov, ki se obravnavajo skupaj in za katere obstajajo dokazi o nedavnem kratkoročnem pobiranju dobičkov. Tudi izvedeni finančni instrumenti so uvrščeni v posesti za trgovanje, razen če so instrumenti za varovanje pred tveganjem.

Po začetnem pripoznanju se ti vrednostni papirji merijo in pripoznavajo po pošteni vrednosti, ki je enaka tečaju na organiziranem trgu vrednostnih papirjev ali izračunana z modelom vrednotenja. Model vrednotenja poštene vrednosti upošteva krivuljo obrestne zamenjave in premijo za kreditno tveganje za določen dolžniški vrednostni papir. Premija za kreditno tveganje se določi s pomočjo primerljivih obveznic z enako zapadlostjo.

Skupina vključuje realizirane in nerealizirane dobičke in izgube v postavki izkaza poslovnega izida »Čisti dobički / izgube iz finančnih sredstev in obveznosti, namenjenih trgovanju«. Obresti iz vrednostnih papirjev za trgovanje se obračunavajo dnevno in so v izkazu poslovnega izida prikazane kot »Prihodki iz obresti«.

- Skupina označi finančna sredstva po začetnem pripoznanju po pošteni vrednosti skozi poslovni izid, ker ta oznaka znatno zmanjša nedoslednost merjenja, ki bi sicer izhajala iz merjenja izvedenega finančnega instrumenta kot v posesti za trgovanje ter merjenja osnovnega finančnega sredstva po metodi veljavnih obresti.

Posojila, merjena po pošteni vrednosti skozi poslovni izid, so posojila s fiksno obrestno mero, ki so zavarovana pred tveganjem po referenčni obrestni meri posojila z zamenjavo obrestnih mer. Posojila so pripoznana po pošteni vrednosti skozi poslovni izid, da bi se s tem izognili napakam pri predstavitvi ekonomske vsebine transakcije. Skupina ugotavlja pošteno vrednost posojila najmanj enkrat mesečno. V letih 2017 in 2016 Skupina ni pripoznala posojil, merjenih po pošteni vrednosti skozi poslovni izid.

### b) Posojila in terjatve

Posojila in terjatve so neizpeljana finančna sredstva z določenimi ali določljivimi plačili, ki ne kotirajo na delujočem trgu, razen:

- tistih, ki jih Skupina namerava prodati takoj ali kratkoročno, ki se uvrstijo kot v posesti za trgovanje, in tistih, ki jih Skupina po začetnem pripoznanju označi po pošteni vrednosti skozi poslovni izid;
- tistih, ki jih Skupina po začetnem pripoznanju označi kot razpoložljiva za prodajo;
- tistih, za katere imetnik morda ne dobi povrnjene skoraj celotne pripoznane začetne naložbe, vendar ne zaradi poslabšanja kreditne sposobnosti, ki se uvrstijo kot na razpolago za prodajo.

Posojila in terjatve se izkazujejo po odplačni vrednosti. Skupina pripozna posojila in terjatve na datum plačila oz. kadar postane del pogodbenih določb v finančnem instrumentu ter odpravi njihovo pripoznanje na datum plačila oz. ko potečejo pogodbene pravice do denarnih tokov iz finančnega sredstva.

Prihodki iz obresti od oslavljenih posojil in terjatev so pripoznani, če Skupina pričakuje njihovo plačilo.

V poglavju "Uporaba ocen in predpostavk" je opredeljeno, kako Skupina oslabi posojila in terjatve.

Posojila in terjatve zajemajo tudi "Druga finančna sredstva", to so terjatve za provizije, ki ne sodijo v izračunavanje odplačne vrednosti finančnih sredstev, prehodno nezaračunane prihodke za bančne produkte, terjatve za prodana finančna sredstva, terjatve do kupcev in terjatve v obračunu iz poslovnih razmerij.

### c) Finančne naložbe v posesti do zapadlosti v plačilo

Finančne naložbe v posesti do zapadlosti v plačilo so neizpeljana finančna sredstva z določenimi ali določljivimi plačili in določeno zapadlostjo v plačilo, ki jih Skupina nedvoumno namerava in zmore posedovati do zapadlosti.

Finančne naložbe v posesti do zapadlosti v plačilo se izkazujejo po odplačni vrednosti. V poglavju "Uporaba ocen in predpostavk" je opredeljeno, kako jih Skupina oslabi.

### d) Za prodajo razpoložljiva finančna sredstva

Za prodajo razpoložljiva finančna sredstva so tista neizpeljana finančna sredstva, ki so označena kot razpoložljiva za prodajo ali pa niso uvrščena kot posojila in terjatve, finančne naložbe v posesti do zapadlosti v plačilo ali finančna sredstva po pošteni vrednosti skozi poslovni izid. Ta portfelj vključuje lastniške in dolžniške vrednostne papirje.

Po prvotnem izkazovanju se za prodajo razpoložljiva finančna sredstva izmerijo po njihovih poštenih vrednostih. Tržna vrednost na borzi ne odraža vedno poštene vrednosti dolžniških vrednostnih papirjev. V tem primeru Skupina ugotavlja pošteno vrednost dolžniških vrednostnih papirjev z metodo vrednotenja preko modela, kjer pri določitvi cene

upošteva krivuljo obrestne zamenjave in premijo za kreditno tveganje za določen dolžniški vrednostni papir. Premija za kreditno tveganje se določi s pomočjo primerljivih obveznic z enako zapadlostjo. Pošteno vrednost lastniških vrednostnih papirjev, ki ne kotirajo na borzi, pa Skupina ugotavlja z uporabo ustreznih modelov.

Sprememba poštene vrednosti pri finančnem sredstvu, ki je na razpolago za prodajo, se pripozna neposredno v izkazu drugega vseobsegajočega donosa, razen izgub zaradi oslabitve in deviznih dobičkov in izgub, dokler se za finančno sredstvo ne odpravi pripoznanja in tedaj je prej pripoznani nabrani dobiček ali izguba pripoznan/a v poslovnem izidu. Obresti, izračunane po metodi veljavnih obresti, se obračunavajo dnevno in se pripoznajo v poslovnem izidu. Dividende za kapitalski instrument, ki je na razpolago za prodajo, se pripoznajo v poslovnem izidu, ko je uveljavljena pravica Skupine do plačila.

V poglavju "Uporaba ocen in predpostavk" je opredeljeno, kako jih Skupina oslabi.

## IZVEDENI FINANČNI INSTRUMENTI

V svojem rednem poslovanju Skupina sklepa posle z izvedenimi finančnimi instrumenti, ki predstavljajo majhno začetno naložbo v primerjavi z nazivno vrednostjo pogodbe. Uporabljeni izvedeni finančni instrumenti vključujejo obrestne, valutne in blagovne terminske pogodbe (forward), zamenjave (swap) in opcije (option). Skupina uporablja te finančne instrumente za varovanje pred obrestnim in valutnim tveganjem, s katerima se srečuje pri svojem poslovanju na finančnih trgih, aktivno odpira svoje pozicije ter jih prodaja strankam.

Izvedeni finančni instrumenti se v izkazu finančnega položaja pripoznajo po poštenu vrednosti. Poštene vrednosti so določene na podlagi objavljenih cen na delujočem trgu, z uporabo modelov diskontiranih denarnih tokov ali uporabo modelov za opsijsko vrednotenje, odvisno od posameznega izvedenega finančnega instrumenta. Poštena vrednost izvedenih finančnih instrumentov vključuje prilagoditve zaradi kreditnega tveganja nasprotne stranke, tveganja financiranja, stroškov zaprtja pozicije in OIS diskontiranja. Spremembe poštene vrednosti izvedenih finančnih instrumentov, ki ne predstavljajo instrumentov za varovanje pred tveganjem, se izkazujejo v postavki "Čisti dobički / izgube iz finančnih sredstev in obveznosti, namenjenih trgovanju".

Vsi izvedeni finančni instrumenti se izkazujejo kot sredstva, če je njihova poštena vrednost pozitivna, in kot obveznosti, če je ta negativna.

Poštena vrednost obrestnih in valutnih izvedenih finančnih instrumentov je njihova tržna cena v sistemu Murex. Murex je IT platforma na ravni matične skupine za področje Finančni trgi in zakladništvo.

## VAROVANJE PRED TVEGANJEM

### a) Varovanje poštene vrednosti pred tveganjem

V skladu z MRS 39 varovanje poštene vrednosti pred tveganjem

predstavlja varovanje pred izpostavljenostjo spremembam poštene vrednosti pripoznanega sredstva ali obveznosti ali nepripoznane trdne obveze ali določenega dela takšnega sredstva, obveznosti ali trdne obveze, ki jo je mogoče pripisati posameznemu tveganju in lahko vpliva na poslovni izid.

Skupina varuje posamezna finančna sredstva ali finančne obveznosti ter portfelj finančnih sredstev ali finančnih obveznosti. MRS 39 ne dovoljuje varovanja čiste vrednosti, ki vključuje sredstva in obveznosti.

Skupina uporablja obrestne zamenjave kot instrumente za varovanje. Dobiček ali izguba iz ponovnega merjenja instrumenta za varovanje pred tveganjem po poštenu vrednosti ali valutno sestavino njegove knjigovodske vrednosti se takoj pripozna v poslovnem izidu. Če se varovano postavko sicer meri po nabavni vrednosti, se za dobiček ali izgubo pri varovani postavki, ki ga / jo je mogoče pripisati varovanemu tveganju, prilagodi knjigovodsko vrednost varovane postavke in se dobiček ali izguba pripozna v poslovnem izidu. Če je pred tveganjem varovana postavka finančno sredstvo, razpoložljivo za prodajo, se dobiček ali izguba, pripisljiva varovanemu tveganju, pripozna v poslovnem izidu in ne v izkazu drugega vseobsegajočega donosa.

Pri varovanju poštene vrednosti pred tveganjem spremembe izpostavljenosti portfelja finančnih sredstev ali finančnih obveznosti tveganjem zaradi sprememb obrestnih mer, se zahteva v odstavku zgoraj izpolni tako, da se dobiček ali izgubo, ki se lahko pripíše varovani postavki, predstavi v eni sami vrstični postavki v sredstvih oz. obveznostih.

Skupina preneha obračunavati varovanje pred tveganjem, če

- instrument za varovanje pred tveganjem preneha veljati ali se proda, odpove ali izkoristi,
- varovanje pred tveganjem ne zadošča več sodilom za obračunavanje varovanja pred tveganjem,
- Skupina prekliče označitev.

### b) Varovanje denarnih tokov pred tveganjem

V skladu z MSRP varovanje denarnih tokov služi varovanju pred negotovimi (variabilnimi) denarnimi tokovi v prihodnje. S tem namenom so obrestni denarni tokovi varovanih postavk in povezani izvedeni instrumenti, ki so označeni kot instrumenti varovanja pred tveganjem, projicirani v prihodnost (predvidene transakcije). Varovanje se nanaša na izpostavljenost variabilnosti denarnih tokov, ki so povezani s pripoznanimi sredstvi ali pripoznanimi obveznostmi do virov sredstev ali pa z načrtovano oz. predvideno transakcijo (ali posameznimi deli teh treh), kar bo vplivalo na čisti dobiček. Instrument varovanja je pripoznan po poštenu vrednosti.

Varovane postavke so obrestni denarni tokovi (predvidene transakcije) transakcij, ki so v ozadju. Pri slednjih gre lahko za transakcije s strankami ali z vrednostnimi papirji, na strani sredstev ali obveznosti v izkazu finančnega položaja, pri katerih je obrestna mera občutljiva na tržne spremembe. Instrumenti varovanja so katerikoli izvedeni finančni instrumenti, ki lahko varujejo pred izpostavljenostjo variabilnosti relevantnih denarnih tokov.

# Povzetek računovodskih usmeritev

Spremembe poštene vrednosti so razdeljene na učinkoviti del, ki ga je mogoče pripisati varovanju, in na neučinkoviti del, ki ga ni mogoče pripisati varovanju. Varovanje šteje kot učinkovito, če so za vsako časovno obdobje neto denarni tokovi, povezani z instrumenti varovanja, v razmiku 80 % do 125 % glede na denarne tokove pred tveganjem varovane postavke (postavk). Učinkoviti deli so pripoznani neposredno v kapitalu (akumulirani drugi vseobsegajoči donos, varovanje denarnih tokov). Neučinkoviti del dobička ali izgube na instrumentu varovanja je pripoznan v izkazu poslovnega izida. Da bi se izognili neučinkovitosti, se pripravljajo projekcije, predvsem za limite in morebitne vzroke neučinkovitosti. Oddelek za tržna tveganja konec vsakega meseca izvede preskus učinkovitosti. Spremembe poštene vrednosti izvedenih finančnih instrumentov, ki izhajajo iz kreditnega tveganja nasprotne stranke, se pripoznajo v izkazu poslovnega izida, v postavki "Spremembe poštene vrednosti pri obračunavanju varovanj pred tveganji".

Skupina preneha obračunavati varovanje pred tveganjem, kadar odpove instrument za varovanje pred tveganjem. Kumulativni dobiček ali izguba iz instrumenta za varovanje pred tveganjem, ki je pripoznan v drugem vseobsegajočem donosu iz obdobja, ko je bilo varovanje pred tveganjem uspešno, prerazvrsti v poslovni izid v istem obdobju, v katerem napovedani denarni tokovi, varovani pred tveganjem, vplivajo na poslovni izid.

Skupina se poslužuje varovanja denarnih tokov za upravljanje s tveganji obrestnih mer v skladu z MRS 39.83. Izvedeni finančni instrumenti se ne povezujejo s posameznimi transakcijami.

## OPREDMETENA OSNOVNA SREDSTVA (NEPREMIČNINE, NAPRAVE IN OPREMA) IN NEOPREDMETENA DOLGOROČNA SREDSTVA

Opredmetena osnovna in neopredmetena dolgoročna sredstva se pripoznajo po nabavni vrednosti. Skupina je za merjenje po pripoznanju izbrala model nabavne vrednosti, kar pomeni, da nabavno vrednost zmanjša za amortizacijski popravek vrednosti in nabrano izgubo zaradi oslabitve.

Amortizacija se izračuna z uporabo metode enakomernega časovnega amortiziranja. Zemljišča in sredstva v izgradnji se ne amortizirajo.

Dobe koristnosti sredstev so razkrite v naslednji tabeli:

	31. 12. 2017	31. 12. 2016
Zgradbe	33 let	33 let
Vlaganja v tuje objekte	10 let	10 let
Računalniška oprema	4 - 6 let	4 - 6 let
Pohištvo, naprave in motorna vozila	4 - 10 let	4 - 10 let
Neopredmetena dolgoročna sredstva - programska oprema	7 let	7 let

Doba koristnosti sredstev se redno preverja ter po potrebi prilagodi amortizacijska doba.

Vlaganja v zakupljene objekte / sredstva se amortizirajo v dobi, ki je krajša, pri čemer se primerjata doba njihove uporabe in preostala

doba njihovega zakupa na podlagi metode enakomernega časovnega amortiziranja.

Popravila in obnove manjšega obsega se izkažejo v izkazu poslovnega izida.

Skupina preverja vrednost svojih opredmetenih osnovnih in neopredmetenih dolgoročnih sredstev, da bi prepoznala, ali utegnejo biti oslabljena. Če obstajajo znamenja oslabljenosti, Skupina opravi preizkus oslabljenosti in oceni nadomestljivo vrednost sredstva (višjo izmed dveh postavk: njegove poštene vrednosti zmanjšane za stroške prodaje ali njegove vrednosti pri uporabi). Kadar je nadomestljiva vrednost sredstva manjša od njegove knjigovodske vrednosti, Skupina zmanjša knjigovodsko vrednost na njegovo nadomestljivo vrednost. Takšno zmanjšanje je izguba zaradi oslabitve.

Razveljavitev izgube zaradi oslabitve sredstva se pripozna kot prihodek v izkazu poslovnega izida.

Pripoznanje knjigovodske vrednosti posameznega sredstva se odpravi ob odtujitvi ali če od njegove uporabe ali odtujitve ni več pričakovati prihodnjih gospodarskih koristi. Dobički ali izgube, ki izhajajo iz odprave pripoznanja sredstva, se vključijo v poslovni izid, ko se pripoznanje sredstva odpravi. Dobički ali izgube, ki izhajajo iz odprave pripoznanja posameznega sredstva, se izračunajo na podlagi razlike med čistim donosom ob odtujitvi, če obstaja, in knjigovodsko vrednostjo sredstva.

## NALOŽBENE NEPREMIČNINE

UniCredit Leasing, d.o.o. in posledično Skupina ima v lasti nepremičnine z namenom pridobivanja najemnin. Ob začetnem pripoznanju so merjene po nabavni vrednosti in se amortizirajo z istimi stopnjami amortizacije kot opredmetena osnovna sredstva.

## NALOŽBE V KAPITAL ODVISNIH, PRIDRUŽENIH IN SKUPAJ OBLADOVANIH DRUŽB

Naložbe v kapital odvisnih, pridruženih in skupaj obvladovanih družb, ki niso uvrščene na aktivni trg in katerih poštena vrednost ne more biti zanesljivo izmerjena, so merjene po nabavni vrednosti.

## NAJEMI

a) Skupina v vlogi najemodajalca

Skupina daje sredstva v finančni najem. Pri finančnem najemu se večina tveganj in koristi, povezanih z lastništvom predmeta najema, prenese na najemnika. Sedanja vrednost bodočih najemnin se pripozna kot terjatev iz naslova finančnega najema v postavki Krediti. Prihodki izražajo stalno obdobjno stopnjo donosnosti čiste najemodajalčeve naložbe v finančni najem.

UniCredit Leasing, d.o.o. daje sredstva tudi v poslovni najem, zato je Skupina v vlogi najemodajalca tudi pri poslovnih najemih. Sredstva, ki so predmet poslovnega najema, so v izkazu finančnega položaja prikazana v postavki Naložbene nepremičnine, če so nepremičnine oz. v postavki Opredmetena osnovna sredstva, če so premičnine. Amortizirajo se enakomerno med trajanjem najema. Tudi prihodki

od najemnin (razen plačil, prejetih za opravljene storitve, kot sta zavarovanje in vzdrževanje), se pripoznajo enakomerno med trajanjem najema v postavki Drugi čisti poslovni dobički / izgube.

#### b) Skupina v vlogi najemnika

Skupina ima v poslovnem najemu poslovne prostore. Najemnine se pripoznajo kot strošek po enakomerni časovni metodi v celotni dobi najema.

### DRUGA SREDSTVA

Druga sredstva sestavljajo zaloge, terjatve za dane predujme in druga sredstva, ki niso izkazana v ostalih postavkah.

### FINANČNE OBVEZNOSTI

Skupina meri finančne obveznosti po odplačni vrednosti, razen postavk »Finančne obveznosti, namenjene trgovanju« in »Izvedeni finančni instrumenti, namenjeni varovanju – obveznosti«, ki izkazujejo negativno tržno vrednost izvedenih finančnih instrumentov in ju Skupina meri po poštenu vrednosti.

Druge finančne obveznosti sestavljajo obveznosti za provizije, ki ne sodijo v izračunavanje odplačne vrednosti finančnih obveznosti, obveznosti za kupljena finančna sredstva, obveznosti v obračunu iz poslovnih razmerij, obveznosti do dobaviteljev in druge poslovne obveznosti, ki ustrezajo definiciji finančnega instrumenta.

### REZERVACIJE

Rezervacija se pripozna, če ima Skupina zaradi preteklega dogodka sedanjo obvezo, če je verjetno, da bo pri poravnavi obveze potreben odtok dejavnikov, ki omogočajo gospodarske koristi, in če je mogoče zanesljivo oceniti znesek obveze.

Rezervacije se oblikujejo za:

- potencialne izgube v zvezi s tveganji, ki izhajajo iz zunajbilančnih postavk;
- jubilejne nagrade in odpravnine;
- potencialne izgube v zvezi s pravnimi spori, v katerih je Skupina udeležena oziroma obstaja nevarnost, da bo udeležena;
- druge dogodke, za katere je zelo verjetno, da bo Skupina utrpela odliv finančnih sredstev.

### IZKAZ DENARNIH TOKOV

Pri poročanju o denarnih tokovih so denarna sredstva opredeljena kot denar v blagajni in na transakcijskih računih pri bankah, vključno z obveznimi rezervami pri Banki Slovenije. Denarni ustrezniki so opredeljeni kot kratkoročne hitro unovčljive naložbe, ki so takoj pretvorljive v znane zneske denarnih sredstev in pri katerih je tveganje spremembe vrednosti nepomembno.

Skupina sestavi izkaz denarnih tokov po posredni metodi. Za prikaz denarnih tokov pri poslovanju Skupina poslovni izid pred obdavitvijo dopolni z učinki naslednjih nedenarnih postavk: amortizacija, oslabilte, dobički in izgube iz tečajnih razlik, dobički in izgube iz finančnih sredstev v posesti do zapadlosti, dobički in izgube pri prodaji opredmetenih osnovnih sredstev in neopredmetenih dolgoročnih sredstev, iz financiranja, čisti nerealizirani dobički v

akumuliranem drugem vseobsegajočem donosu iz finančnih sredstev, razpoložljivih za prodajo in iz varovanja denarnih tokov pred tveganji. V skladu s Sklepom o poslovnih knjigah in letnih poročilih bank in hranilnic Skupina ne glede na to, da sestavi izkaz denarnih tokov po posredni metodi, za prikaz denarnih tokov pri naložbenju in denarnih tokov pri financiranju uporabi neposredno metodo.

### UGODNOSTI ZAPOSLENIH

Skupina svojim zaposlenim izplačuje jubilejne nagrade in odpravnine ob upokojitvi. Zaposleni so upravičeni do jubilejnih nagrad, če so pri svojem delodajalcu neprekinjeno zaposleni določeno časovno obdobje. Do odpravnin so upravičeni tisti zaposleni, ki se upokojijo in so bili pred tem v Banki oz. v družbi UniCredit Leasing, d.o.o. zaposleni določeno minimalno časovno obdobje.

Sedanjo vrednost obvez za izplačilo jubilejnih nagrad in odpravnin je izračunal za to usposobljen aktuar z uporabo metode predvidene pomembnosti enot. Ključne aktuarske predpostavke, uporabljene pri izračunu sedanje vrednosti omenjenih obvez, so naslednje:

- diskontna mera – kot diskontna mera so uporabljeni na dan izkaza finančnega položaja znani tržni donosi obveznic, katerih izdajatelji so družbe iz evro območja; za leti 2016 in 2017 znaša le-ta 1,75 %;
- ocenjeno povečanje prihodnjih plač;
- stopnje smrtnosti – tabela smrtnosti v Sloveniji v letih 2000 – 2002;
- fluktuacija zaposlenih na podlagi zabeleženih podatkov o zaposlenih v prejšnjih letih;
- starost ob upokojitvi: 65 let za moške in 63 let za ženske;
- tekoči podatki o zaposlenih (trajanje zaposlitve, starost, spol, povprečni zaslužki);
- povprečna mesečna plača v Republiki Sloveniji.

Znesek obvez, ki izhajajo iz jubilejnih nagrad in odpravnin zaposlenim, je pripoznan kot sedanja vrednost pričakovanih prihodnjih plačil. Aktuarski dobički in izgube za odpravnine so pripoznani v akumuliranem drugem vseobsegajočem donosu.

Skupina plačuje prispevke za pokojninsko zavarovanje v skladu z zakonodajo. Prispevki predstavljajo stroške v obdobju, na katerega se nanašajo, in so v izkazu poslovnega izida prikazani med stroški dela.

### PLAČILO Z DELNICAMI

V skladu z MSRP 2 je matična skupina UniCredit vzpostavila srednje-dolgoročen program nagrajevanja z delnicami in delniškimi opcijami UniCredit S.p.A. Program je bil vzpostavljen z namenom spodbujanja pripadnosti in motivacije izbranih managerjev in zaposlenih k doseganju strateških ciljev matične skupine. Plačilne transakcije so poravnane s kapitalom. V skladu z MSRP so članice matične skupine, katerih zaposlenim so bile dodeljene delnice, zavezane plačati matični družbi izmerjeno obveznost za razporeditev njihovim zaposlenim.

### DELNIŠKI KAPITAL

Delniški kapital je sestavljen iz vpoklicanega osnovnega kapitala, kapitalskih rezerv, akumuliranega drugega vseobsegajočega donosa (pri poslilih z vrednostnimi papirji, razpoložljivimi za prodajo, pri varovanju denarnih tokov in pri aktuarskih čistih dobičkih / izgubah

## Povzetek računovodskih usmeritev

za pokojninske programe), rezerv iz dobička in čistega dobička poslovnega leta. Le zadržani dobiček vključno s čistim dobičkom poslovnega leta je izplačljiv.

### POGOJNE OBVEZNOSTI IN PREVZETE FINANČNE OBVEZNOSTI

Prevzete finančne obveznosti za jamstva (garancije), tako finančna kot storitvena, predstavljajo nepreklicne obveze Banke za plačila, če komitent Banke ne izpolni svojih obveznosti do tretjih oseb. Merjeni so v skladu z MRS 37.

Listinski akreditivi so nepreklicne pogojne obveznosti Banke, ki na zahtevo stranke (kupca) izvrši ali sprejme plačilo upravičenca (prodajalca), ali plača ali sprejme menice, ki jih je dvignil upravičenec ob predložitvi predpisanih dokumentov, skladno z izpolnjenimi zahtevami izdanega akreditiva. Listinski akreditivi so zavarovani, podobno kot posojila oz. prevzete finančne obveznosti za jamstva, glede na kreditno sposobnost in uspešnost posojilojemalca.

Osnovni namen prevzetih in nepreklicnih obveznosti iz odobrenih posojil je, skladno s sklenjenim dogovorom, zagotovitev sredstev komitentu Banke. Prevzete in nepreklicne obveznosti iz odobrenih posojil sestavljajo nečrpana sredstva iz odobrenih posojil in neporabljeni, odobreni limiti na transakcijskih računih komitentov Banke.

Tveganja, povezana s pogojnimi obveznostmi in prevzetimi finančnimi obvezami, se ocenjujejo podobno kot tveganja pri odobrenih posojilih, pri čemer so upoštevani kreditna sposobnost in uspešnost posojilojemalca ter vrednosti prejetih zavarovanj in garancij tretjih strank.

### OBRETNI PRIHODKI IN ODHODKI

V izkazu poslovnega izida se obrestni prihodki in odhodki pripoznajo v ustreznem obdobju po metodi veljavnih (efektivnih) obresti. Obrestni prihodki od nedonosnih terjatev se pripoznajo, ko so plačani.

### PRIHODKI IN ODHODKI IZ PROVIZIJ

Prejete in dane provizije se običajno pripoznajo na dan zaključka izvedene transakcije. Provizije, ki se nanašajo na daljše časovno obdobje, Skupina razmejuje. Provizije, ki so vključene v izračun učinkovite obrestne mere, so pripoznane med obrestnimi prihodki oz. odhodki.

### OBDAVČENJE

Davki se izračunavajo v skladu s predpisi o davku od dohodkov pravnih oseb. Na splošno obdavčljiv dobiček temelji na dobičku ali izgubi, pripoznani v izkazu poslovnega izida, ki je pripravljen v skladu z MSRP. Prilagojen je v skladu z davčnimi predpisi.

Odhodek za davek (prihodek od davka) obsega odmerjeni odhodek za davek (odmerjeni prihodek od davka) in odloženi odhodek za davek (odloženi prihodek od davka).

Za leto 2017 je davčna stopnja za davek od dohodkov pravnih oseb 19 % (17 % za leto 2016), za odložene davke pa je enaka za obe leti, in sicer 19 %.

Odloženi davki so namenjeni pokrivanju začasne razlike, ki nastane med davčno vrednostjo sredstev in obveznosti ter njihovo knjigovodsko vrednostjo v izkazu finančnega položaja.

Odložene obveznosti za davek so zneski davka iz dobička, ki jih bo treba poravnati v prihodnjih obdobjih glede na obdavčljive začasne razlike.

Odložene terjatve za davek so zneski davka iz dobička, ki bodo povrnjeni v prihodnjih obdobjih glede na odbitne začasne razlike, prenos neizrabljenih davčnih izgub v naslednja obdobja in prenos neizrabljenih davčnih dobropisov v naslednja obdobja.

Skupina mora plačevati različne posredne davke iz poslovanja. Ti so vključeni kot sestavina administrativnih stroškov. Davek na finančne storitve znižuje prihodke, na katere se nanaša.

### POSLOVANJE PO POOBLASTILIH IN POSREDNIŠKO POSLOVANJE

Sredstva, ki jih Banka upravlja kot pooblaščenec, zaupnik ali posrednik, niso sredstva Banke in kot taka niso vključena v računovodske izkaze Banke. S tem poslovanjem Banka zasluži provizijo, ki je izkazana kot Opravnina od posredniških in komisijskih poslov v izkazu poslovnega izida Banke.

### REGULATORNE ZAHTEVE

Za Skupino veljajo regulatorne zahteve Banke Slovenije. Ti predpisi vključujejo limite in druge omejitve, ki se nanašajo na zahteve za minimalno kapitalsko ustreznost, klasifikacijo posojil in zunajbilančnih obveznosti in rezervacij za kritje kreditnega tveganja, likvidnosti, obrestnih in deviznih pozicij. Prav tako pojasnila o poslovanju po pooblastilu in o posredniškem poslovanju zahteva Banka Slovenije, ne zahtevajo jih MSRP. Na dan 31. december 2017 sta bila Skupina in njeno poslovanje v vseh pomembnih pogledih usklajena z zakonodajnimi zahtevami.

### POVEZANE OSEBE

Povezane osebe so:

- podjetja, ki neposredno ali posredno prek enega ali več posrednikov obvladujejo ali jih obvladujejo druga podjetja, ali pa so pod skupnim upravljanjem poročajočega podjetja;
- ključno ravnateljsko osebje, torej posamezniki, ki imajo izvršilno moč in odgovornost na področjih načrtovanja, usmerjanja in nadziranja dejavnosti Skupine;
- ožji člani družine ključnega ravnateljskega osebja, ki so lahko zakonec oziroma partner posameznika in otroci, otroci zakonca oziroma partnerja posameznika ter družinski člani, ki jih vzdržuje posameznik ali zakonec oziroma partner;
- in podjetja, v katerih ima neposredno ali posredno bistven delež pri glasovanju kakšen posameznik, opisan zgoraj, ali na katerega tak posameznik lahko pomembno vpliva. Sem sodijo podjetja v lasti članov uprave ali glavnih delničarjev Skupine in podjetja, ki imajo s Skupino kakšnega skupnega ključnega člana vodstva.

Pri proučevanju vseh možnih oblik povezav med strankami je pozornost namenjena zlasti vsebini povezave in ne le pravni obliki.

# Pojasnila k računovodskim izkazom

## Pojasnila k izkazu finančnega položaja

Pojasnilo 1: Denar v blagajni, stanje na računih pri centralnih bankah in vpogledne vloge pri bankah

EUR 1.000	Banka		Skupina	
	31. 12. 2017	31. 12. 2016	31. 12. 2017	31. 12. 2016
<b>Denar v blagajni</b>	<b>10.943</b>	<b>12.586</b>	<b>10.943</b>	<b>12.586</b>
<b>Stanja pri centralni banki</b>	<b>359.410</b>	<b>19.761</b>	<b>359.410</b>	<b>19.761</b>
Obvezne rezerve pri centralni banki	359.410	19.761	359.410	19.761
<b>Vpogledne vloge pri bankah</b>	<b>42.207</b>	<b>276.961</b>	<b>42.207</b>	<b>278.966</b>
<b>Skupaj</b>	<b>412.560</b>	<b>309.308</b>	<b>412.560</b>	<b>311.313</b>

Evropska centralna banka (ECB) od kreditnih institucij s sedežem v sodelujočih državah članicah zahteva, da izpolnjujejo obvezne rezerve, ki jih je potrebno imeti na računih pri ECB in pri sodelujočih nacionalnih centralnih bankah (sodelujoče NCB). Za primerno se šteje, da imajo institucije te rezerve le na računih pri sodelujočih NCB.

Obveznosti do bank in centralnih bank v evro območju ter obveznosti do ECB ni potrebno vključevati v sistem izpolnjevanja obveznih rezerv Evrosistema.

### Vpogledne vloge pri bankah

EUR 1.000	Banka		Skupina	
	31. 12. 2017	31. 12. 2016	31. 12. 2017	31. 12. 2016
Bruto vrednost	42.207	276.975	42.207	278.980
Oslabitve	-	(14)	-	(14)
<b>Skupaj - Neto vrednost</b>	<b>42.207</b>	<b>276.961</b>	<b>42.207</b>	<b>278.966</b>

### Oslabitve vpoglednih vlog pri bankah

EUR 1.000	Banka		Skupina	
	2017	2016	2017	2016
<b>Začetno stanje</b>	<b>(14)</b>	<b>(10)</b>	<b>(14)</b>	<b>(10)</b>
Oblikovane oslabitve	-	(3)	-	(3)
Negativne tečajne razlike	-	(1)	-	(1)
Odpravljene oslabitve	14	-	14	-
<b>Končno stanje</b>	<b>-</b>	<b>(14)</b>	<b>-</b>	<b>(14)</b>

## Pojasnilo 2: Finančna sredstva, namenjena trgovanju

Pojasnilo se za obe leti nanaša na Banko in na Skupino

EUR 1.000	31. 12. 2017			31. 12. 2016		
	Raven 1	Raven 2	Skupaj	Raven 1	Raven 2	Skupaj
<b>Kreditni</b>	<b>5</b>	<b>-</b>	<b>5</b>	<b>20</b>	<b>-</b>	<b>20</b>
<b>Izvedeni finančni instrumenti namenjeni trgovanju</b>	<b>-</b>	<b>6.927</b>	<b>6.927</b>	<b>-</b>	<b>20.098</b>	<b>20.098</b>
Terminske pogodbe (Forward)	-	929	929	-	9.359	9.359
Opcije (Option)	-	70	70	-	94	94
Zamenjave (Swap)	-	5.928	5.928	-	10.645	10.645
<b>Skupaj</b>	<b>5</b>	<b>6.927</b>	<b>6.932</b>	<b>20</b>	<b>20.098</b>	<b>20.118</b>

Vsa finančna sredstva, namenjena trgovanju, so bila kot taka označena ob začetnem pripoznanju.

## Pojasnila k računovodskim izkazom

## Gibanje dolžniških vrednostnih papirjev

EUR 1.000	2017	2016
<b>Začetno stanje</b>	-	-
<b>Povečanje</b>	<b>149.875</b>	<b>115.146</b>
Nakup	149.875	115.146
<b>Zmanjšanje</b>	<b>(149.875)</b>	<b>(115.146)</b>
Prodaja/unovčenje	(149.875)	(115.146)
<b>Končno stanje</b>	-	-

## Gibanje lastniških vrednostnih papirjev

EUR 1.000	2017	2016
<b>Začetno stanje</b>	-	-
<b>Povečanje</b>	<b>8.970</b>	<b>15</b>
Nakup	8.970	15
<b>Zmanjšanje</b>	<b>(8.970)</b>	<b>(15)</b>
Prodaja/unovčenje	(8.970)	(15)
<b>Končno stanje</b>	-	-

## Pojasnilo 3: Finančna sredstva, razpoložljiva za prodajo

Pojasnilo se za obe leti nanaša na Banko in na Skupino

EUR 1.000	31. 12. 2017				31. 12. 2016			
	Raven 1	Raven 2	Raven 3	Skupaj	Raven 1	Raven 2	Raven 3	Skupaj
Delnice in deleži	-	22.868	1.169	24.037	-	22.897	958	23.855
Obveznice, Republika Slovenija	-	355.228	-	355.228	-	350.424	-	350.424
Obveznice, banke	-	5.548	-	5.548	-	46.405	-	46.405
Obveznice, podjetja	-	12.329	-	12.329	-	12.240	-	12.240
<b>Skupaj</b>	-	<b>395.973</b>	<b>1.169</b>	<b>397.142</b>	-	<b>431.966</b>	<b>958</b>	<b>432.924</b>

## Gibanje lastniških vrednostnih papirjev

EUR 1.000	2017		2016	
	Skupaj	Raven 3	Skupaj	Raven 3
<b>Začetno stanje</b>	<b>23.855</b>	<b>958</b>	<b>25.556</b>	<b>2.685</b>
<b>Povečanje</b>	<b>339</b>	<b>339</b>	<b>1.020</b>	<b>994</b>
Nakup	-	-	766	766
Tečajne razlike	-	-	225	225
Pozitivno vrednotenje - pripoznano v izkazu drugega vseobsegajočega donosa	339	339	29	3
<b>Zmanjšanje</b>	<b>(157)</b>	<b>(128)</b>	<b>(2.721)</b>	<b>(2.721)</b>
Prodaja / unovčenje	(19)	(19)	(2.556)	(2.556)
Tečajne razlike	(109)	(109)	(165)	(165)
Negativno vrednotenje - pripoznano v izkazu drugega vseobsegajočega donosa	(29)	-	-	-
<b>Končno stanje</b>	<b>24.037</b>	<b>1.169</b>	<b>23.855</b>	<b>958</b>

Vsi dobički in izgube za raven 3 se nanašajo na sredstva, ki so v stanju na dan 31. decembra 2016 in 2017.



### Gibanje dolžniških vrednostnih papirjev

EUR 1.000	2017		2016	
	Skupaj	Raven 3	Skupaj	Raven 3
<b>Začetno stanje</b>	<b>409.069</b>	-	<b>429.735</b>	-
<b>Povečanje</b>	<b>137.080</b>	-	<b>259.869</b>	-
Nakup	129.757	-	247.336	-
Pozitivno vrednotenje - pripoznano v izkazu drugega vseobsegajočega donosa	7.323	-	12.533	-
<b>Zmanjšanje</b>	<b>(173.044)</b>	-	<b>(280.535)</b>	-
Prodaja / unovčenje	(166.744)	-	(268.768)	-
Negativno vrednotenje - pripoznano v izkazu drugega vseobsegajočega donosa	(6.300)	-	(11.767)	-
<b>Končno stanje</b>	<b>373.105</b>	-	<b>409.069</b>	-

### Pojasnilo 4: Izvedeni finančni instrumenti, namenjeni varovanju - sredstva

Pojasnilo se za obe leti nanaša na Banko in na Skupino

EUR 1.000	31. 12. 2017	31. 12. 2016
	Raven 2	Raven 2
<b>Instrumenti za varovanje posameznih finančnih postavk</b>	<b>41</b>	-
Varovanje poštene vrednosti	41	-
<b>Instrumenti za varovanje skupine finančnih postavk</b>	<b>11.293</b>	<b>10.995</b>
Varovanje poštene vrednosti	3.553	868
Varovanje denarnih tokov	7.740	10.127
<b>Skupaj</b>	<b>11.334</b>	<b>10.995</b>

### Pojasnilo 5: Krediti

#### Kreditni bankam

EUR 1.000	Banka		Skupina	
	31. 12. 2017	31. 12. 2016	31. 12. 2017	31. 12. 2016
Kratkoročni krediti	39.710	11.284	39.710	11.284
Terjatve iz danih jamstev bankam	1.284	3.376	1.284	3.376
<b>Skupaj</b>	<b>40.994</b>	<b>14.660</b>	<b>40.994</b>	<b>14.660</b>

Banka ni pripoznala oslabitev za kredite bankam niti na dan 31. december 2016 niti na dan 31. december 2017, ker ni bilo znamenj oslabitve.

## Pojasnila k računovodskim izkazom

## Kreditni strankam

## Banka

EUR 1.000	31. 12. 2017			31. 12. 2016		
	Bruto vrednost	Oslabitve	Neto vrednost	Bruto vrednost	Oslabitve	Neto vrednost
<b>Kreditni</b>						
<b>Kratkoročni</b>	<b>158.464</b>	<b>(16.020)</b>	<b>142.444</b>	<b>193.917</b>	<b>(17.042)</b>	<b>176.875</b>
Podjetja	127.297	(13.690)	113.607	112.878	(13.527)	99.351
Finančne institucije	2.468	(36)	2.432	50.521	(7)	50.514
Javni sektor	206	-	206	199	-	199
Prebivalstvo	25.662	(2.090)	23.572	27.466	(2.854)	24.612
Samostojni podjetniki	2.760	(186)	2.574	2.783	(645)	2.138
Neprofitni izvajalci storitev gospodinjstvom	71	(18)	53	70	(9)	61
<b>Dolgoročni</b>	<b>1.717.149</b>	<b>(52.178)</b>	<b>1.664.971</b>	<b>1.658.046</b>	<b>(89.449)</b>	<b>1.568.597</b>
Podjetja	565.958	(34.393)	531.565	595.483	(51.986)	543.497
Finančne institucije	162.445	(3.712)	158.733	83.849	(20.230)	63.619
Javni sektor	261.158	(97)	261.061	253.260	(140)	253.120
Prebivalstvo	715.577	(13.368)	702.209	714.036	(16.651)	697.385
Samostojni podjetniki	10.237	(527)	9.710	9.286	(337)	8.949
Neprofitni izvajalci storitev gospodinjstvom	1.774	(81)	1.693	2.132	(105)	2.027
<b>Finančni najem</b>						
<b>Dolgoročni</b>	<b>118</b>	<b>(5)</b>	<b>113</b>	<b>123</b>	<b>(2)</b>	<b>121</b>
Podjetja	118	(5)	113	123	(2)	121
<b>Skupaj</b>	<b>1.875.731</b>	<b>(68.203)</b>	<b>1.807.528</b>	<b>1.852.086</b>	<b>(106.493)</b>	<b>1.745.593</b>

Stanje kreditov zaposlenim na dan 31. december 2017 znaša 19.370 tisoč evrov, na dan 31. december 2016 pa je znašalo 21.253 tisoč evrov.

## Skupina

EUR 1.000	31. 12. 2017			31. 12. 2016		
	Bruto vrednost	Oslabitve	Neto vrednost	Bruto vrednost	Oslabitve	Neto vrednost
<b>Kredit</b>						
<b>Kratkoročni</b>	<b>158.408</b>	<b>(16.057)</b>	<b>142.351</b>	<b>144.016</b>	<b>(17.068)</b>	<b>126.948</b>
Podjetja	127.342	(13.727)	113.615	112.883	(13.527)	99.356
Finančne institucije	2.367	(36)	2.331	589	(7)	582
Javni sektor	206	-	206	199	-	199
Prebivalstvo	25.662	(2.090)	23.572	27.492	(2.880)	24.612
Samostojni podjetniki	2.760	(186)	2.574	2.783	(645)	2.138
Neprofitni izvajalci storitev gospodinjstvom	71	(18)	53	70	(9)	61
<b>Dolgoročni</b>	<b>1.580.173</b>	<b>(52.206)</b>	<b>1.527.967</b>	<b>1.608.569</b>	<b>(89.495)</b>	<b>1.519.074</b>
Podjetja	565.997	(34.421)	531.576	595.698	(52.028)	543.670
Finančne institucije	25.430	(3.712)	21.718	34.072	(20.230)	13.842
Javni sektor	261.158	(97)	261.061	253.261	(140)	253.121
Prebivalstvo	715.577	(13.368)	702.209	714.097	(16.655)	697.442
Samostojni podjetniki	10.237	(527)	9.710	9.309	(337)	8.972
Neprofitni izvajalci storitev gospodinjstvom	1.774	(81)	1.693	2.132	(105)	2.027
<b>Finančni najem</b>						
<b>Kratkoročni</b>	<b>300</b>	<b>(33)</b>	<b>267</b>	<b>586</b>	<b>(76)</b>	<b>510</b>
Podjetja	268	(1)	267	586	(76)	510
Prebivalstvo	32	(32)	-	-	-	-
<b>Dolgoročni</b>	<b>197.266</b>	<b>(17.363)</b>	<b>179.903</b>	<b>167.849</b>	<b>(13.109)</b>	<b>154.740</b>
Podjetja	160.853	(16.402)	144.451	137.557	(11.282)	126.275
Javni sektor	1.351	(1)	1.350	1.614	-	1.614
Prebivalstvo	12.041	(619)	11.422	9.251	(602)	8.649
Samostojni podjetniki	23.021	(341)	22.680	19.407	(1.225)	18.182
Neprofitni izvajalci storitev gospodinjstvom	-	-	-	20	-	20
<b>Skupaj</b>	<b>1.936.147</b>	<b>(85.659)</b>	<b>1.850.488</b>	<b>1.921.020</b>	<b>(119.748)</b>	<b>1.801.272</b>

Stanje kreditov zaposlenim na dan 31. december 2017 znaša 20.108 tisoč evrov, na dan 31. december 2016 pa je znašalo 21.625 tisoč evrov.

## Oslabitev kreditov strankam

EUR 1.000	Banka		Skupina	
	2017	2016	2017	2016
<b>Začetno stanje</b>	<b>(106.493)</b>	<b>(180.521)</b>	<b>(119.748)</b>	<b>(196.739)</b>
Oblikovane oslabitve	(39.820)	(31.980)	(47.594)	(34.872)
Negativne tečajne razlike	(1.570)	(5.293)	(1.570)	(5.293)
Oblikovane oslabitve, ki zmanjšujejo čiste obresti	(10.119)	(14.709)	(10.119)	(14.709)
Odpravljene oslabitve	68.526	8.134	72.098	13.989
Odpravljene oslabitve zaradi odpisa	8.953	88.294	8.953	88.294
Pozitivne tečajne razlike	2.169	5.121	2.169	5.121
Odpravljene oslabitve, ki povečujejo čiste obresti	10.151	24.461	10.151	24.461
<b>Končno stanje</b>	<b>(68.203)</b>	<b>(106.493)</b>	<b>(85.660)</b>	<b>(119.748)</b>

## Pojasnila k računovodskim izkazom

## Finančni najem

EUR 1.000	Banka				Skupina			
	31. 12. 2017		31. 12. 2016		31. 12. 2017		31. 12. 2016	
	Bruto naložba v najem	Sedanja vrednost terjatev za najmanjšo vsoto najemnin	Bruto naložba v najem	Sedanja vrednost terjatev za najmanjšo vsoto najemnin	Bruto naložba v najem	Sedanja vrednost terjatev za najmanjšo vsoto najemnin	Bruto naložba v najem	Sedanja vrednost terjatev za najmanjšo vsoto najemnin
v največ letu dni	40	36	39	34	61.950	57.451	48.097	43.363
v več kot letu dni in ne več kot 5 letih	92	86	92	88	117.171	110.492	98.936	92.800
v več kot 5 letih	-	-	-	-	12.864	12.257	20.221	19.347
<b>Skupaj</b>	<b>132</b>	<b>122</b>	<b>131</b>	<b>122</b>	<b>191.985</b>	<b>180.200</b>	<b>167.254</b>	<b>155.510</b>

EUR 1.000	Banka		Skupina	
	31. 12. 2017	31. 12. 2016	31. 12. 2017	31. 12. 2016
Nezasluženi finančni prihodek	10	9	11.785	11.744
Popravek vrednosti neizterljivih terjatev za najmanjše najemnine	(5)	(2)	(17.396)	(13.185)

Banka in Skupina nimata nezajamčene preostale vrednosti, pripisane v korist najemodajalca in možnih najemnin, pripoznanih kot prihodki v obdobju.

## Druga finančna sredstva

EUR 1.000	Banka		Skupina	
	31. 12. 2017	31. 12. 2016	31. 12. 2017	31. 12. 2016
Terjatve za provizije (opravnine)	828	719	828	719
Oslabitev provizij (opravnin)	(32)	(45)	(32)	(45)
Prehodno nezaračunani prihodki za bančne produkte	772	719	772	719
Terjatve iz naslova zapadlih izvedenih finančnih instrumentov	41	312	41	312
Oslabitev terjatev iz naslova zapadlih izvedenih finančnih instrumentov	-	(263)	-	(263)
Terjatve v obračunu	2.440	1.850	2.440	1.850
Druga finančna sredstva	205	414	4.264	5.891
Oslabitev drugih finančnih sredstev	-	-	(1.326)	(1.329)
<b>Skupaj</b>	<b>4.254</b>	<b>3.706</b>	<b>6.987</b>	<b>7.854</b>

## Oslabitev drugih finančnih sredstev

EUR 1.000	Banka		Skupina	
	2017	2016	2017	2016
<b>Začetno stanje</b>	<b>(308)</b>	<b>(6.608)</b>	<b>(1.637)</b>	<b>(7.944)</b>
Oblikovane oslabitve	(136)	(490)	(136)	(490)
Odpravljene oslabitve	412	6.790	415	6.797
<b>Končno stanje</b>	<b>(32)</b>	<b>(308)</b>	<b>(1.358)</b>	<b>(1.637)</b>

## Pojasnilo 6: Finančna sredstva v posesti do zapadlosti

Pojasnilo se za obe leti nanaša na Banko in na Skupino

EUR 1.000	31. 12. 2017	31. 12. 2016
Obveznice, Republika Slovenija	7.202	7.127
<b>Skupaj</b>	<b>7.202</b>	<b>7.127</b>

### Gibanje

EUR 1.000	2017	2016
<b>Začetno stanje</b>	<b>7.127</b>	<b>13.266</b>
<b>Povečanje</b>	<b>280</b>	<b>312</b>
Nakup	280	312
<b>Zmanjšanje</b>	<b>(205)</b>	<b>(6.451)</b>
Unovčenje	(205)	(6.451)
<b>Končno stanje</b>	<b>7.202</b>	<b>7.127</b>

## Pojasnilo 7: Spremembe poštene vrednosti skupine varovanih postavk pred obrestnim tveganjem - terjatve

Pojasnilo se za obe leti nanaša na Banko in na Skupino

EUR 1.000	31. 12. 2017	31. 12. 2016
Spremembe poštene vrednosti skupine varovanih postavk pred obrestnim tveganjem - terjatve	(2.418)	40
<b>Skupaj</b>	<b>(2.418)</b>	<b>40</b>

## Pojasnilo 8: Opredmetena osnovna sredstva

### Banka

EUR 1.000	2017				Skupaj
	Vlaganja v tuje objekte	Računalniška oprema	Druga oprema	Oprema v pripravi	
<b>Nabavna vrednost</b>					
<b>Začetno stanje</b>	<b>10.658</b>	<b>6.341</b>	<b>6.245</b>	<b>9</b>	<b>23.253</b>
Povečanje	28	-	-	507	535
Prenos iz opreme v pripravi	-	424	86	(510)	-
Izločitev	(211)	(1)	(173)	-	(385)
<b>Končno stanje</b>	<b>10.475</b>	<b>6.764</b>	<b>6.158</b>	<b>6</b>	<b>23.403</b>
<b>Amortizacijski popravek vrednosti</b>					
<b>Začetno stanje</b>	<b>8.256</b>	<b>5.123</b>	<b>5.051</b>	<b>-</b>	<b>18.430</b>
Amortizacija za leto	681	595	335	-	1.611
Izločitev	(130)	-	(137)	-	(267)
<b>Končno stanje</b>	<b>8.807</b>	<b>5.718</b>	<b>5.249</b>	<b>-</b>	<b>19.774</b>
<b>Čista knjigovodska vrednost</b>					
<b>Začetno stanje</b>	<b>2.402</b>	<b>1.218</b>	<b>1.194</b>	<b>9</b>	<b>4.823</b>
<b>Končno stanje</b>	<b>1.668</b>	<b>1.046</b>	<b>909</b>	<b>6</b>	<b>3.629</b>

## Pojasnila k računovodskim izkazom

EUR 1.000	2016					Skupaj
	Vlaganja v tuje objekte	Računalniška oprema	Druga oprema	Oprema v pripravi		
<b>Nabavna vrednost</b>						
<b>Začetno stanje</b>	<b>10.612</b>	<b>6.088</b>	<b>6.132</b>	<b>372</b>		<b>23.204</b>
Povečanje	49	-	-	570		619
Prenos iz opreme v pripravi	-	633	300	(933)		-
Izločitev	(3)	(380)	(187)	-		(570)
<b>Končno stanje</b>	<b>10.658</b>	<b>6.341</b>	<b>6.245</b>	<b>9</b>		<b>23.253</b>
<b>Amortizacijski popravek vrednosti</b>						
<b>Začetno stanje</b>	<b>7.554</b>	<b>4.919</b>	<b>4.822</b>	-		<b>17.295</b>
Amortizacija za leto	704	583	397	-		1.684
Izločitev	(2)	(379)	(168)	-		(549)
<b>Končno stanje</b>	<b>8.256</b>	<b>5.123</b>	<b>5.051</b>	-		<b>18.430</b>
<b>Čista knjigovodska vrednost</b>						
<b>Začetno stanje</b>	<b>3.058</b>	<b>1.169</b>	<b>1.310</b>	<b>372</b>		<b>5.909</b>
<b>Končno stanje</b>	<b>2.402</b>	<b>1.218</b>	<b>1.194</b>	<b>9</b>		<b>4.823</b>

## Skupina

EUR 1.000	2017						
	Vlaganja v tuje objekte	Računalniška oprema	Druga oprema	Oprema v pripravi	Oprema, ki je predmet poslovnega najema	Oprema, ki je predmet poslovnega najema, v pripravi	Skupaj
<b>Nabavna vrednost</b>							
<b>Začetno stanje</b>	<b>10.672</b>	<b>6.341</b>	<b>6.245</b>	<b>9</b>	<b>5.172</b>	-	<b>28.439</b>
Povečanje	28	-	-	507	-	1.971	2.506
Prenos iz opreme v pripravi	-	424	86	(510)	1.971	(1.971)	-
Izločitev	(211)	(1)	(173)	-	(4.537)	-	(4.922)
<b>Končno stanje</b>	<b>10.489</b>	<b>6.764</b>	<b>6.158</b>	<b>6</b>	<b>2.606</b>	-	<b>26.023</b>
<b>Amortizacijski popravek vrednosti</b>							
<b>Začetno stanje</b>	<b>8.259</b>	<b>5.123</b>	<b>5.052</b>	-	<b>2.821</b>	-	<b>21.255</b>
Amortizacija za leto	682	595	335	-	663	-	2.275
Izločitev	(130)	-	(137)	-	(2.790)	-	(3.057)
<b>Končno stanje</b>	<b>8.811</b>	<b>5.718</b>	<b>5.250</b>	-	<b>694</b>	-	<b>20.473</b>
<b>Čista knjigovodska vrednost</b>							
<b>Začetno stanje</b>	<b>2.413</b>	<b>1.218</b>	<b>1.193</b>	<b>9</b>	<b>2.351</b>	-	<b>7.184</b>
<b>Končno stanje</b>	<b>1.678</b>	<b>1.046</b>	<b>908</b>	<b>6</b>	<b>1.912</b>	-	<b>5.550</b>

EUR 1.000	2016						Skupaj
	Vlaganja v tuje objekte	Računalniška oprema	Druga oprema	Oprema v pripravi	Oprema, ki je predmet poslovnega najema	Oprema, ki je predmet poslovnega najema, v pripravi	
<b>Nabavna vrednost</b>							
<b>Začetno stanje</b>	<b>10.641</b>	<b>6.210</b>	<b>6.242</b>	<b>372</b>	<b>7.365</b>	<b>-</b>	<b>30.830</b>
Povečanje	49	-	-	570	-	1.205	1.824
Prenos iz opreme v pripravi	-	633	300	(933)	1.205	(1.205)	-
Izločitev	(18)	(502)	(297)	-	(3.398)	-	(4.215)
<b>Končno stanje</b>	<b>10.672</b>	<b>6.341</b>	<b>6.245</b>	<b>9</b>	<b>5.172</b>	<b>-</b>	<b>28.439</b>
<b>Amortizacijski popravek vrednosti</b>							
<b>Začetno stanje</b>	<b>7.561</b>	<b>5.029</b>	<b>4.909</b>	<b>-</b>	<b>3.659</b>	<b>-</b>	<b>21.158</b>
Amortizacija za leto	706	591	402	-	993	-	2.692
Izločitev	(8)	(497)	(259)	-	(1.831)	-	(2.595)
<b>Končno stanje</b>	<b>8.259</b>	<b>5.123</b>	<b>5.052</b>	<b>-</b>	<b>2.821</b>	<b>-</b>	<b>21.255</b>
<b>Čista knjigovodska vrednost</b>							
<b>Začetno stanje</b>	<b>3.080</b>	<b>1.181</b>	<b>1.333</b>	<b>372</b>	<b>3.706</b>	<b>-</b>	<b>9.672</b>
<b>Končno stanje</b>	<b>2.413</b>	<b>1.218</b>	<b>1.193</b>	<b>9</b>	<b>2.351</b>	<b>-</b>	<b>7.184</b>

Banka in Skupina imata na dan 31. december 2017 pogodbene obveznosti za pridobitev opredmetenih osnovnih sredstev v višini 111 tisoč evrov (na dan 31. december 2016 nista imeli pogodbene obveznosti za pridobitev opredmetenih osnovnih sredstev). Pri vlaganjih v tuje objekte Skupina nima možnosti prodaje teh, prav tako nobenih drugih pogodbene obveznosti v zvezi z njimi. Skupina ni zastavila svojih opredmetenih osnovnih sredstev.

Skupina nima stroškov izposojanja povezanih z opredmetenimi osnovnimi sredstvi, zato jih tudi ni usredstvila.

## Pojasnilo 9: Naložbene nepremičnine

EUR 1.000	Banka		Skupina	
	2017	2016	2017	2016
<b>Nabavna vrednost</b>				
<b>Začetno stanje</b>	-	-	<b>2.797</b>	<b>8.887</b>
Povečanje	-	-	-	846
Izločitev	-	-	(1.264)	(6.936)
<b>Končno stanje</b>	<b>-</b>	<b>-</b>	<b>1.533</b>	<b>2.797</b>
<b>Amortizacijski popravek vrednosti</b>				
<b>Začetno stanje</b>	<b>-</b>	<b>-</b>	<b>108</b>	<b>1.319</b>
Amortizacija za leto	-	-	62	126
Izločitev	-	-	(56)	(1.337)
<b>Končno stanje</b>	<b>-</b>	<b>-</b>	<b>114</b>	<b>108</b>
<b>Čista knjigovodska vrednost</b>				
<b>Začetno stanje</b>	<b>-</b>	<b>-</b>	<b>2.689</b>	<b>7.568</b>
<b>Končno stanje</b>	<b>-</b>	<b>-</b>	<b>1.419</b>	<b>2.689</b>

Poštena vrednost naložbenih nepremičnin na dan 31. december 2017 znaša 2.320 tisoč evrov (na dan 31. december 2016: 4.295 tisoč evrov) in je zasnovana na vrednotenju neodvisnega ocenjevalca. Prodajljivost naložbenih nepremičnin ni z ničimer omejena.

## Pojasnila k računovodskim izkazom

Družba UniCredit Leasing, d.o.o. je v letu 2017 zanje prejela 212 tisoč evrov (v letu 2016: 353 tisoč evrov) najemnin in imela z njimi 95 tisoč evrov stroškov (v letu 2016: 82 tisoč evrov). Stroški se v celoti nanašajo na nepremičnine, ki so ustvarile prihodke od najemnin v tem obdobju.

Gre za nepremičnine, ki so bile odvzete najemjemalec in bi se z iztrženimi zneski poravnale njihove neporavnane terjatve. UniCredit Leasing, d.o.o. nima pogodbenih zavez za nakupovanje, izdelovanje ali razvijanje naložbenih nepremičnin ali pa za popravila, vzdrževanje ali izboljšave.

## Pojasnilo 10: Neopredmetena dolgoročna sredstva

## Banka

EUR 1.000	2017			2016		
	Neopredmetena dolgoročna sredstva v uporabi	Neopredmetena dolgoročna sredstva v pripravi	Skupaj	Neopredmetena dolgoročna sredstva v uporabi	Neopredmetena dolgoročna sredstva v pripravi	Skupaj
<b>Nabavna vrednost</b>						
<b>Začetno stanje</b>	<b>35.424</b>	<b>4.456</b>	<b>39.880</b>	<b>32.476</b>	<b>5.515</b>	<b>37.991</b>
Povečanje	-	2.590	2.590	-	1.889	1.889
Prenos iz opreme v pripravi	2.424	(2.424)	-	2.948	(2.948)	-
Izločitev	(1.032)	-	(1.032)	-	-	-
<b>Končno stanje</b>	<b>36.816</b>	<b>4.622</b>	<b>41.438</b>	<b>35.424</b>	<b>4.456</b>	<b>39.880</b>
<b>Amortizacijski popravek vrednosti</b>						
<b>Začetno stanje</b>	<b>23.236</b>	-	<b>23.236</b>	<b>19.198</b>	-	<b>19.198</b>
Amortizacija za leto	3.558	-	3.558	4.038	-	4.038
Izločitev	(814)	-	(814)	-	-	-
<b>Končno stanje</b>	<b>25.980</b>	-	<b>25.980</b>	<b>23.236</b>	-	<b>23.236</b>
<b>Čista knjigovodska vrednost</b>						
<b>Začetno stanje</b>	<b>12.188</b>	<b>4.456</b>	<b>16.644</b>	<b>13.278</b>	<b>5.515</b>	<b>18.793</b>
<b>Končno stanje</b>	<b>10.836</b>	<b>4.622</b>	<b>15.458</b>	<b>12.188</b>	<b>4.456</b>	<b>16.644</b>



**Skupina**

EUR 1.000	2017			2016		
	Neopredmetena dolgoročna sredstva v uporabi	Neopredmetena dolgoročna sredstva v pripravi	Skupaj	Neopredmetena dolgoročna sredstva v uporabi	Neopredmetena dolgoročna sredstva v pripravi	Skupaj
<b>Nabavna vrednost</b>						
<b>Začetno stanje</b>	<b>35.861</b>	<b>4.514</b>	<b>40.375</b>	<b>32.866</b>	<b>5.515</b>	<b>38.381</b>
Povečanje	5	2.640	2.645	-	1.994	1.994
Prenos iz opreme v pripravi	2.443	(2.443)	-	2.995	(2.995)	-
Izločitev	(1.032)	-	(1.032)	-	-	-
<b>Končno stanje</b>	<b>37.277</b>	<b>4.711</b>	<b>41.988</b>	<b>35.861</b>	<b>4.514</b>	<b>40.375</b>
<b>Amortizacijski popravek vrednosti</b>						
<b>Začetno stanje</b>	<b>23.448</b>	-	<b>23.448</b>	<b>19.372</b>	-	<b>19.372</b>
Amortizacija za leto	3.599	-	3.599	4.076	-	4.076
Izločitev	(814)	-	(814)	-	-	-
<b>Končno stanje</b>	<b>26.233</b>	-	<b>26.233</b>	<b>23.448</b>	-	<b>23.448</b>
<b>Čista knjigovodska vrednost</b>						
<b>Začetno stanje</b>	<b>12.413</b>	<b>4.514</b>	<b>16.927</b>	<b>13.494</b>	<b>5.515</b>	<b>19.009</b>
<b>Končno stanje</b>	<b>11.044</b>	<b>4.711</b>	<b>15.755</b>	<b>12.413</b>	<b>4.514</b>	<b>16.927</b>

Skupina kot neopredmetena dolgoročna sredstva pripoznava izključno programsko opremo. Nima znotraj Skupine ustvarjenih neopredmetenih sredstev. Banka ima na dan 31. december 2017 za 654 tisoč evrov pogodbenih obveznosti za pridobitev neopredmetenih osnovnih sredstev (na dan 31. december 2016: 1.235 tisoč evrov), Skupina pa 675 tisoč evrov (na dan 31. december 2016: 1.235 tisoč evrov).

Skupina nima stroškov izposojanja povezanih z neopredmetenimi dolgoročnimi sredstvi, zato jih tudi ni usredstvila.

## Pojasnilo 11: Dolgoročne naložbe v kapital odvisnih, pridruženih in skupaj obvladovanih družb

EUR 1.000	Banka		Skupina	
	31. 12. 2017	31. 12. 2016	31. 12. 2017	31. 12. 2016
Naložbe v kapital odvisnih družb	1	1	-	-
<b>Skupaj</b>	<b>1</b>	<b>1</b>	<b>-</b>	<b>-</b>

## Pojasnila k računovodskim izkazom

## Pojasnilo 12: Terjatve in obveznosti za davek od dohodkov pravnih oseb

## Tekoči davek

EUR 1.000	Banka			Skupina		
	31. 12. 2017	31. 12. 2016	Učinek v letu 2017	31. 12. 2017	31. 12. 2016	Učinek v letu 2017
Terjatve za tekoči davek	2.483	13	2.470	2.496	504	1.992
Pobot terjatev za tekoči davek	(2.483)	(13)	(2.470)	(2.496)	(146)	(2.350)
<b>Stanje terjatev za tekoči davek</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>358</b>	<b>(358)</b>
Obveznosti za tekoči davek	3.698	2.478	1.220	4.103	2.611	1.492
Pobot obveznosti za tekoči davek	(2.483)	(13)	(2.470)	(2.496)	(146)	(2.350)
<b>Stanje obveznosti za tekoči davek</b>	<b>1.215</b>	<b>2.465</b>	<b>(1.250)</b>	<b>1.607</b>	<b>2.465</b>	<b>(858)</b>

## Odloženi davek

EUR 1.000	Banka			Skupina		
	31. 12. 2017	31. 12. 2016	Učinek v letu 2017	31. 12. 2017	31. 12. 2016	Učinek v letu 2017
Terjatve pripoznane v izkazu poslovnega izida	4.193	8.926	(4.733)	7.837	11.827	(3.990)
Kreditni bankam in strankam, ki niso banke	-	3	(3)	3.514	2.694	820
Finančna sredstva, razpoložljiva za prodajo	56	56	-	56	56	-
Opredmetena in neopredmetena osnovna sredstva, naložbene nepremičnine	62	39	23	192	214	(22)
Rezervacije	133	129	4	133	164	(31)
Investicije	-	334	(334)	-	334	(334)
Izguba	3.942	8.365	(4.423)	3.942	8.365	(4.423)
Terjatve pripoznane v drugem vseobsegajočem donosu	3	-	3	3	-	3
Finančna sredstva, razpoložljiva za prodajo	3	-	3	3	-	3
Pobot odloženih terjatev	(4.196)	(4.410)	214	(4.196)	(4.410)	214
<b>Stanje terjatev za odloženi davek</b>	<b>-</b>	<b>4.516</b>	<b>(4.516)</b>	<b>3.644</b>	<b>7.417</b>	<b>(3.773)</b>
Obveznosti pripoznane v drugem vseobsegajočem donosu	6.054	4.410	1.644	6.054	4.410	1.644
Rezervacije	55	53	2	55	53	2
Varovanje denarnih tokov	984	213	771	984	213	771
Finančna sredstva, razpoložljiva za prodajo	5.015	4.144	871	5.015	4.144	871
Pobot odloženih obveznosti	(4.196)	(4.410)	214	(4.196)	(4.410)	214
<b>Stanje obveznosti za odloženi davek</b>	<b>1.858</b>	<b>-</b>	<b>1.858</b>	<b>1.858</b>	<b>-</b>	<b>1.858</b>

## Prenesena davčna izguba

EUR 1.000	Banka		Skupina	
	2017	2016	2017	2016
<b>Začetno stanje</b>	<b>44.027</b>	<b>44.027</b>	<b>44.027</b>	<b>44.027</b>
Zmanjšanje	(23.278)	-	(23.278)	-
<b>Končno stanje</b>	<b>20.749</b>	<b>44.027</b>	<b>20.749</b>	<b>44.027</b>

## Pojasnilo 13: Druga sredstva

EUR 1.000	Banka		Skupina	
	31. 12. 2017	31. 12. 2016	31. 12. 2017	31. 12. 2016
Predujmi	6	5	197	589
Nevračunani stroški in odhodki	322	683	448	841
Prehodno nezaračunani prihodki	908	52	835	-
Zaloge	-	-	598	624
Druge terjatve	18	18	18	18
<b>Skupaj</b>	<b>1.254</b>	<b>758</b>	<b>2.096</b>	<b>2.072</b>

## Pojasnilo 14: Finančne obveznosti, namenjene trgovanju

Pojasnilo se za obe leti nanaša na Banko in na Skupino

EUR 1.000	31. 12. 2017			31. 12. 2016		
	Raven 1	Raven 2	Skupaj	Raven 1	Raven 2	Skupaj
<b>Izvedeni finančni instrumenti, namenjeni trgovanju</b>	<b>-</b>	<b>7.031</b>	<b>7.031</b>	<b>-</b>	<b>20.343</b>	<b>20.343</b>
Terminske pogodbe (Forward)	-	131	131	-	3.314	3.314
Opcije (Option)	-	68	68	-	93	93
Zamenjave (Swap)	-	6.832	6.832	-	16.936	16.936
<b>Ostale finančne obveznosti, namenjene trgovanju</b>	<b>44</b>	<b>-</b>	<b>-</b>	<b>120</b>	<b>-</b>	<b>120</b>
<b>Skupaj</b>	<b>44</b>	<b>7.031</b>	<b>7.075</b>	<b>120</b>	<b>20.343</b>	<b>20.463</b>

Vse finančne obveznosti namenjene trgovanju so bile kot take označene ob začetnem pripoznanju.

## Pojasnilo 15: Izvedeni finančni instrumenti, namenjeni varovanju - obveznosti

Pojasnilo se za obe leti nanaša na Banko in na Skupino

EUR 1.000	31. 12. 2017	31. 12. 2016
	Raven 2	Raven 2
<b>Instrumenti za varovanje skupine finančnih postavk</b>	<b>19.256</b>	<b>49.105</b>
Varovanje poštene vrednosti	263	47
Varovanje denarnih tokov	18.993	49.058
<b>Skupaj</b>	<b>19.256</b>	<b>49.105</b>

## Pojasnilo 16: Finančne obveznosti, merjene po odplačni vrednosti

### Vloge bank in centralnih bank

EUR 1.000	Banka		Skupina	
	31. 12. 2017	31. 12. 2016	31. 12. 2017	31. 12. 2016
Vloge bank na vpogled	3.571	6.774	3.571	6.774
Kratkoročne vloge bank	26.004	71.765	26.004	71.765
Dolgoročne vloge bank	115.226	155.234	115.226	155.234
<b>Skupaj</b>	<b>144.801</b>	<b>233.773</b>	<b>144.801</b>	<b>233.773</b>

## Pojasnila k računovodskim izkazom

## Kreditni bank in centralnih bank

EUR 1.000	Banka		Skupina	
	31. 12. 2017	31. 12. 2016	31. 12. 2017	31. 12. 2016
Dolgoročni krediti centralne banke	244.000	170.000	244.000	170.000
Dolgoročni krediti bank	12.366	62.389	54.193	115.514
<b>Skupaj</b>	<b>256.366</b>	<b>232.389</b>	<b>298.193</b>	<b>285.514</b>

## Vloge strank

EUR 1.000	Banka		Skupina	
	31. 12. 2017	31. 12. 2016	31. 12. 2017	31. 12. 2016
<b>Na vpogled</b>	<b>1.329.479</b>	<b>1.135.577</b>	<b>1.322.724</b>	<b>1.134.299</b>
Podjetja	701.710	616.405	701.710	616.405
Finančne institucije	107.737	56.864	100.982	55.586
Javni sektor	47.702	86.946	47.702	86.946
Prebivalstvo	424.102	345.153	424.102	345.153
Samostojni podjetniki	43.203	24.977	43.203	24.977
Neprofitni izvajalci storitev gospodinjstvom	5.025	5.232	5.025	5.232
<b>Kratkoročne vloge</b>	<b>297.704</b>	<b>257.053</b>	<b>297.704</b>	<b>257.053</b>
Podjetja	171.393	140.341	171.393	140.341
Finančne institucije	15.848	6.766	15.848	6.766
Javni sektor	51.720	27.313	51.720	27.313
Prebivalstvo	55.678	79.747	55.678	79.747
Samostojni podjetniki	39	109	39	109
Neprofitni izvajalci storitev gospodinjstvom	3.026	2.777	3.026	2.777
<b>Dolgoročne vloge</b>	<b>330.352</b>	<b>362.066</b>	<b>330.352</b>	<b>362.066</b>
Podjetja	104.050	83.387	104.050	83.387
Finančne institucije	15.855	19.288	15.855	19.288
Javni sektor	97.281	97.084	97.281	97.084
Prebivalstvo	109.786	156.377	109.786	156.377
Samostojni podjetniki	566	1.100	566	1.100
Neprofitni izvajalci storitev gospodinjstvom	2.814	4.830	2.814	4.830
<b>Skupaj</b>	<b>1.957.535</b>	<b>1.754.696</b>	<b>1.950.780</b>	<b>1.753.418</b>

## Druge finančne obveznosti

EUR 1.000	Banka		Skupina	
	31. 12. 2017	31. 12. 2016	31. 12. 2017	31. 12. 2016
Sredstva za nakazilo v tujino	6.061	4.323	6.061	4.323
Obveznosti za provizije	49	75	49	75
Obveznosti v obračunu	6.231	5.462	6.231	5.462
Obveznosti do dobaviteljev	915	941	1.405	1.019
Vnaprej vračunani odhodki in stroški	8.381	6.300	8.692	6.569
Prejeti predujmi in varščine	-	-	335	446
Druge poslovne obveznosti	2.725	2.684	2.723	2.749
<b>Skupaj</b>	<b>24.362</b>	<b>19.785</b>	<b>25.496</b>	<b>20.643</b>

## Pojasnilo 17: Spremembe poštene vrednosti skupine varovanih postavk pred obrestnim tveganjem - obveznosti

Pojasnilo se za obe leti nanaša na Banko in na Skupino

EUR 1.000	31. 12. 2017	31. 12. 2016
Spremembe poštene vrednosti skupine varovanih postavk pred obrestnim tveganjem - obveznosti	-	1.263
<b>Skupaj</b>	<b>-</b>	<b>1.263</b>

## Pojasnilo 18: Rezervacije

EUR 1.000	Banka		Skupina	
	31. 12. 2017	31. 12. 2016	31. 12. 2017	31. 12. 2016
Za pravno nerešene tožbe	3.103	1.238	3.103	1.238
Za jubilejne nagrade in odpravnine	808	769	808	769
Za zunajbilančne obveznosti	7.973	5.200	7.973	5.200
Druge rezervacije	2.600	2.600	2.600	2.964
<b>Skupaj</b>	<b>14.484</b>	<b>9.807</b>	<b>14.484</b>	<b>10.171</b>

Banka je bila po stanju na dan 31. december 2017 kot tožena stranka vključena v 32 sodnih sporov, v katerih tožeče stranke uveljavljajo tožbene zahtevke proti Banki v skupni višini 12,1 milijona evrov (na dan 31. december 2016: 5,6 milijona evrov). Družba UniCredit Leasing, d.o.o. je bila kot tožena stranka vključena v en sodni spor, v katerem tožeča stranka uveljavlja tožbeni zahtevek proti družbi v višini 4,8 milijona evrov (na dan 31. december 2016: 4,9 milijona evrov). V skladu z oceno verjetnosti izida je Skupina oblikovala ustrezne rezervacije za zadevne pravne spore.

### Banka 2017

EUR 1.000	Za pravno nerešene tožbe	Za jubilejne nagrade in odpravnine	Za zunajbilančne obveznosti	Druge rezervacije	Skupaj
<b>Začetno stanje</b>	<b>1.238</b>	<b>769</b>	<b>5.200</b>	<b>2.600</b>	<b>9.807</b>
<b>Povečanje</b>	<b>2.278</b>	<b>78</b>	<b>6.792</b>	-	<b>9.148</b>
Pripoznavo v izkazu poslovnega izida	2.278	78	6.792	-	9.148
<b>Zmanjšanje</b>	<b>(413)</b>	<b>(39)</b>	<b>(4.019)</b>	-	<b>(4.471)</b>
Poraba rezervacij	-	(20)	-	-	(20)
Sprostitev rezervacij pripoznana v izkazu poslovnega izida	(413)	-	(4.019)	-	(4.432)
Sprostitev rezervacij pripoznana v kapitalu	-	(19)	-	-	(19)
<b>Končno stanje</b>	<b>3.103</b>	<b>808</b>	<b>7.973</b>	<b>2.600</b>	<b>14.484</b>

### 2016

EUR 1.000	Za pravno nerešene tožbe	Za jubilejne nagrade in odpravnine	Za zunajbilančne obveznosti	Druge rezervacije	Skupaj
<b>Začetno stanje</b>	<b>4.024</b>	<b>787</b>	<b>6.797</b>	-	<b>11.608</b>
<b>Povečanje</b>	-	<b>92</b>	<b>2.219</b>	<b>2.600</b>	<b>4.911</b>
Pripoznavo v izkazu poslovnega izida	-	92	2.219	2.600	4.911
<b>Zmanjšanje</b>	<b>(2.786)</b>	<b>(110)</b>	<b>(3.816)</b>	-	<b>(6.712)</b>
Poraba rezervacij	(2.374)	(33)	-	-	(2.407)
Sprostitev rezervacij pripoznana v izkazu poslovnega izida	(412)	(77)	(3.816)	-	(4.305)
<b>Končno stanje</b>	<b>1.238</b>	<b>769</b>	<b>5.200</b>	<b>2.600</b>	<b>9.807</b>

## Pojasnila k računovodskim izkazom

Skupina  
2017

EUR 1.000	Za pravno neresene tožbe	Za jubilejne nagrade in odpravnine	Za zunajbilančne obveznosti	Druge rezervacije	Skupaj
<b>Začetno stanje</b>	<b>1.238</b>	<b>769</b>	<b>5.200</b>	<b>2.964</b>	<b>10.171</b>
<b>Povečanje</b>	<b>2.278</b>	<b>78</b>	<b>6.792</b>	<b>-</b>	<b>9.148</b>
Pripoznavo v izkazu poslovnega izida	2.278	78	6.792	-	9.148
<b>Zmanjšanje</b>	<b>(413)</b>	<b>(39)</b>	<b>(4.019)</b>	<b>(364)</b>	<b>(4.835)</b>
Poraba rezervacij	-	(20)	-	-	(20)
Pripoznavo v izkazu poslovnega izida	(413)	-	(4.019)	(364)	(4.796)
Sprostitev rezervacij pripoznana v kapitalu	-	(19)	-	-	(19)
<b>Končno stanje</b>	<b>3.103</b>	<b>808</b>	<b>7.973</b>	<b>2.600</b>	<b>14.484</b>

## 2016

EUR 1.000	Za pravno neresene tožbe	Za jubilejne nagrade in odpravnine	Za zunajbilančne obveznosti	Druge rezervacije	Skupaj
<b>Začetno stanje</b>	<b>4.024</b>	<b>787</b>	<b>6.797</b>	<b>682</b>	<b>12.290</b>
<b>Povečanje</b>	<b>-</b>	<b>92</b>	<b>2.219</b>	<b>2.600</b>	<b>4.911</b>
Pripoznavo v izkazu poslovnega izida	-	92	2.219	2.600	4.911
<b>Zmanjšanje</b>	<b>(2.786)</b>	<b>(110)</b>	<b>(3.816)</b>	<b>(318)</b>	<b>(7.030)</b>
Poraba rezervacij	(2.374)	(33)	-	(12)	(2.419)
Pripoznavo v izkazu poslovnega izida	(412)	(77)	(3.816)	(306)	(4.611)
<b>Končno stanje</b>	<b>1.238</b>	<b>769</b>	<b>5.200</b>	<b>2.964</b>	<b>10.171</b>

## Pojasnilo 19: Druge obveznosti

EUR 1.000	Banka		Skupina	
	31. 12. 2017	31. 12. 2016	31. 12. 2017	31. 12. 2016
Pasivne časovne razmejitve	1.211	1.183	1.967	1.790
Obveznosti za davke in prispevke	463	508	1.165	704
<b>Skupaj</b>	<b>1.674</b>	<b>1.691</b>	<b>3.132</b>	<b>2.494</b>

## Pojasnilo 20: Osnovni kapital

EUR 1.000	Banka		Skupina	
	31. 12. 2017	31. 12. 2016	31. 12. 2017	31. 12. 2016
Navadne delnice - vpis prebivalstva	-	1	-	1
Navadne delnice - vpis tuje banke	20.384	20.383	20.384	20.383
<b>Skupaj</b>	<b>20.384</b>	<b>20.384</b>	<b>20.384</b>	<b>20.384</b>

Osnovni kapital Banke na dan 31. december 2017 znaša 20.383.765 evrov in je razdeljen na 4.888.193 navadnih imenskih kosovnih delnic, ki so v celoti vplačane. Vsaka primarna kosovna delnica zagotavlja imetniku pravico do enega glasu pri sprejemanju sklepov na skupščini Banke, pravico do dela dobička (dividende) ter pravico do ustreznega dela preostalega premoženja po likvidaciji ali stečaju Banke.

## Pojasnilo 21: Kapitalne rezerve

EUR 1.000	Banka		Skupina	
	31. 12. 2017	31. 12. 2016	31. 12. 2017	31. 12. 2016
Vplačani presežek kapitala	91.736	91.736	91.736	91.736
Kapitalske rezerve, nastale iz splošnega prevrednotovalnega popravka kapitala	16.024	16.024	16.024	16.024
<b>Skupaj</b>	<b>107.760</b>	<b>107.760</b>	<b>107.760</b>	<b>107.760</b>

## Pojasnilo 22: Akumulirani drugi vseobsegajoči donos

Pojasnilo se za obe leti nanaša na Banko in na Skupino

EUR 1.000	31. 12. 2017	31. 12. 2016
Akumulirani drugi vseobsegajoči donos, varovanje denarnih tokov	4.196	907
Akumulirani drugi vseobsegajoči donos, finančna sredstva, razpoložljiva za prodajo	21.368	17.665
Akumulirani drugi vseobsegajoči donos, aktuarski čisti dobički / izgube za pokojninske programe	523	506
<b>Skupaj</b>	<b>26.087</b>	<b>19.078</b>

### Akumulirani drugi vseobsegajoči donos, varovanje denarnih tokov

EUR 1.000	2017	2016
<b>Začetno stanje</b>	<b>907</b>	<b>(3.262)</b>
Bruto vrednost	1.119	(3.931)
Odloženi davek	(212)	669
<b>Povečanje</b>	<b>3.289</b>	<b>4.169</b>
Bruto vrednost	4.060	5.050
Odloženi davek	(771)	(881)
<b>Končno stanje</b>	<b>4.196</b>	<b>907</b>
Bruto vrednost	5.179	1.119
Odloženi davek	(983)	(212)

### Akumulirani drugi vseobsegajoči donos, finančna sredstva, razpoložljiva za prodajo

EUR 1.000	2017	2016
<b>Začetno stanje</b>	<b>17.665</b>	<b>16.729</b>
Bruto vrednost	21.808	20.155
Odloženi davek	(4.143)	(3.426)
<b>Povečanje</b>	<b>6.207</b>	<b>9.773</b>
Bruto vrednost	7.663	12.563
Odloženi davek	(1.456)	(2.790)
<b>Zmanjšanje</b>	<b>(2.504)</b>	<b>(8.837)</b>
Bruto vrednost	(3.091)	(10.910)
Odloženi davek	587	2.073
<b>Končno stanje</b>	<b>21.368</b>	<b>17.665</b>
Bruto vrednost	26.380	21.808
Odloženi davek	(5.012)	(4.143)

## Pojasnila k računovodskim izkazom

## Akumulirani drugi vseobsegajoči donos, aktuarski čisti dobički / izgube za pokojninske programe

EUR 1.000	2017	2016
<b>Začetno stanje</b>	<b>506</b>	<b>511</b>
Bruto vrednost	557	557
Odloženi davek	(51)	(46)
<b>Povečanje</b>	<b>17</b>	<b>(5)</b>
Bruto vrednost	19	-
Odloženi davek	(2)	(5)
<b>Končno stanje</b>	<b>523</b>	<b>506</b>
Bruto vrednost	576	557
Odloženi davek	(53)	(51)

## Pojasnilo 23: Rezerve iz dobička

EUR 1.000	Banka		Skupina	
	31. 12. 2017	31. 12. 2016	31. 12. 2017	31. 12. 2016
Zakonske rezerve	1.307	1.307	1.307	1.307
Druge rezerve iz dobička	83.328	83.328	101.193	97.266
<b>Skupaj</b>	<b>84.635</b>	<b>84.635</b>	<b>102.500</b>	<b>98.573</b>

Druge rezerve iz dobička Skupine vključujejo slabo ime iz naslova začetne konsolidacije UniCredit Leasing, d.o.o. v višini 14.893 tisoč evrov.

Pojasnilo 24: Zadržani dobiček / izguba  
(vključno s čistim dobičkom / izgubo poslovnega leta)

EUR 1.000	Banka		Skupina	
	31. 12. 2017	31. 12. 2016	31. 12. 2017	31. 12. 2016
Čisti dobiček / (izguba) poslovnega leta	38.341	13.864	36.235	17.791
Zadržani dobiček	37	55	37	55
<b>Skupaj</b>	<b>38.378</b>	<b>13.919</b>	<b>36.272</b>	<b>17.846</b>

## Bilančni dobiček Banke

EUR 1.000	2017	2016
Čisti dobiček / (izguba) poslovnega leta	38.341	13.864
Preneseni čisti dobiček	37	55
<b>Bilančni dobiček</b>	<b>38.378</b>	<b>13.919</b>
Delitev čistega dobička poslovnega leta	(38.341)	(13.864)
Delitev čistega dobička preteklih let	(31)	(18)
Prenos v naslednje leto	6	37

V letu 2017 je bilo delničarjem izplačanega 13.882 tisoč evrov bilančnega dobička. Uprava je predlagala nadzornemu svetu in skupščini Banke, da se del bilančnega dobička leta 2017 v višini 38.372 tisoč evrov razdeli med delničarje, preostali del bilančnega dobička pa ostane nerazporejen.



### Osnovni in popravljeni dobiček na delnico

EUR 1.000	Banka		Skupina	
	31. 12. 2017	31. 12. 2016	31. 12. 2017	31. 12. 2016
(1) Čisti dobiček poslovnega leta	38.341	13.864	36.235	17.791
(2) Število delnic	4.888.193	4.888.193	4.888.193	4.888.193
(3) Tehtano povprečno število delnic v letu	4.888.193	4.888.193	4.888.193	4.888.193
<b>(4) Dobiček na delnico v evrih (1) / (3)</b>	<b>7,84</b>	<b>2,84</b>	<b>7,41</b>	<b>3,64</b>

Osnovni in popravljeni dobiček na delnico sta enaka.

## Pojasnila k izkazu poslovnega izida

### Pojasnilo 25: Prihodki iz obresti

EUR 1.000	Banka		Skupina	
	2017	2016	2017	2016
Obresti iz finančnih sredstev, namenjenih trgovanju	3.229	4.467	3.229	4.467
Obresti iz izvedenih finančnih instrumentov, namenjenih varovanju	2.296	3.036	2.296	3.036
Obresti iz finančnih sredstev, razpoložljivih za prodajo	6.419	8.346	6.419	8.346
Obresti iz danih kreditov	32.714	38.600	36.567	42.563
Bankam	76	168	76	168
Strankam	32.638	38.432	36.491	42.395
Obresti iz danih oslabljenih kreditov	9.224	2.248	9.224	2.248
Strankam	9.224	2.248	9.224	2.248
Obresti iz finančnih sredstev v posesti do zapadlosti	355	391	355	391
Negativne obresti od obveznosti	1.415	1.364	1.415	1.364
<b>Skupaj</b>	<b>55.652</b>	<b>58.452</b>	<b>59.505</b>	<b>62.415</b>

### Pojasnilo 26: Odhodki za obresti

EUR 1.000	Banka		Skupina	
	2017	2016	2017	2016
Obresti za finančne obveznosti do centralne banke	-	59	-	59
Obresti za finančne obveznosti, namenjene trgovanju	3.252	4.740	3.252	4.740
Obresti iz izvedenih finančnih instrumentov, namenjenih varovanju	2.662	2.801	2.662	2.801
Obresti za finančne obveznosti, merjene po odplačni vrednosti	5.001	7.977	5.331	8.788
Bankam	2.578	3.321	2.855	4.079
Strankam	2.423	4.656	2.476	4.709
Negativne obresti od terjatev	1.444	937	1.444	937
<b>Skupaj</b>	<b>12.359</b>	<b>16.514</b>	<b>12.689</b>	<b>17.325</b>

## Pojasnila k računovodskim izkazom

## Pojasnilo 27: Prihodki iz dividend

Pojasnilo se za obe leti nanaša na Banko in na Skupino

EUR 1.000	2017	2016
Dividende iz finančnih sredstev, razpoložljivih za prodajo	140	8
<b>Skupaj</b>	<b>140</b>	<b>8</b>

## Pojasnilo 28: Prihodki iz opravnin (provizij)

EUR 1.000	Banka		Skupina	
	2017	2016	2017	2016
Opravnine iz poslov z vrednostnimi papirji	7.100	5.989	7.100	5.989
Opravnine iz danih jamstev	2.916	2.840	2.875	2.829
Opravnine iz opravljanja plačilnih storitev - vodenje transakcijskih računov	2.651	2.660	2.651	2.660
Opravnine iz opravljanja plačilnih storitev - izvrševanje plačil	5.481	5.387	5.481	5.387
Opravnine iz opravljanja plačilnih storitev - kartično poslovanje	5.071	4.810	5.071	4.810
Opravnine iz opravljanja drugih plačilnih storitev	1.973	1.638	1.973	1.638
Opravnine iz kreditnih in najemnih poslov	5.172	4.850	5.221	5.254
Opravnine iz investicijskega svetovanja	939	1.680	939	1.680
Opravnine iz drugih poslov	898	567	898	567
<b>Skupaj</b>	<b>32.201</b>	<b>30.421</b>	<b>32.209</b>	<b>30.814</b>

## Pojasnilo 29: Odhodki za opravnine (provizije)

EUR 1.000	Banka		Skupina	
	2017	2016	2017	2016
Opravnine od opravljenih plačilnih storitev - kartično poslovanje	2.831	2.512	2.831	2.512
Opravnine od opravljenih drugih plačilnih storitev	2.367	2.212	2.344	2.216
Opravnine od opravljenih posredniških in komisijskih poslov	1.397	1.221	1.412	1.221
Opravnine od opravljenih storitev za investicijsko svetovanje	188	188	188	188
Opravnine od opravljenih drugih storitev	1.255	1.359	1.413	1.576
<b>Skupaj</b>	<b>8.038</b>	<b>7.492</b>	<b>8.188</b>	<b>7.713</b>

Pojasnilo 30: Realizirani dobički / izgube iz finančnih sredstev in obveznosti, ki niso merjeni po pošteni vrednosti skozi izkaz poslovnega izida

EUR 1.000	Banka		Skupina	
	2017	2016	2017	2016
<b>Realizirani dobički</b>	<b>2.603</b>	<b>13.357</b>	<b>2.603</b>	<b>13.406</b>
Iz dolžniških vrednostnih papirjev, razpoložljivih za prodajo	1.446	8.288	1.446	8.288
Iz lastniških vrednostnih papirjev, razpoložljivih za prodajo	17	3.621	17	3.621
Iz kreditov	1.115	1.396	1.115	1.396
Iz drugih finančnih sredstev in obveznosti	25	52	25	101
<b>Realizirane izgube</b>	<b>(2.387)</b>	<b>(2.076)</b>	<b>(2.387)</b>	<b>(2.076)</b>
Iz dolžniških vrednostnih papirjev, razpoložljivih za prodajo	(124)	(37)	(124)	(37)
Iz lastniških vrednostnih papirjev, razpoložljivih za prodajo	-	(81)	-	(81)
Iz kreditov	(52)	(1.958)	(52)	(1.958)
Iz drugih finančnih sredstev in obveznosti	(2.211)	-	(2.211)	-
<b>Skupaj</b>	<b>216</b>	<b>11.281</b>	<b>216</b>	<b>11.330</b>

Pojasnilo 31: Čisti dobički / izgube iz finančnih sredstev in obveznosti, namenjenih trgovanju

Pojasnilo se za obe leti nanaša na Banko in na Skupino

EUR 1.000	2017	2016
Čisti dobički iz trgovanja z vrednostnimi papirji	273	175
Čisti dobički pri nakupu in prodaji tujih valut	2.096	2.580
Čisti dobički / izgube iz izvedenih finančnih instrumentov	(645)	437
<b>Skupaj</b>	<b>1.724</b>	<b>3.192</b>

Pojasnilo 32: Spremembe poštene vrednosti pri obračunavanju varovanj pred tveganji

Pojasnilo se za obe leti nanaša na Banko in na Skupino

EUR 1.000	2017	2016
Spremembe poštene vrednosti izvedenih finančnih instrumentov za varovanje skupine finančnih instrumentov pred tveganjem spremembe obrestne mere	2.609	864
Spremembe poštene vrednosti izvedenih finančnih instrumentov za varovanje poštene vrednosti instrumentov - mikro	46	-
Spremembe poštene vrednosti izvedenih finančnih instrumentov za varovanje denarnih tokov skupine finančnih instrumentov - neuspešni del - makro	(5.240)	(6.404)
Čisti izid iz varovanih postavk - spremembe poštene vrednosti varovane skupine finančnih instrumentov pred tveganjem spremembe obrestne mere	(3.125)	(1.223)
<b>Skupaj</b>	<b>(5.710)</b>	<b>(6.763)</b>

Spremembe poštene vrednosti izvedenih finančnih instrumentov za varovanje denarnih tokov vključujejo čiste odhodke iz naslova predčasnih prekinitev instrumentov za varovanje denarnih tokov v višini 4.896 tisoč evrov.

## Pojasnila k računovodskim izkazom

## Pojasnilo 33: Čisti dobički / izgube iz tečajnih razlik

EUR 1.000	Banka		Skupina	
	2017	2016	2017	2016
Dobički iz tečajnih razlik	132.101	185.108	132.143	185.274
Izgube iz tečajnih razlik	(129.737)	(184.638)	(129.791)	(184.827)
<b>Skupaj</b>	<b>2.364</b>	<b>470</b>	<b>2.352</b>	<b>447</b>

## Pojasnilo 34: Čisti dobički / izgube iz odprave pripoznanja sredstev brez nekratkoročnih sredstev v posesti za prodajo

EUR 1.000	Banka		Skupina	
	2017	2016	2017	2016
Dobički iz odprave pripoznanja	-	-	98	5
Izgube iz odprave pripoznanja	(649)	(82)	(649)	(82)
<b>Skupaj</b>	<b>(649)</b>	<b>(82)</b>	<b>(551)</b>	<b>(77)</b>

## Pojasnilo 35: Drugi čisti poslovni dobički / izgube

EUR 1.000	Banka		Skupina	
	2017	2016	2017	2016
<b>Dobički</b>	<b>1.417</b>	<b>2.278</b>	<b>2.469</b>	<b>4.211</b>
Dobički iz operativnih tveganj	6	4	205	128
Prihodki iz povrnjenih stroškov za delavce napotene v tujino	954	1.025	1.091	1.138
Prihodki iz najemov	93	138	730	1.277
Ostali dobički	364	1.111	443	1.668
<b>Izgube</b>	<b>(2.527)</b>	<b>(2.050)</b>	<b>(2.779)</b>	<b>(2.466)</b>
Članarine	(74)	(70)	(74)	(70)
Izgube iz operativnih tveganj	(61)	(39)	(61)	(180)
Sklad za reševanje bank	(1.184)	(1.405)	(1.184)	(1.405)
Odhodki iz najemov	-	-	(143)	(160)
Ostale izgube	(1.208)	(536)	(1.317)	(651)
<b>Skupaj</b>	<b>(1.110)</b>	<b>228</b>	<b>(310)</b>	<b>1.745</b>

## Pojasnilo 36: Administrativni stroški

EUR 1.000	Banka		Skupina	
	2017	2016	2017	2016
Stroški dela	23.479	23.031	24.422	24.003
Ostali administrativni stroški	13.387	10.997	13.658	11.346
<b>Skupaj</b>	<b>36.866</b>	<b>34.028</b>	<b>38.080</b>	<b>35.349</b>

### Stroški dela

EUR 1.000	Banka		Skupina	
	2017	2016	2017	2016
Bruto plače	16.615	16.253	17.265	16.936
Dajatve za socialno zavarovanje	1.096	1.236	1.138	1.285
Dajatve za pokojninsko zavarovanje	1.326	1.505	1.398	1.583
Druge dajatve, odvisne od bruto plač	454	29	463	39
Nadomestilo za prevoz in za prehrano	1.325	1.338	1.361	1.391
Variabilni del plače	1.334	1.152	1.432	1.218
Drugi stroški dela	1.329	1.518	1.365	1.551
<b>Skupaj</b>	<b>23.479</b>	<b>23.031</b>	<b>24.422</b>	<b>24.003</b>

### Ostali administrativni stroški

EUR 1.000	Banka		Skupina	
	2017	2016	2017	2016
Stroški najemnin in zakupnin	2.009	2.047	1.982	2.052
Stroški informacijskega sistema	2.305	2.447	2.376	2.519
Stroški poštnine in komunikacije	1.287	1.207	1.356	1.267
Stroški svetovalnih in revizijskih storitev	2.884	1.260	2.910	1.285
Ostale storitve drugih	790	737	884	884
Stroški reklame	1.132	971	1.132	972
Stroški izobraževanja	137	117	137	117
Stroški materiala	655	627	664	635
Stroški vzdrževanja, upravljanja in varovanja opredmetenih osnovnih sredstev	1.188	776	1.199	796
Stroški zavarovanja	529	533	538	537
Stroški službenih poti	140	129	149	136
Stroški nadzora	331	146	331	146
<b>Skupaj</b>	<b>13.387</b>	<b>10.997</b>	<b>13.658</b>	<b>11.346</b>

Stroški svetovalnih in revizijskih storitev vključujejo stroške revizije računovodskih izkazov za leto 2017 v višini 191 tisoč evrov revizijske hiše Deloitte revizija, d.o.o., ki za Banko ni opravljala nerevizijskih storitev.

Banka ima v najemu večje število poslovnih prostorov. Najemne pogodbe se sklenejo za obdobje do 15 let z možnostjo podaljšanja oziroma predčasne prekinitve.

Najmanjša vsota najemnin, ki bi jih Banka morala plačati v največ letu dni, je 1.939 tisoč evrov, v več kot letu dni in ne več kot petih letih 1.440 tisoč evrov in v več kot petih letih 170 tisoč evrov (leta 2016: 1.944 tisoč evrov v največ letu dni, v več kot letu dni in ne več kot petih letih 1.442 tisoč evrov in v več kot petih letih 181 tisoč evrov).

## Pojasnila k računovodskim izkazom

## Pojasnilo 37: Amortizacija

EUR 1.000	Banka		Skupina	
	2017	2016	2017	2016
<b>Amortizacija opredmetenih osnovnih sredstev</b>	<b>1.611</b>	<b>1.684</b>	<b>2.275</b>	<b>2.692</b>
Amortizacija vlaganj v tuje objekte	681	704	682	706
Amortizacija računalniške opreme	595	583	595	591
Amortizacija ostale opreme	335	397	998	1.395
<b>Amortizacija neopredmetenih dolgoročnih sredstev</b>	<b>3.559</b>	<b>4.038</b>	<b>3.600</b>	<b>4.075</b>
<b>Amortizacija naložbenih nepremičnin</b>	<b>-</b>	<b>-</b>	<b>62</b>	<b>126</b>
<b>Skupaj</b>	<b>5.170</b>	<b>5.722</b>	<b>5.937</b>	<b>6.893</b>

## Pojasnilo 38: Rezervacije

EUR 1.000	Banka		Skupina	
	2017	2016	2017	2016
Za pravno nerešene tožbe	1.865	(413)	1.865	(413)
Za jubilejne nagrade in odpravnine	78	15	78	15
Druge rezervacije	-	2.600	(364)	2.294
Za zunajbilančne obveznosti	2.773	(1.596)	2.773	(1.596)
<b>Skupaj</b>	<b>4.716</b>	<b>606</b>	<b>4.352</b>	<b>300</b>

## Pojasnilo 39: Oslabitve

EUR 1.000	Banka		Skupina	
	2017	2016	2017	2016
<b>Oslabitve finančnih sredstev, merjenih po odplačni vrednosti</b>	<b>(37.949)</b>	<b>(70.745)</b>	<b>(33.748)</b>	<b>(73.973)</b>
Povečanje	39.956	32.473	47.729	35.099
Kredit	39.820	31.980	47.593	34.606
Druga finančna sredstva	136	493	136	493
Zmanjšanje	(77.905)	(103.218)	(81.477)	(109.072)
Kredit	(77.479)	(96.428)	(81.051)	(102.282)
Druga finančna sredstva	(426)	(6.790)	(426)	(6.790)
<b>Odpisi finančnih sredstev, merjenih po odplačni vrednosti</b>	<b>8.916</b>	<b>88.136</b>	<b>10.269</b>	<b>88.988</b>
Odhodki iz odpisov	8.931	88.294	10.586	89.159
Prihodki iz odpisanih terjatev	(15)	(158)	(317)	(171)
<b>Oslabitve naložbenih nepremičnin</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>47</b>
Povečanje	-	-	-	47
<b>Skupaj</b>	<b>(29.033)</b>	<b>17.391</b>	<b>(23.479)</b>	<b>15.062</b>

## Pojasnilo 40: Čisti dobički / izgube iz nekratkoročnih sredstev v posesti za prodajo

EUR 1.000	Banka		Skupina	
	2017	2016	2017	2016
Dobički iz nekratkoročnih sredstev v posesti za prodajo	9	2	9	396
Izgube iz nekratkoročnih sredstev v posesti za prodajo	(5)	-	(5)	(17)
<b>Skupaj</b>	<b>4</b>	<b>2</b>	<b>4</b>	<b>379</b>

## Pojasnilo 41: Davek iz dohodka pravnih oseb

EUR 1.000	Banka		Skupina	
	2017	2016	2017	2016
Tekoči davek	3.643	2.479	3.587	3.321
Odloženi davek	4.732	(887)	3.990	(265)
<b>Skupaj</b>	<b>8.375</b>	<b>1.592</b>	<b>7.577</b>	<b>3.056</b>

Znesek davka iz dohodka pravnih oseb v celoti vpliva na dividende delničarjev Banke, ki so predvidene za izplačilo.

EUR 1.000	Banka		Skupina	
	2017	2016	2017	2016
Dobiček / izguba pred davki	46.716	15.456	43.812	20.848
Teoretični davek (19 % za 2017, 17 % za 2016)	8.876	2.628	8.324	3.544
Zmanjšanje davka	(247)	(248)	(985)	(1.644)
za zmanjšanje prihodkov	(246)	(2)	(936)	(1.014)
za davčno priznanje odhodkov preteklih let	(1)	(246)	(49)	(630)
Povečanje davka za nepriznane odhodke	152	115	1.851	615
Odloženi davek	4.732	(887)	3.990	(265)
Vzpostavitev in odprava začasnih razlik	4.732	(887)	3.990	(265)
Ostale prilagoditve	(5.138)	(16)	(5.603)	806
<b>Skupaj</b>	<b>8.375</b>	<b>1.592</b>	<b>7.577</b>	<b>3.056</b>

## Pojasnila k izkazu denarnih tokov

### Pojasnilo 42: Denarni ustrezniki

EUR 1.000	Banka		Skupina	
	31. 12. 2017	31. 12. 2016	31. 12. 2017	31. 12. 2016
Denar v blagajni	10.943	12.586	10.943	12.586
Obvezne rezerve pri centralni banki	359.410	19.761	359.410	19.761
Vpogledne vloge pri bankah	42.207	276.974	44.212	278.979
Kreditni bankam z zapadlostjo do 3 mesece	4.203	7.540	4.203	7.540
<b>Skupaj</b>	<b>416.763</b>	<b>316.861</b>	<b>418.768</b>	<b>318.866</b>

## Pojasnila k računovodskim izkazom

## Pojasnila k zunajbilančnemu poslovanju v skladu z zahtevami Banke Slovenije

## Pojasnilo 43: Zunajbilančno poslovanje

Pojasnilo se za obe leti nanaša na Banko in na Skupino.

EUR 1.000	31. 12. 2017	31. 12. 2016
Garancije	217.069	201.216
Kreditni, limiti in kreditne linije	619.356	536.256
Upniki po spot poslih	20.264	33.713
Nazivna vrednost izvedenih finančnih instrumentov	1.957.406	3.183.714
<b>Skupaj</b>	<b>2.814.095</b>	<b>3.954.899</b>

## Gibanje garancij

EUR 1.000	2017	2016
<b>Začetno stanje</b>	<b>201.216</b>	<b>200.197</b>
<b>Povečanje</b>	<b>184.513</b>	<b>163.555</b>
Nove garancije	182.218	161.740
Tečajne razlike	2.295	1.815
<b>Zmanjšanje</b>	<b>(168.660)</b>	<b>(162.536)</b>
Izplačilo garancij	(207)	(188)
Ugasnjene garancije	(165.648)	(160.558)
Tečajne razlike	(2.805)	(1.790)
<b>Končno stanje</b>	<b>217.069</b>	<b>201.216</b>

## Izvedeni finančni instrumenti

EUR 1.000	31. 12. 2017	31. 12. 2016
Terminske pogodbe (Forward in Futures)	101.978	241.480
Obrestne opcije (Option)	16.126	14.201
Obrestne zamenjave (Swap)	1.519.486	2.531.452
Namenjene trgovanju	643.229	587.339
Namenjene varovanju	876.257	1.944.113
Valutne zamenjave (Swap)	318.966	395.913
Namenjene trgovanju	159.676	220.057
Namenjene varovanju	159.290	175.856
Blagovne zamenjave	850	668
<b>Skupaj</b>	<b>1.957.406</b>	<b>3.183.714</b>

Pojasnilo, ki se nanaša na negotovost glede gospodarskih koristi, Banka razkriva preko analize kreditnega tveganja nasprotni stranke v poglavju Bančna tveganja. Pri sklepanju večine poslov z izvedenimi finančnimi instrumenti Banka teži k zapiranju pozicij.



## Pojasnilo 44: Poslovanje po pooblastilu

Pojasnilo se za obe leti nanaša na Banko in na Skupino.

### Bilanca stanja iz poslovanja po pooblastilu

EUR 1.000	31. 12. 2017	31. 12. 2016
Denarna sredstva strank za posredovanje s finančnimi instrumenti	10.166	8.855
Terjatve iz poslov gospodarjenja s finančnimi instrumenti	43.753	43.423
Terjatve po skrbniških poslih	9.865.590	7.900.720
Terjatve do KDD za prodane finančne instrumente	19	2
Terjatve do drugih poravnalnih sistemov in institucij za prodane finančne instrumente (kupcev)	3.455	7.299
Terjatve iz poravnalnega poslovanja	19	97
Terjatve iz drugih poslov v tujem imenu in za tuj račun	147.026	189.499
<b>Skupaj sredstva</b>	<b>10.070.028</b>	<b>8.149.895</b>
Obveznosti do strank iz denarnih sredstev in finančnih instrumentov	53.917	52.278
Obveznosti do KDD za kupljene finančne instrumente	-	96
Obveznosti do drugih poravnalnih sistemov in institucij za kupljene finančne instrumente (dobaviteljev)	9.869.065	7.907.925
Obveznosti do banke za provizije, stroške ipd.	1	-
Obveznosti iz poravnalnega poslovanja	19	97
Obveznosti iz drugih poslov v tujem imenu in za tuj račun	147.026	189.499
<b>Skupaj obveznosti</b>	<b>10.070.028</b>	<b>8.149.895</b>

## Pojasnilo 45: Posredniško poslovanje

Pojasnilo se za obe leti nanaša na Banko in na Skupino.

EUR 1.000	31. 12. 2017	31. 12. 2016
<b>Terjatve poravnalnega oz. transakcijskih računov za sredstva strank</b>	<b>9.912.817</b>	<b>7.951.444</b>
Iz finančnih instrumentov	9.909.343	7.944.143
Do KDD oz. obračunskega računa banke za prodane finančne instrumente	19	2
Do drugih poravnalnih sistemov in institucij za prodane finančne instrumente (kupcev)	3.455	7.299
<b>Denarna sredstva strank</b>	<b>10.166</b>	<b>8.855</b>
Na poravnalnem računu za sredstva strank	1.876	1.799
Na transakcijskih računih bank	8.290	7.056
<b>Skupaj sredstva</b>	<b>9.922.983</b>	<b>7.960.299</b>
<b>Obveznosti poravnalnega oz. transakcijskih računov za sredstva strank</b>	<b>9.922.983</b>	<b>7.960.299</b>
Do strank iz denarnih sredstev in finančnih instrumentov	53.917	52.278
Do KDD oz. obračunskega računa banke za kupljene finančne instrumente	-	96
Do drugih poravnalnih sistemov in institucij za kupljene finančne instrumente (dobaviteljev)	9.869.065	7.907.925
Do banke oz. poravnalnega računa za provizije, stroške, ipd.	1	-
<b>Skupaj obveznosti</b>	<b>9.922.983</b>	<b>7.960.299</b>
<b>Zabilančna evidenca</b>	<b>9.909.343</b>	<b>7.944.143</b>
<b>Finančni instrumenti, ločeno po storitvah</b>	<b>9.909.343</b>	<b>7.944.143</b>
Gospodarjenje s finančnimi instrumenti	43.753	43.423
Skrbniški posli	9.865.590	7.900.720

## Pojasnila k računovodskim izkazom

## Prihodki in odhodki iz opravnin v zvezi z investicijskimi storitvami in posli

EUR 1.000	2017	2016
<b>Prihodki iz opravnin (provizij) v zvezi z investicijskimi in pomožnimi investicijskimi storitvami in posli za stranke</b>	<b>8.041</b>	<b>7.670</b>
Sprejemanje, posredovanje in izvrševanja naročil	104	60
Gospodarjenje s finančnimi sredstvi	486	453
Izvedba prvih ali nadaljnjih prodaj brez obveznosti odkupa	498	101
Skrbnišтво in sorodne storitve	6.014	5.376
Svetovanje podjetjem glede kapitalne sestave, poslovne strategije in sorodnih zadev ter svetovanje in storitve v zvezi z združitvijo in nakupi podjetij	939	1.680
<b>Odhodki iz opravnin (provizij) v zvezi z investicijskimi in pomožnimi investicijskimi storitvami in posli za stranke</b>	<b>1.758</b>	<b>1.366</b>
Opravnine v zvezi s KDD družbo in njej podobnimi organizacijami	1.758	1.366

## Pojasnilo 46: Povezane stranke

Banka je hčerinska banka UniCredit S.p.A. s sedežem v Milanu, ki ima v lasti 100,0 % delnic Banke in je hkrati matična banka Skupine.

V svojem običajnem poslovanju Banka sklepa številne transakcije z drugimi članicami matične skupine UniCredit, kar vključuje dane in prejete kredite ter depozite, nakupe in prodajo tujih valut ter posle z izvedenimi finančnimi instrumenti.

Obseg poslov s povezanimi strankami ter iz njih izhajajoči prihodki ter odhodki so navedeni v nadaljevanju:

## Izkaz finančnega položaja

EUR 1.000	Banka		Skupina	
	31. 12. 2017	31. 12. 2016	31. 12. 2017	31. 12. 2016
<b>Kredit</b>	<b>211.749</b>	<b>380.841</b>	<b>74.740</b>	<b>283.284</b>
Uprava	827	446	870	526
Ključno ravnateljsko osebje	158	239	217	319
Matična banka	42.513	4.046	42.513	4.046
Ostale povezane osebe v matični skupini UniCredit	168.216	375.996	31.105	278.276
Ostale povezane osebe	35	114	35	117
<b>Izvedeni finančni instrumenti</b>	<b>11.743</b>	<b>14.405</b>	<b>11.743</b>	<b>14.405</b>
Matična banka	1.021	-	1.021	-
Ostale povezane osebe v matični skupini UniCredit	10.722	14.405	10.722	14.405
<b>Druga sredstva</b>	<b>916</b>	<b>59</b>	<b>843</b>	<b>7</b>
Matična banka	713	7	713	7
Ostale povezane osebe v matični skupini UniCredit	203	52	130	-
<b>Skupaj sredstva</b>	<b>224.408</b>	<b>395.305</b>	<b>87.326</b>	<b>297.696</b>
<b>Finančne obveznosti, merjene po odplačni vrednosti</b>	<b>116.740</b>	<b>213.964</b>	<b>128.248</b>	<b>255.653</b>
Uprava	76	85	99	120
Ključno ravnateljsko osebje	5	11	77	93
Matična banka	18	52.004	18	52.004
Ostale povezane osebe v matični skupini UniCredit	116.340	161.591	109.585	203.163
Ostale povezane osebe	301	273	18.469	273
<b>Izvedeni finančni instrumenti</b>	<b>25.981</b>	<b>66.017</b>	<b>25.981</b>	<b>66.017</b>
Matična banka	1.151	1	1.151	1
Ostale povezane osebe v matični skupini UniCredit	24.830	66.016	24.830	66.016
<b>Druge obveznosti</b>	<b>2.320</b>	<b>1.380</b>	<b>2.318</b>	<b>1.480</b>
Matična banka	830	463	830	563
Ostale povezane osebe v matični skupini UniCredit	1.490	917	1.488	917
<b>Skupaj obveznosti</b>	<b>145.041</b>	<b>281.361</b>	<b>156.547</b>	<b>323.150</b>

Kreditni bankam v matični skupini vključujejo vloge na vpogled, vezane vloge in kredite. So nezavarovani in sklenjeni z variabilno ali s fiksno obrestno mero po tržnih pogojih.

### Izkaz poslovnega izida

EUR 1.000	Banka		Skupina	
	2017	2016	2017	2016
<b>Prihodki iz obresti</b>	<b>1.933</b>	<b>2.426</b>	<b>126</b>	<b>1.627</b>
Uprava	11	5	12	6
Ključno ravnateljsko osebje	2	3	2	4
Matična banka	-	9	-	9
Ostale povezane osebe v matični skupini UniCredit	1.919	2.409	111	1.607
Ostale povezane osebe	1	-	1	1
<b>Odhodki za obresti</b>	<b>8.276</b>	<b>7.848</b>	<b>8.545</b>	<b>7.848</b>
Matična banka	983	17	983	17
Ostale povezane osebe v matični skupini UniCredit	7.291	7.829	7.560	7.829
Ostale povezane osebe	2	2	2	2
<b>Prihodki iz opravnin (provizij)</b>	<b>1.752</b>	<b>758</b>	<b>1.709</b>	<b>746</b>
Matična banka	650	100	650	100
Ostale povezane osebe v matični skupini UniCredit	1.102	658	1.059	646
<b>Odhodki za opravnine (provizije)</b>	<b>493</b>	<b>466</b>	<b>574</b>	<b>466</b>
Matična banka	233	11	312	11
Ostale povezane osebe v matični skupini UniCredit	260	455	262	455
<b>Čisti dobički / izgube iz finančnih sredstev in obveznosti, namenjenih trgovanju</b>	<b>(6.290)</b>	<b>(8.935)</b>	<b>(6.290)</b>	<b>(8.935)</b>
Matična banka	(437)	(847)	(437)	(847)
Ostale povezane osebe v matični skupini UniCredit	(5.853)	(8.088)	(5.853)	(8.088)
<b>Spremembe poštene vrednosti pri obračunavanju varovanj pred tveganji</b>	<b>(2.540)</b>	<b>(5.540)</b>	<b>(2.540)</b>	<b>(5.540)</b>
Matična banka	830	-	830	-
Ostale povezane osebe v matični skupini UniCredit	(3.370)	(5.540)	(3.370)	(5.540)
<b>Drugi poslovni dobički</b>	<b>1.237</b>	<b>1.186</b>	<b>1.113</b>	<b>1.031</b>
Matična banka	825	979	962	979
Ostale povezane osebe v matični skupini UniCredit	412	207	151	52
<b>Administrativni stroški</b>	<b>4.119</b>	<b>2.343</b>	<b>4.026</b>	<b>2.631</b>
Matična banka	313	320	313	320
Ostale povezane osebe v matični skupini UniCredit	3.806	2.023	3.713	2.311

## Pojasnila k računovodskim izkazom

## Izplačila povezanim strankam

EUR 1.000	Banka		Skupina	
	2017	2016	2017	2016
<b>Izplačila upravi</b>	<b>1.429</b>	<b>619</b>	<b>1.527</b>	<b>695</b>
Plače in drugi osebni prejemki	1.429	619	1.527	695
<b>Izplačila članom nadzornega sveta</b>	<b>44</b>	<b>65</b>	<b>44</b>	<b>65</b>
<b>Izplačila drugim zaposlenim z individualno pogodbo</b>	<b>1.664</b>	<b>1.768</b>	<b>1.849</b>	<b>1.984</b>
Plače in drugi osebni prejemki	1.664	1.768	1.849	1.984
<b>Skupaj</b>	<b>3.137</b>	<b>2.452</b>	<b>3.420</b>	<b>2.744</b>
Število članov uprave na dan 31.12.	5	5	6	6
Število članov nadzornega sveta na dan 31.12.	4	6	4	6
Število zaposlenih z individualno pogodbo na dan 31.12.	20	18	23	21

V letu 2017 je bilo povprečno 17 zaposlenih z individualno pogodbo.

V letih 2016 in 2017 ni bilo izplačil po programu nagrajevanja z delnicami in delniškimi opcijami.

Člani nadzornega sveta so prejeli 44 tisoč evrov nadomestila.

## Transakcije Banke z odvisno družbo UniCredit Leasing d.o.o.

## Stanja v izkazu finančnega položaja

EUR 1.000	31. 12. 2017	31. 12. 2016
Krediti	137.125	99.737
Dolgoročne naložbe v kapital odvisnih, pridruženih in skupaj obvladovanih družb	1	1
Druga sredstva	73	52
Finančne obveznosti, merjene po odplačni vrednosti	6.757	1.278

## Prihodki oz. odhodki

EUR 1.000	2017	2016
Prihodki iz obresti	1.808	1.532
Prihodki iz opravnin (provizij)	41	11
Drugi čisti poslovni dobički / izgube	342	288
Administrativni stroški	(42)	(20)

## Pojasnilo 47: Dogodki po datumu poročanja

Banka in Skupina po datumu poročanja nista zaznali pomembnejših poslovnih dogodkov, ki bi vplivali na računovodske izkaze Banke in Skupine za leto 2017 ali ki bi zahtevali dodatna razkritja v teh računovodskih izkazih.

# Vzpostavitev vitke organizacijske strukture.



Vzpostavili smo vitkejši, vendar močan usmerjevalni korporativni center z namenom zagotavljanja uspešnega delovanja in prevzemanja odgovornosti znotraj celotne matične Skupine. S fleksibilnejšimi podpornimi funkcijami in preglednejšo razporeditvijo stroškov se osredotočamo na učinkovitost in poenostavitev poslovanja. To nas uvršča med najboljše na področju korporativnega upravljanja v Evropi.

## Izjava upravljalnega organa o ustreznosti ureditev upravljanja tveganj

V skladu z alinejo e) 435. člena uredbe EU št. 575/2013 Evropskega parlamenta in Sveta o bonitetnih zahtevah za kreditne institucije in investicijska podjetja (CRR) upravljalni organ – uprava (ki jo sestavljajo: mag. Stefan Vavti, predsednik uprave, mag. Damijan Dolinar, član uprave, Alessandro Pontoglio, član uprave in Sergio Marino, član uprave) in nadzorni svet, ki ga zastopa predsednik nadzornega sveta Marco Lotteri, s podpisom te izjave potrjujeta ustreznost ureditve upravljanja tveganj, ki je v organizacijski shemi Banke samostojno področje. Sistem upravljanja tveganj ustreza profilu tveganosti Banke in strategiji Banke ter sposobnosti prevzemanja tveganj.

Ljubljana, 20. februar 2018



Marco Lotteri  
Predsednik nadzornega sveta



Mag. Stefan Vavti  
Predsednik uprave



Mag. Damijan Dolinar, CFA  
Član uprave



Alessandro Pontoglio  
Član uprave



Sergio Marino  
Član uprave

# Bančna tveganja

## Celovito upravljanje s tveganji

Skupina UniCredit identificira, meri, spremlja in upravlja s tveganji banke UniCredit Banka Slovenija d.d. in družbe UniCredit Leasing d.o.o. Pri izvajanju te naloge Banka sodeluje z enotami zadolženimi za upravljanje s tveganji na ravni matične skupine in v skladu z uveljavljenimi standardi matične skupine. Redno spremljanje izpostavljenosti tveganjem in upravljanje s tveganji poteka v tesnem sodelovanju z matično skupino in z namenom zagotoviti celovito upravljanje s tveganji na ravni matične skupine.

Skupina skladno z načeli matične skupine UniCredit ugotavlja, meri in/ali upravlja z naslednjimi kategorijami tveganj:

- kreditno tveganje,
- tržno tveganje (obrestno tveganje, tveganje kreditnega razpona, valutno tveganje in tveganja iz naslova trgovanja z lastniškimi vrednostnimi papirji),
- tveganja povezana z izvedenimi finančnimi instrumenti (tveganje nasprotne stranke, CVA tveganje),
- likvidnostno tveganje,
- operativno tveganje,
- tveganje ugleda,
- poslovno tveganje,
- strateško tveganje,
- kapitalsko tveganje,
- tveganja iz naslova deležev in kapitalskih udeležb Banke,
- tveganje na področju nepremičnin.

Skupina upravlja s tveganji na usklajen način po različnih organizacijskih ravneh. Poleg tega je struktura upravljanja s tveganji sestavni del širše prakse upravljanja s tveganji v matični skupini UniCredit. Na ta način podpira enotnost procesov upravljanja in nadzora nad tveganji v celotni matični skupini UniCredit.

Uprava Banke in nadzorni svet določita politiko tveganja in odobrita načela upravljanja s tveganji ter vzpostavitev limitov za vsa relevantna tveganja. Osrednje aktivnosti upravljanja s tveganji v Skupini vodi divizija Upravljanje s tveganji. Le-ta je neodvisna od poslovnih enot Skupine in je odgovorna neposredno članu uprave za področje upravljanja s tveganji. Osrednje mesto upravljanja s tveganji na najvišji ravni v Banki imajo tri vrste odborov, in sicer: odbor za upravljanje z bilanco banke, kreditni odbor in odbor za operativna tveganja.

### Odbor za upravljanje bilance banke (ALCO)

Odbor za upravljanje bilance banke (v nadaljevanju: ALCO) je odbor Skupine, ki se ukvarja z vprašanji celovitega upravljanja s tveganji. ALCO se ukvarja z odobritvijo in pregledovanjem strategij in politik prevzemanja in upravljanja s tveganji, redno preverja izpostavljenost Banke različnim vrstam tveganj in odobri določitve limitov za vse pomembne vrste tveganj ter postopke obvladovanja tveganj. ALCO odbor je odgovoren za upravljanje s strukturo bilance Skupine, spremlja izpostavljenost tržnemu, likvidnostnemu tveganju in tveganji povezanimi z izvedenimi finančnimi instrumenti, spremlja kreditni portfelj, ukvarja pa se tudi z vprašanji upravljanja tveganj, ki zadevajo več divizij in upravljanja poslovanja celotne Skupine. Odbor se ukvarja tudi z upravljanjem kapitala Skupine; ima pregled nad razvojem kapitalske ustreznosti in količniki, nad regulatornim in ekonomskim kapitalom, razporeditvijo kapitala in razpoložljivimi finančnimi viri.

### Kreditni odbor

Z namenom odobritev posamičnih kreditnih izpostavljenosti je v Banki vzpostavljen kreditni odbor. Raven odločanja je določena z zneski predlagane potencialne kreditne izpostavljenosti do posamezne osebe oziroma skupine povezanih oseb ter z bonitetnim razredom dolžnika. Kadar gre za nastanek velike izpostavljenosti, skladno z zakonodajo in internimi akti matične skupine UniCredit odločitve potrjuje nadzorni svet Banke. V kreditnem odboru je prisoten predstavnik iz področja upravljanja s tveganji in iz področja prodajnih enot ter predsednik uprave. Redne seje kreditnega odbora potekajo enkrat tedensko. Procesi in načela presoje in odločanja o posamičnih kreditnih izpostavljenostih so določeni v ustreznih internih smernicah in navodilih. Kreditni odbor delegira odobritvene pristojnosti za nižje kreditne izpostavljenosti do pravnih in do fizičnih oseb določenim nosilcem individualne kreditne pristojnosti. Proces odločanja v hčerinski družbi teče skladno s procesi in politikami Banke.

### Odbor za operativna tveganja

Odbor za operativna tveganja je pristojen za učinkovit pregled izpostavljenosti operativnemu tveganju. Odbor razpolaga z razumevanjem in znanjem celotnega okvira upravljanja z operativnim tveganjem kot tudi z znanjem o tem, kako izpostavljenost operativnemu tveganju vpliva na poslovanje Skupine. Odbor za operativna tveganja je pristojen tudi za preverjanje, ali sta merjenje in sistem nadzora operativnega tveganja močno integrirana v dnevni proces obvladovanja tveganj Skupine. Odbor za operativna tveganja obravnava tudi tematike povezane s tveganjem ugleda. Odbor se sestaja najmanj štirikrat na leto.

# Bančna tveganja

## Upravljanje tveganj

Skupina je oblikovala jasna izhodišča za oblikovanje cen za posojila in depozite strank, s čimer zagotavljamo ločitve prejemkov poslovanja s strankami od funkcije internega upravljanja s sredstvi in obveznostmi Skupine. Enota Upravljanje bilance banke je odgovorna za obvladovanje tržnih tveganj v bančni knjigi in upravlja z likvidnostnim tveganjem ter poroča neposredno izvršnemu direktorju za finance (CFO). Enota Upravljanje bilance banke je odgovorna tudi za upravljanje s strukturo ročnosti in optimizacijo donosa Banke.

## Nagnjenost k prevzemanju tveganj

Ključni element pri upravljanju s tveganji je letna določitev tolerance do tveganj s strani uprave Skupine. Iz tega vidika se presojuje tudi strateški cilje Skupine. Obseg prevzetih tveganj Skupine je določen v dialogu z matično skupino UniCredit in odobren s strani nadzornega sveta. Nagnjenost k prevzemanju tveganj opisuje glavna načela Skupine pri toleranci do tveganj, ki so določena kvalitativno (v obliki izjave) in kvantitativno (v obliki ključnih kazalnikov). Nagnjenost k prevzemanju tveganj določa posamezne kategorije tveganj in ravni prevzemanja posameznih vrst tveganj, ki jih je Skupina pripravljena sprejeti za namen uresničevanja svojih poslovnih ciljev, strategij, politik in načrtov in so del strateških usmeritev in poslovnega načrta in hkrati skladni z umestitvijo Skupine v okvir matične skupine UniCredit.

Glavne dimenzije obsega prevzemanja tveganj so poslovna strategija, kapitalaska in likvidnostna ustreznost. Tako je opredeljen obseg prevzemanja tveganj skozi glavne kazalnike, ki predstavljajo Steber 1 in 2 in kazalnike t.i. recovery plana. Obseg prevzemanja tveganj je del procesa načrtovanja in v tem kontekstu skladen z načrti in načrtovanim profilom tveganosti Skupine.

Za vsak kazalnik je določena ciljna vrednost (h kateri stremi s svojim poslovanjem) ali t.i. sprožilna vrednost (trigger) ali določen limit. To omogoča redno spremljanje, pravočasno eskalacijo in povezavo z recovery planom. Izpostavljenost tveganjem, obseg prevzetih tveganj in sposobnost prevzemanja različnih tveganj ter različne stresne situacije so preko različnih poročil predstavljeni upravi Banke kot tudi prej omenjenim odborom.

## Kreditno tveganje

Kreditno tveganje je opredeljeno kot tveganje nastanka izgube zaradi neizpolnitve obveznosti dolžnika do banke.

Vrste kreditnih tveganj so naslednje:

- Tveganje neplačila: dogodek neplačila nastopi, ko stranka več kot 90 dni zamuja s plačilom katerekoli pomembnejše kreditne obveznosti oziroma je verjetnost plačila ocenjena kot nizka skladno z Direktivo CRD IV in Uredbo CRR ter veljavnimi internimi akti Skupine. Posledica teh dogodkov je uvrstitev vseh naložb povezanih s stranko med slabe naložbe.
- Deželno tveganje pomeni tveganje izgube, ki jo lahko utрпи Skupina v katerikoli državi, zaradi kateregakoli od naslednjih razlogov: možnost poslabšanja ekonomskih razmer, politični ali socialni nemiri, nacionalizacija ali razlastitev premoženja, zavrnitve s strani vlade v primeru zadolženosti, poostrene menjalne kontrole in valutne deprecije ali devalvacije.
- Tveganje poravnave je tveganje, ki lahko nastane pri poravnavi ali obračunavanju posameznih transakcij, v primeru ko ne pride istočasno do izmenjave / poravnave obveznosti v denarju, vrednostnih papirjih in/ali drugih oblikah premoženja.
- Tveganje koncentracije pomeni tveganje nastanka izgube v primeru prekomerne izpostavljenosti do posamezne osebe, skupine povezanih oseb in oseb, ki jih povezujejo skupni dejavniki tveganja, kot so isti gospodarski sektor oziroma geografsko območje ali istovrstni posli in podobno.
- Tveganje nasprotne stranke je tveganje, da bo nasprotna stranka postala neplačnik pred končno poravnavo denarnih tokov iz tega posla. Nanaša se na izvedene finančne instrumente, posle začasne prodaje oziroma odkupa, posojanja oziroma izposoje vrednostnih papirjev ali blaga, posle kreditiranja za povečanje trgovalnega portfelja in posle z dolgim rokom poravnave.
- Tveganje listninjenja, kateremu Skupina ni izpostavljena.

Glavni cilj upravljanja s kreditnim tveganjem je doseganje oziroma ohranjanje visoke kakovosti in razpršenosti kreditnega portfelja. Skupina sprejema in upravlja kreditno tveganje skladno z internimi akti. Postopki upravljanja kreditnega tveganja potekajo na ravni posamezne transakcije, stranke in portfelja na podlagi postopkov, struktur in pravil, ki usmerjajo, vodijo in standardizirajo ocenjevanje ter upravljanje kreditnega tveganja skladno z načeli in prakso Skupine. Aktivnosti so usmerjene v analizo glavnih sestavin kreditnega tveganja in njihovega časovnega razvoja z namenom pravočasnega odkrivanja znakov poslabšanja ter pravočasnega in ustreznega ukrepanja.

Podlaga učinkovitega upravljanja s kreditnim tveganjem je uporaba različnih bonitetnih modelov, ki so vgrajeni v odločitvene procese, povezane s kreditnim tveganjem. Bonitetni modeli so ključni tudi pri določanju kapitalске zahteve glede na višino tveganju prilagojene aktive. Pri upravljanju s kreditnim tveganjem daje Skupina velik poudarek konsistentnemu poročanju nadzornemu svetu in izvajanju notranjih kontrol. Na podlagi tveganju prilagojenega določanja cen in proaktivnega upravljanja s kreditnim tveganjem Skupina nenehno izboljšuje razpršenost svojega portfelja in razmerje med donosom in tveganjem.



Razdelitev odgovornosti med matično skupino in Banko glede upravljanja kreditnega tveganja je opredeljena v pravilih Skupine ter zagotavlja skladnost okvirja upravljanja s kreditnim tveganjem Skupine in z regulatornimi zahtevami, ki jih je Skupina zavezana spoštovati.

Pravila Skupine za usmerjanje, vodenje in standardizacijo ocenjevanja in upravljanja kreditnega tveganja so opredeljena na ravni Skupine skladno z regulatornimi zahtevami in dobro prakso Skupine. Pravila dopolnjujejo politike, ki se nanašajo na posamezna poslovna področja, segmente, transakcije, itd.

Strategije kreditnega tveganja Skupine so učinkovit instrument za upravljanje s kreditnim tveganjem ter so sestavni del procesov oblikovanja letnega načrta in nagnjenosti Skupine k prevzemanju tveganj. Na podlagi makroekonomskih scenarijev, predvidevanj glede posamezne gospodarske panoge in poslovnih strateških pobud, strategije kreditnega tveganja opredeljujejo nabor smernic in operativnih ciljev za poslovanje s posameznim poslovnim segmentom.

### Merjenje kreditnih tveganj

Temelj vsakega kreditnega odobritvenega procesa je podrobna obravnava vsake kreditne izpostavljenosti povezane s stranko. Skupina pri procesu odobranja svojih naložb upošteva tako verjetnost dogodka neplačila obveznosti posamezne stranke kot tudi tveganje povezano z različnimi vrstami izpostavljenosti. Pri merjenju kreditnega tveganja Skupina izračunava boniteto na podlagi verjetnosti dogodka neplačila obveznosti posamezne stranke.

Za del kreditnega portfelja pravnih oseb Banka ocenjuje parameter tveganja verjetnosti neplačila (PD) na podlagi interne metodologije (IRB pristop), skladno z Direktivo CRD IV in Uredbo CRR. Za ostali del portfelja Banka uporablja lokalne modele merjenja kreditne bonitete. Skupina z namenom učinkovitega in statistično podprtega merjenja kreditnih tveganj pripravlja in spremlja interne modele skladno s prej omenjeno direktivo in uredbo ter smernicami matične skupine.

Verjetnost dogodka neplačila in posledično boniteta posamezne stranke je določena na podlagi finančnih podatkov, kvalitativnih dejavnikov in opozorilnih signalov. Skupina uporablja lestvico matične skupine UniCredit z desetimi glavnimi bonitetnimi razredi in z dodatno razdelitvijo v 26 bonitetnih podrazredov v razponu od 1+ do 10, ki so umerjeni upoštevajoč lokalne značilnosti. Zadnja dva glavna razreda predstavljata slabe naložbe.

Skupina spremlja boniteto strank na podlagi podatkov pridobljenih iz njihovih vlog, javnih podatkov in podatkov pridobljenih za obstoječe stranke na podlagi njihovega poslovanja z Banko.

### Primerjava med interno bonitetno skupino in zunanjo bonitetno oceno

Interna bonitetna skupina*	S&P	Moody's	Fitch
1	AAA / AA+ / AA / AA-	Aaa / Aa1 / Aa2 / Aa3	AAA / AA+ / AA / AA-
2	A+ / A / A-	A1 / A2 / A3	A+ / A / A-
3	BBB+ / BBB	Baa1 / Baa2	BBB+ / BBB
4	BBB- / BB+	Baa3 / Ba1	BBB- / BB+
5	BB	Ba2	BB
6	BB- / B+	Ba3 / B1	BB- / B+
7	B	B2	B
8	B- / CCC / CC	B3 / Caa / Ca	B- / CCC / CC

\* Pri prikazu internih bonitetnih ocen so za lažjo primerjavo z zunanjimi bonitetnimi ocenami interne bonitetne skupine agregirane v osem skupin, pri čemer pa deveta in deseta skupina predstavljata slabe naložbe in nista prikazani v tabeli.

## Bančna tveganja

## Bilančne postavke, ki nosijo kreditno tveganje

EUR 1.000	Banka		Skupina	
	31. 12. 2017	31. 12. 2016	31. 12. 2017	31. 12. 2016
Denar v blagajni, stanje na računih pri centralnih bankah in vpogledne vloge pri bankah	412.560	309.308	412.560	311.313
Finančna sredstva, namenjena trgovanju	6.932	20.118	6.932	20.118
Finančna sredstva, razpoložljiva za prodajo	397.142	432.924	397.142	432.924
Izvedeni finančni instrumenti, namenjeni varovanju	11.334	10.995	11.334	10.995
Kreditni	1.920.979	1.870.452	1.984.128	1.943.534
Od tega kreditni bankam	40.994	14.660	40.994	14.660
Od tega kreditni strankam	1.875.731	1.852.086	1.936.147	1.921.020
Druga finančna sredstva	4.254	3.706	6.987	7.854
Finančna sredstva v posesti do zapadlosti	7.202	7.127	7.202	7.127
Druga sredstva	1.254	758	2.096	2.072
<b>Skupaj</b>	<b>2.757.403</b>	<b>2.651.682</b>	<b>2.821.394</b>	<b>2.728.083</b>

Opomba: Znesek izpostavljenosti v tabeli je izražen v bruto vrednosti in ne vključuje oslabitev. Druga finančna sredstva in stanja pri centralni banki ter vpogledne vloge pri bankah iz izkaza finančnega položaja so ustrezno razvrščena med banke oz. stranke. Zaradi zaokroževanja se vsote včasih ne ujemajo.

## Zunajbilančno poslovanje, ki nosi kreditno tveganje

EUR 1.000	Banka		Skupina	
	31. 12. 2017	31. 12. 2016	31. 12. 2017	31. 12. 2016
Garancije	217.069	201.216	217.069	201.216
Kreditni, limiti in kreditne linije	619.356	536.256	619.356	536.256
Upniki po spot poslih	20.264	33.713	20.264	33.713
Nazivna vrednost izvedenih finančnih instrumentov	1.957.406	3.183.714	1.957.406	3.183.714
<b>Skupaj</b>	<b>2.814.095</b>	<b>3.954.899</b>	<b>2.814.095</b>	<b>3.954.899</b>

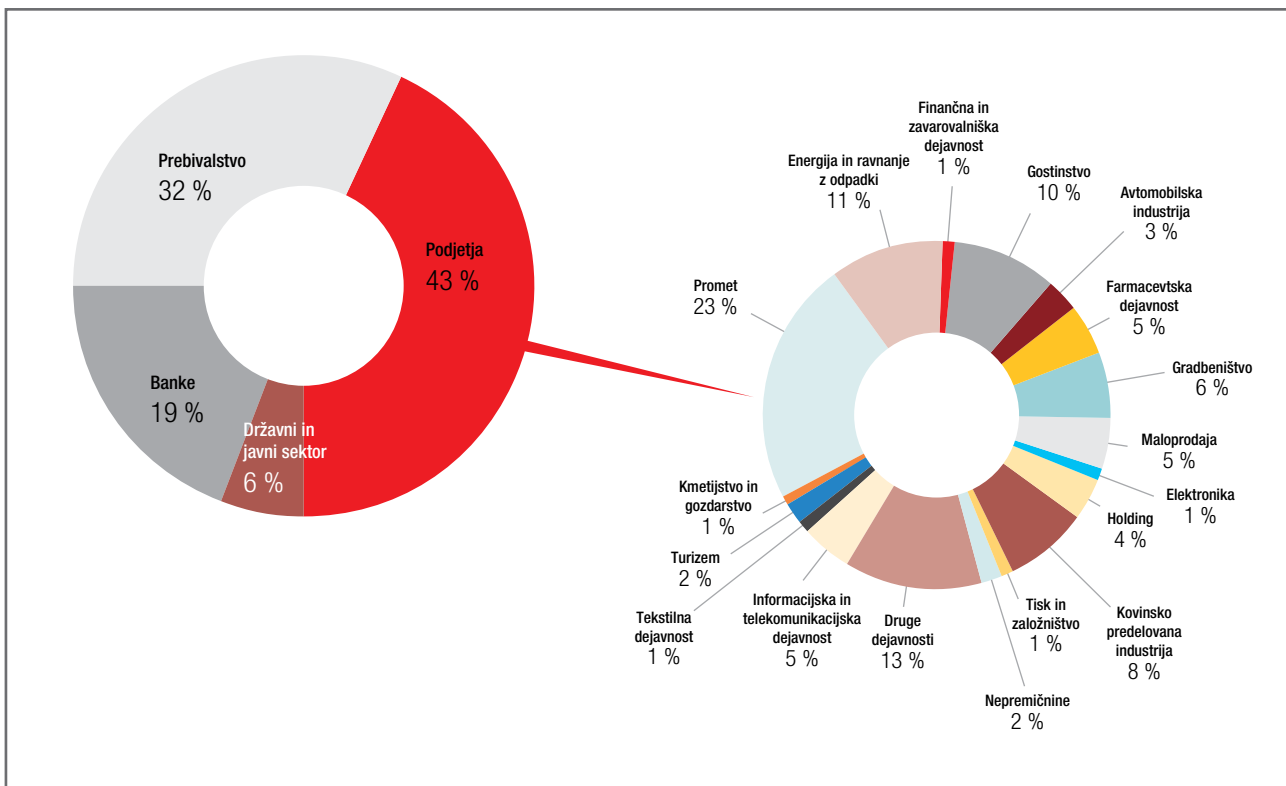
Skupina je z vidika deželnega tveganja iz naslova finančnih sredstev, namenjenih trgovanju, razpoložljivih za prodajo in v posesti do zapadlosti, izpostavljena samo do Slovenije.

## Analiza kreditnega portfelja

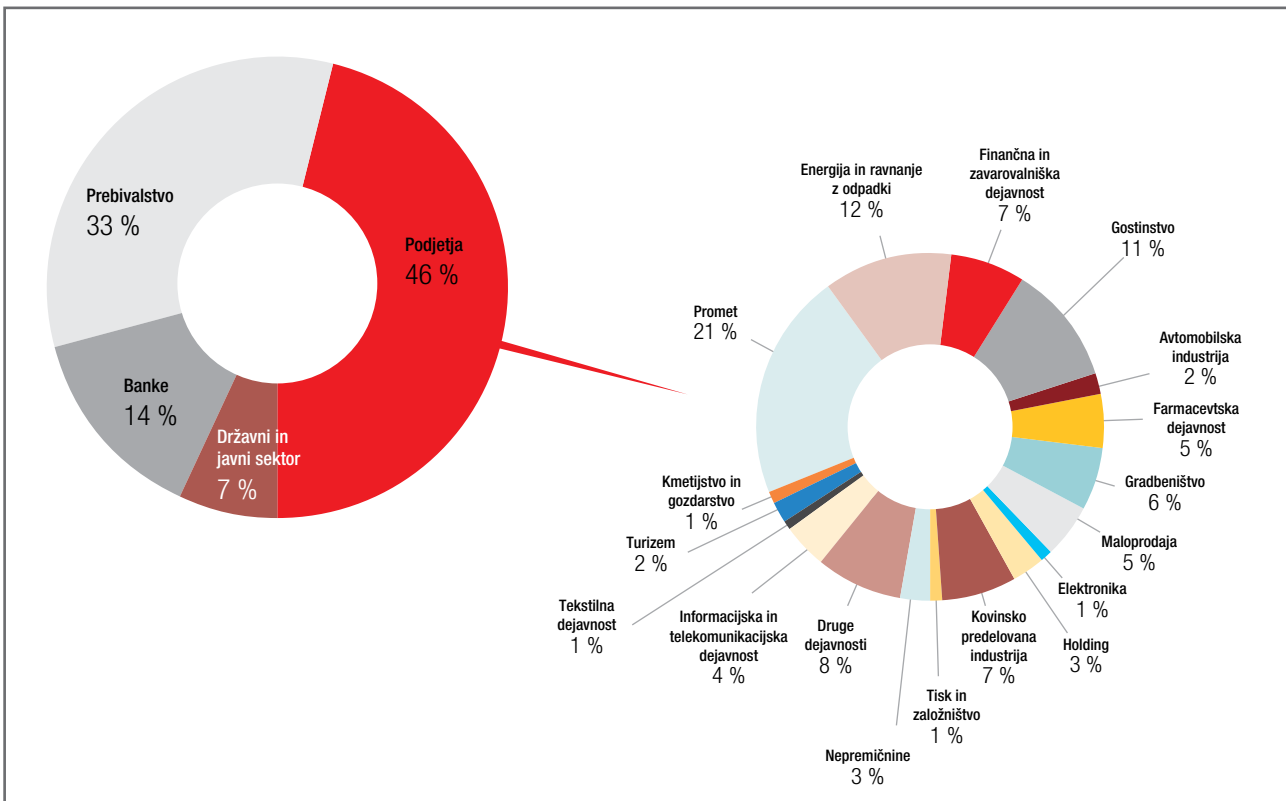
Po stanju na dan 31. december 2017 je Skupina izkazovala 0,68-odstotno zvišanje kreditne izpostavljenosti do nebančnega sektorja, in sicer v višini 13,1 milijona evrov. Največjo rast kot posledico dodatnega kreditiranja je v nebančnem sektorju Skupina dosegla v segmentu storitev, in sicer 53,6 milijona evrov, kar predstavlja 64,2-odstotno povečanje glede na prejšnje opazovano obdobje. Največji upad pa je Skupina zabeležila v segmentu finančna in zavarovalna dejavnosti, in sicer za 65,3 milijona evrov, kar predstavlja 89,4-odstotno zmanjšanje glede na prejšnje obdobje. Na celotnem kreditnem portfelju Skupine, ki vključuje bančne in nebančne terjatve, je Skupina zabeležila povečanje portfelja v višini 142,0 milijona evrov, kar predstavlja 6,3-odstotno povečanje v primerjavi s koncem leta 2016.

Kreditni portfelj Banke do bančnega in nebančnega sektorja se je glede na konec leta 2016 povečal v višini 155,4 milijona evrov oziroma za 7,1 odstotkov. Izpostavljenost Skupine na dan 31. 12. 2017 znaša 2.387 milijonov evrov kreditne izpostavljenosti do nebančnega in bančnega sektorja.

Segmentna razdelitev kreditnega portfelja Skupine na dan 31. 12. 2017

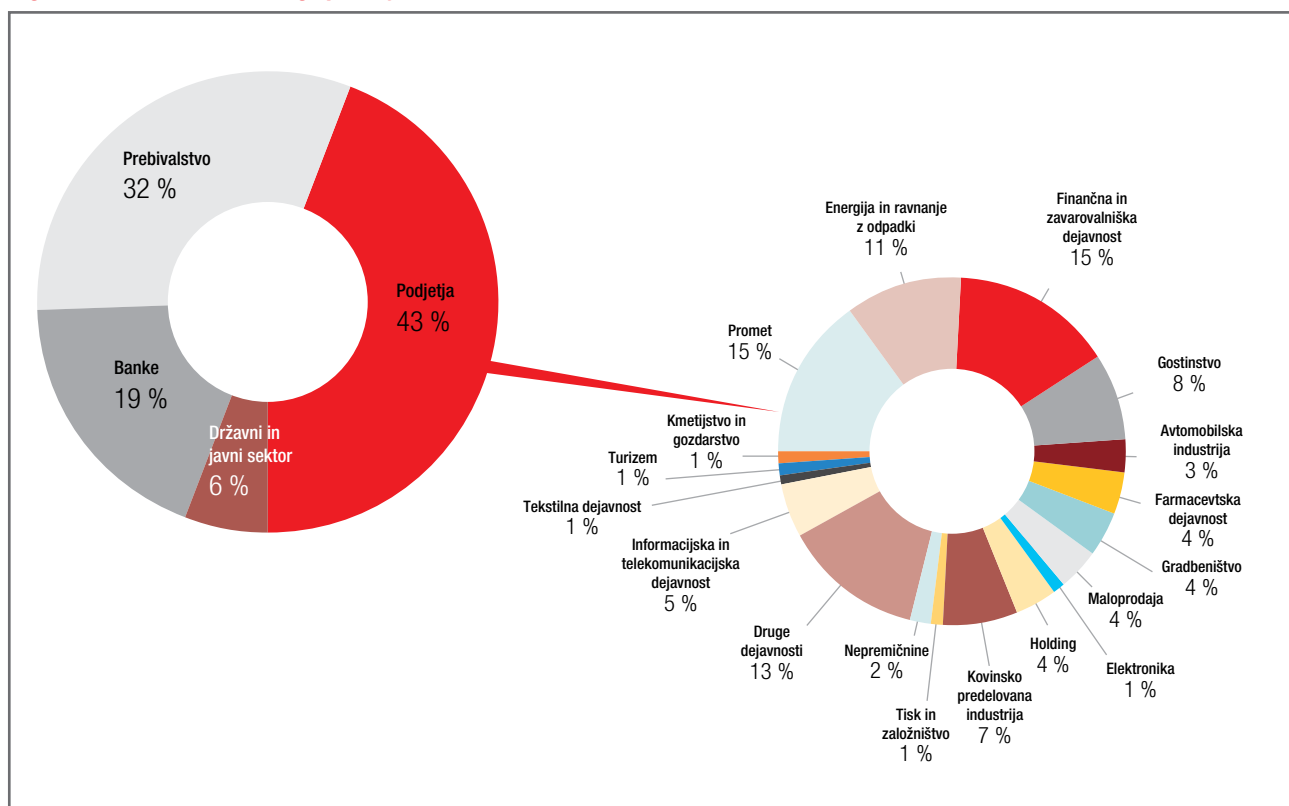


Segmentna razdelitev kreditnega portfelja Skupine na dan 31. 12. 2016

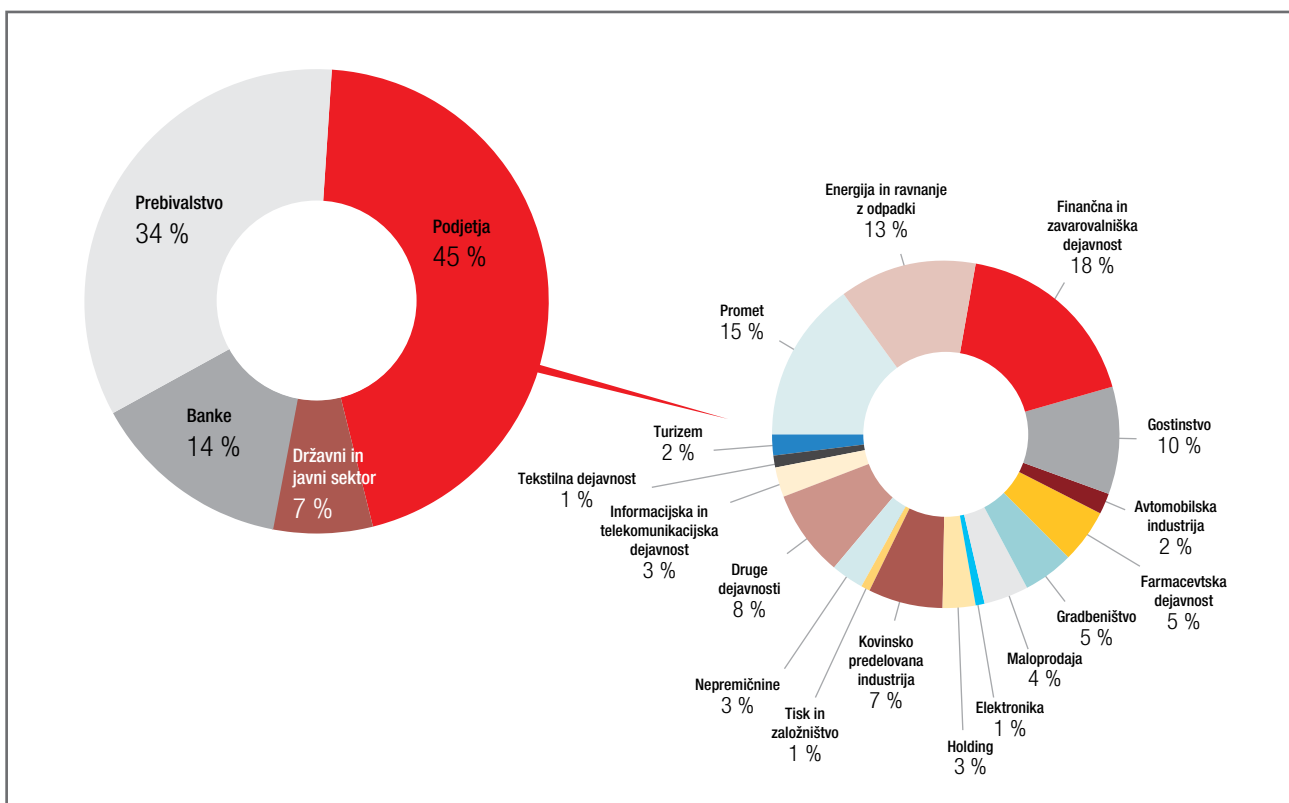


# Bančna tveganja

Segmentna razdelitev kreditnega portfelja Banke na dan 31. 12. 2017



Segmentna razdelitev kreditnega portfelja Banke na dan 31. 12. 2016



### Delitev celotnega kreditnega portfelja Skupine po geografski lokaciji

	Izpostavljenost (EUR 1.000)		Rast v %
	31. 12. 2017	31. 12. 2016	
Slovenija	2.207.638	1.812.275	22
Avstrija	5.839	256.156	(98)
Hrvaška	79.055	89.898	(12)
Nizozemska	1.810	28.576	(94)
Švica	4.601	14.470	(68)
Nemčija	23.162	12.578	84
Luksemburg	4.307	7.247	(41)
Srbija	2.812	6.587	(57)
Italija	44.490	5.944	648
Madžarska	4.723	5.710	(17)
Ruska federacija	1.320	3.409	(61)
Drugo	7.212	5.482	32
<b>Skupaj</b>	<b>2.386.969</b>	<b>2.248.332</b>	<b>6</b>

Opomba: Znesek izpostavljenosti v tabeli je izražen v bruto vrednosti in ne vključuje oslabeitev. Druga finančna sredstva in stanja pri centralni banki ter vpogledne vloge pri bankah iz izkaza finančnega položaja so ustrezno razvrščena med banke oz. stranke. Zaradi zaokroževanja se vsote včasih ne ujemajo.

### Delitev celotnega kreditnega portfelja Banke po geografski lokaciji

	Izpostavljenost (EUR 1.000)		Rast v %
	31. 12. 2017	31. 12. 2016	
Slovenija	2.143.601	1.737.899	23
Avstrija	5.700	256.156	(98)
Hrvaška	79.007	89.890	(12)
Nizozemska	44.490	5.944	648
Švica	23.162	12.578	84
Nemčija	1.810	28.576	(94)
Luksemburg	4.601	14.470	(68)
Srbija	4.307	7.247	(41)
Italija	4.723	5.710	(17)
Madžarska	2.812	6.587	(57)
Ruska federacija	1.320	3.409	(61)
Drugo	7.089	5.482	29
<b>Skupaj</b>	<b>2.322.623</b>	<b>2.173.947</b>	<b>7</b>

Opomba: Znesek izpostavljenosti v tabeli je izražen v bruto vrednosti in ne vključuje oslabeitev. Druga finančna sredstva in stanja pri centralni banki ter vpogledne vloge pri bankah iz izkaza finančnega položaja so ustrezno razvrščena med banke oz. stranke. Zaradi zaokroževanja se vsote včasih ne ujemajo.

### Tehnike za zmanjševanje kreditnega tveganja

Z namenom zmanjševanja potencialnih izgub zaradi plačilne nesposobnosti dolžnikov Skupina uporablja tehnike zmanjševanja kreditnega tveganja. Skladno z Direktivo CRD IV in Uredbo CRR, ki v bančno zakonodajo Evropske unije prenašata vsebino načel Basel III, je Banka zavezana k izpolnjevanju zahtev glede tehnik zmanjševanja kreditnega tveganja tako pri svojem poslovanju kot tudi za potrebe izračuna regulatornega kapitala.

Na podlagi splošnih smernic glede tehnik zmanjševanja kreditnega tveganja, ki jih je izdala matična skupina UniCredit, je Skupina v okviru internih pravilnikov opredelila procese, strategije in postopke za upravljanje z zavarovanji s poudarkom na pravilih glede sprejemljivosti, vrednotenja in spremljanja zavarovanj z namenom zagotovitve pravne izvršljivosti in pravočasnega unovčenja zavarovanj v skladu z zakonodajo.

## Bančna tveganja

Skladno s kreditno politiko je primarni vir poplačila naložb plačilna sposobnost dolžnika, sprejeta zavarovanja pa predstavljajo sekundarni vir poplačila v primeru, da dolžnik preneha z odplačevanjem pogodbenih obveznosti. S tem namenom poleg analize kreditne sposobnosti in plačilne sposobnosti kreditnojemalca Skupina izvaja tudi vrednotenje in analizo zavarovanj.

V skladu z zakonodajo je matična skupina UniCredit vzpostavila sistem vrednotenja, spremljanja in poročanja zavarovanj skladno z zakonsko predpisanimi roki in internimi navodili. Upravljanje s tehnikami zmanjševanja kreditnega tveganja je vgrajeno tako v kreditni proces kot tudi v proces spremljanja kreditnega tveganja.

Kontrole in s tem povezane odgovornosti so formalizirane in dokumentirane v internih pravilih ter opisih del in nalog zaposlenih. Prav tako so bili vzpostavljeni procesi, ki zagotavljajo pravilen vnos vseh relevantnih informacij glede identifikacije in vrednotenja zavarovanj v sistemih Skupine.

Skupina za zavarovanje naložb pretežno sprejema naslednja zavarovanja:

- zavarovanje s poslovnimi in stanovanjskimi nepremičninami, s premičninami, denarnimi terjatvami, finančnim premoženjem, zastavo polic življenjskega zavarovanja (t.i. stvarna kreditna zavarovanja);
- solidarna poroštva fizičnih in pravnih oseb, garancije bank, jamstva države, zavarovalnic (t.i. osebna kreditna zavarovanja).

Skupina namenja dodaten poudarek pomenu procesov in kontrol za zagotavljanje pravne gotovosti zavarovanj in preverjanju kreditne sposobnosti izdajatelja pri osebnih kreditnih zavarovanjih.

Skladno z interno politiko o kreditnih zavarovanjih so tudi kreditna zavarovanja del rednega pregleda, ki se izvaja vsaj enkrat letno bodisi na individualni ali na portfeljski osnovi. Takšen pristop omogoča Skupini boljši vpogled v trenutno stanje in dejansko vrednost kreditnega zavarovanja.

### Struktura kreditnega portfelja Skupine do strank, ki niso banke, glede na boniteto stranke in pripadajoče zavarovanje vrednoteno po tržni ceni prilagojeno glede na izpostavljenost posameznega kredita

EUR 1.000 Klasifikacija strank, ki niso banke	Izpostavljenost	Zavarovanje	Izpostavljenost	Zavarovanje
	31. 12. 2017		31. 12. 2016	
1	274.871	247.506	47.220	45.109
2	222.806	79.387	357.769	263.082
3	293.164	189.207	353.846	176.458
4	506.716	398.468	414.248	317.082
5	270.428	154.923	295.776	170.210
6	145.778	74.856	165.628	73.362
7	42.080	25.607	63.653	31.143
8	34.795	30.288	44.240	35.499
Slabe naložbe	136.127	59.662	176.267	61.134
Neklasificirane stranke	16.156	478	11.159	807
<b>Skupaj</b>	<b>1.942.919</b>	<b>1.260.382</b>	<b>1.929.808</b>	<b>1.173.886</b>

Opomba: Znesek izpostavljenosti v tabeli je izražen v bruto vrednosti in ne vključuje oslabitev. Druga finančna sredstva in stanja pri centralni banki ter vpogledne vloge pri bankah iz izkaza finančnega položaja so ustrezno razvrščena med banke oz. stranke. Zaradi zaokroževanja se vsote včasih ne ujemajo.

Kot je razvidno iz tabele zgoraj, je v letu 2017 v primerjavi z letom 2016 zaradi boljše ocenjene bonitete strank opazen premik tako izpostavljenosti kot posledično pripadajočih zavarovanj v višje razrede (konkretno večji premik iz razreda 2 v razred 1).

**Struktura kreditnega portfelja Banke do strank, ki niso banke, glede na boniteto stranke in pripadajoče zavarovanje vrednoteno po tržni ceni prilagojeno glede na izpostavljenost posameznega kredita**

EUR 1.000 Klasifikacija strank, ki niso banke	Izpostavljenost	Zavarovanje	Izpostavljenost	Zavarovanje
	31. 12. 2017		31. 12. 2016	
1	274.871	247.506	47.220	45.109
2	221.408	78.192	357.067	262.483
3	292.636	188.827	351.426	174.562
4	452.992	360.520	481.070	296.024
5	348.575	113.930	225.983	114.593
6	100.169	43.982	125.594	46.253
7	31.612	18.048	54.044	24.596
8	33.666	29.530	42.725	34.489
Slabe naložbe	106.620	40.219	159.134	55.243
Neklasificirane stranke	16.025	413	11.159	807
<b>Skupaj</b>	<b>1.878.573</b>	<b>1.121.167</b>	<b>1.855.423</b>	<b>1.054.160</b>

Opomba: Znesek izpostavljenosti v tabeli je izražen v bruto vrednosti in ne vključuje oslabitev. Druga finančna sredstva in stanja pri centralni banki ter vpogledne vloge pri bankah iz izkaza finančnega položaja so ustrezno razvrščena med banke oz. stranke. Zaradi zaokroževanja se vsote včasih ne ujemajo.

**Struktura kreditnega portfelja Skupine do bank glede na boniteto stranke in pripadajoče zavarovanje vrednoteno po tržni ceni prilagojeno glede na izpostavljenost posameznega kredita**

EUR 1.000 Klasifikacija bank	Izpostavljenost	Zavarovanje	Izpostavljenost	Zavarovanje
	31. 12. 2017		31. 12. 2016	
1	366.236	-	13.429	-
2	152	-	284.758	-
3	73.299	-	3.658	-
4	2.206	-	12.692	-
5	161	-	209	-
6	-	-	-	-
7	-	-	-	-
8	-	-	-	-
Slabe naložbe	43	-	-	-
Neklasificirane stranke	1.953	-	375	-
<b>Skupaj</b>	<b>444.050</b>	<b>-</b>	<b>315.120</b>	<b>-</b>

Opomba: Znesek izpostavljenosti v tabeli je izražen v bruto vrednosti in ne vključuje oslabitev. Druga finančna sredstva in stanja pri centralni banki ter vpogledne vloge pri bankah iz izkaza finančnega položaja so ustrezno razvrščena med banke oz. stranke. Zaradi zaokroževanja se vsote včasih ne ujemajo.

## Bančna tveganja

**Struktura kreditnega portfelja Banke do bank glede na boniteto stranke in pripadajoče zavarovanje vrednoteno po tržni ceni prilagojeno glede na izpostavljenost posameznega kredita**

EUR 1.000 Klasifikacija bank	Izpostavljenost	Zavarovanje	Izpostavljenost	Zavarovanje
	31. 12. 2017		31. 12. 2016	
1	366.236	-	13.429	-
2	152	-	284.758	-
3	73.299	-	375	-
4	2.206	-	12.692	-
5	161	-	209	-
6	-	-	-	-
7	-	-	-	-
8	-	-	-	-
Slabe naložbe	43	-	-	-
Neklasificirane stranke	1.953	-	375	-
<b>Skupaj</b>	<b>444.050</b>	<b>-</b>	<b>311.837</b>	<b>-</b>

Opomba: Znesek izpostavljenosti v tabeli je izražen v bruto vrednosti in ne vključuje oslabitev. Druga finančna sredstva in stanja pri centralni banki ter vpogledne vloge pri bankah iz izkaza finančnega položaja so ustrezno razvrščena med banke oz. stranke. Zaradi zaokroževanja se vsote včasih ne ujemajo.

**Zneski zavarovanj Skupine glede na vrste zavarovanj vrednoteno po tržni ceni**

EUR 1.000 Vrste zavarovanj	31. 12. 2017	31. 12. 2016
Znesek zavarovanja z nepremičninami	1.720.852	1.650.200
Znesek zavarovanja s premičninami	89.448	71.010
Znesek zavarovanja z nepreklicnimi jamstvi RS	256.739	247.670
Znesek zavarovanja z bančnimi vlogami	7.093	22.575
Druge vrste zavarovanj	68.315	36.745
<b>Skupaj</b>	<b>2.142.445</b>	<b>2.028.200</b>

Opomba: Tabela ne vključuje osebnih poroštev in poroštev pravnih oseb. Zaradi zaokroževanja se vsote včasih ne ujemajo.

**Zneski zavarovanj Banke glede na vrste zavarovanj vrednoteno po tržni ceni**

EUR 1.000 Vrste zavarovanj	31. 12. 2017	31. 12. 2016
Znesek zavarovanja z nepremičninami	1.663.793	1.574.669
Znesek zavarovanja s premičninami	-	-
Znesek zavarovanja z nepreklicnimi jamstvi RS	256.739	247.670
Znesek zavarovanja z bančnimi vlogami	7.093	22.575
Druge vrste zavarovanj	50.357	26.116
<b>Skupaj</b>	<b>1.977.981</b>	<b>1.871.030</b>

Opomba: Tabela ne vključuje osebnih poroštev in poroštev pravnih oseb. Zaradi zaokroževanja se vsote včasih ne ujemajo.

Na gibanje vrednosti zavarovanj v letu 2017 v primerjavi z letom 2016 so vplivali predvsem naslednji dejavniki:

- prilagoditev vrednosti nepremičnin v segmentu fizičnih in pravnih oseb skladno z rednim procesom prevrednotenja,
- poplačilo kreditov, zavarovanih s poslovnimi nepremičninami ter
- zniževanje drugih vrst zavarovanj.



## Politika Skupine glede oslabitev in rezervacij

Skupina je v svojih internih dokumentih podrobno določila postopke, metodologije in politike tako za spremljanje kakovosti portfelja finančnih sredstev kot tudi za oblikovanje ustreznih oslabitev ter rezervacij za prevzete obveznosti. Pri politiki za oblikovanje oslabitev Skupina sledi Direktivi CRD IV in Uredbi CRR ter zahtevam mednarodnih standardov računovodskega poročanja, kot jih je sprejela EU (v nadaljevanju MSRP).

Skupina uporablja dva pristopa za oblikovanje oslabitev – skupinski in posamični. Dodatno se, kot obrazloženo spodaj, oslabitve delijo na specifične in splošne.

Za izpostavljenosti do strank, ki pomembno zamujajo s poravnavo obveznosti oziroma strank, pri katerih je nastal katerikoli drugi dogodek tveganja neplačila, Skupina oblikuje specifične oslabitve. Za izpostavljenosti do pravnih oseb se specifične oslabitve finančnih sredstev v Skupini ocenjujejo posamično, in sicer glede na primerno oceno sedanje vrednosti pričakovanega denarnega toka. Banka za stranke iz segmenta poslovanja s prebivalstvom specifične oslabitve finančnih sredstev ocenjuje skupinsko na podlagi izračuna pričakovane izgube. Kvaliteto strank Skupina ocenjuje enkrat mesečno in na podlagi tega oblikuje oslabitve, postopek pa je urejen z internimi navodili in ima ustrezno informacijsko podporo.

Posamične oslabitve Skupina oblikuje (na ravni stranke ali posla) ob upoštevanju naslednjih kriterijev:

- v okviru ocenjevanja denarnih tokov Skupina presoja tako finančno poslovanje stranke kot tudi njeno preteklo plačilno (ne)disciplino in način odplačevanja;
- morebitne kršitve posojilnih pogodb ali pogojev;
- stečaj ali druge pravne postopke, ki imajo lahko za posledico izgubo za Skupino iz te naložbe;
- informacije, ki imajo lahko vpliv na izpad prejetih odplačil za Skupino.

Pri strankah, kjer ni pripoznanih pomembnih zamud s poravnavo obveznosti in obenem ni nastal katerikoli drugi dogodek tveganja neplačila, Skupina na podlagi razvrščanja strank v bonitetne razrede oblikuje splošne oslabitve. Splošne oslabitve se izračunavajo skupinsko, pri čemer Skupina upošteva dejavnike kot so kakovost posojil, velikost portfelja in ekonomske dejavnike, vključno z analizo pretekle plačilne discipline v posameznih bonitetnih razredih. Oslabitve za nastale, vendar še ne izkazane izgube (IBNR – Incurred but not reported), se izračunavajo na mesečni ravni, temeljijo pa na kakovosti portfelja. Uporabijo se izračunani kazalniki, ki so skladni s standardi za izračun pričakovanih izgub (Expected loss) na ravni posamezne stranke.

Skupina redno spremlja razvoj kreditnega portfelja in pokritost z oslabitvami in rezervacijami v obliki rednih in izrednih poročil. Prav tako Skupina izvaja nadzor na ravni stranke za tiste stranke, ki zamujajo s plačili.

Skupina je uvedla tri statuse problematičnih strank glede na tveganost, ki določajo, katere aktivnosti se izvajajo in katera enota znotraj Banke je odgovorna za posamezno stranko. Ti statusi so:

- “Kredit na opazovanju”: ta status pomeni, da stranka še v roku poravnava svoje obveznosti, zaradi različnih opozorilnih signalov pa Banka lahko pričakuje zamude pri odplačevanju v prihodnosti. V takšnih primerih enota Presoja in prevzemanje kreditnih tveganj zahteva vzpostavitev posebnih načrtov aktivnosti s strani poslovnih divizij v Banki.
- “Prestrukturiranje”: v takih primerih si Banka prizadeva prestrukturirati izpostavljenost do stranke z namenom pomagati stranki vzpostaviti status izpolnjevanja obveznosti brez zamud, kakor tudi minimizirati potencialno izgubo za Banko. Te aktivnosti izvaja enota Posebni primeri v sodelovanju s poslovnimi divizijami.
- “Pravna izterjava”: ta status pomeni, da je bila pogodba s stranko že prekinjena in/ali odpovedana, odgovornost za spremljanje in izvedbo v zvezi s poplačili izpostavljenosti do Banke preko različnih oblik izvensodne ali sodne poravnave pa v celoti prevzame enota Posebni primeri.

## Bančna tveganja

**Struktura kreditnega portfelja Skupine do strank, ki niso banke, glede na boniteto stranke in pripadajoče zavarovanje vrednoteno po tržni ceni prilagojeno glede na izpostavljenost posameznega kredita ter oslabitve**

EUR 1.000	Skupina					
	Izpostavljenost	Oslabitve	Zavarovanje	Izpostavljenost	Oslabitve	Zavarovanje
Klasifikacija strank, ki niso banke	31. 12. 2017			31. 12. 2016		
1	274.871	52	247.506	47.220	7	45.109
2	222.806	65	79.387	357.769	104	263.082
3	293.164	161	189.207	353.846	261	176.458
4	506.716	629	398.468	513.968	467	317.082
5	270.428	1.285	154.923	295.776	2.473	170.210
6	145.778	1.730	74.856	165.628	2.100	73.362
7	42.080	1.242	25.607	63.653	1.914	31.143
8	34.795	1.190	30.288	44.240	1.954	35.499
Slabe naložbe	136.127	80.239	59.662	176.267	112.014	61.134
Neklasificirane stranke	16.156	424	478	11.159	390	807
<b>Skupaj</b>	<b>1.942.919</b>	<b>87.015</b>	<b>1.260.382</b>	<b>1.929.808</b>	<b>121.685</b>	<b>1.173.886</b>

Opomba: Znesek izpostavljenosti v tabeli je izražen v bruto vrednosti in ne vključuje oslabitev. Druga finančna sredstva in stanja pri centralni banki ter vpogledne vloge pri bankah iz izkaza finančnega položaja so ustrezno razvrščena med banke oz. stranke. Zaradi zaokroževanja se vsote včasih ne ujemajo.

**Struktura kreditnega portfelja Banke do strank, ki niso banke, glede na boniteto stranke in pripadajoče zavarovanje vrednoteno po tržni ceni prilagojeno glede na izpostavljenost posameznega kredita ter oslabitve**

EUR 1.000	Banka					
	Izpostavljenost	Oslabitve	Zavarovanje	Izpostavljenost	Oslabitve	Zavarovanje
Klasifikacija strank, ki niso banke	31. 12. 2017			31. 12. 2016		
1	274.871	52	247.506	47.220	7	45.109
2	221.408	64	78.192	357.067	104	262.483
3	292.636	161	188.827	351.426	260	174.562
4	452.992	533	360.520	481.070	410	296.024
5	348.575	1.043	113.930	225.983	2.197	114.593
6	100.169	1.257	43.982	125.594	1.663	46.253
7	31.612	971	18.048	54.044	1.661	24.596
8	33.666	1.130	29.530	42.725	1.879	34.489
Slabe naložbe	106.577	62.596	40.219	159.134	98.243	55.243
Neklasificirane stranke	16.068	422	413	11.159	390	807
<b>Skupaj</b>	<b>1.878.573</b>	<b>68.230</b>	<b>1.121.167</b>	<b>1.855.423</b>	<b>106.815</b>	<b>1.054.160</b>

Opomba: Znesek izpostavljenosti v tabeli je izražen v bruto vrednosti in ne vključuje oslabitev. Druga finančna sredstva in stanja pri centralni banki ter vpogledne vloge pri bankah iz izkaza finančnega položaja so ustrezno razvrščena med banke oz. stranke. Zaradi zaokroževanja se vsote včasih ne ujemajo.

**Struktura kreditnega portfelja Skupine do bank, glede na boniteto stranke in pripadajoče zavarovanje, vrednoteno po tržni ceni, prilagojeno glede na izpostavljenost posameznega kredita ter oslabitve**

Klasifikacija Bank	EUR 1.000					
	Skupina			Skupina		
	Izpostavljenost	Oslabitve	Zavarovanje	Izpostavljenost	Oslabitve	Zavarovanje
	31. 12. 2017			31. 12. 2016		
1	366.236	-	-	13.429	2	-
2	152	-	-	284.758	-	-
3	73.299	-	-	3.658	-	-
4	2.206	-	-	12.692	11	-
5	161	-	-	209	-	-
6	-	-	-	-	-	-
7	-	-	-	-	-	-
8	-	-	-	-	-	-
Slabe naložbe	43	-	-	-	-	-
Neklasificirane stranke	1.953	-	-	375	-	-
<b>Skupaj</b>	<b>444.050</b>	<b>-</b>	<b>-</b>	<b>315.120</b>	<b>14</b>	<b>-</b>

Opomba: Znesek izpostavljenosti v tabeli je izražen v bruto vrednosti in ne vključuje oslabitve. Druga finančna sredstva in stanja pri centralni banki ter vpogledne vloge pri bankah iz izkaza finančnega položaja so ustrezno razvrščena med banke oz. stranke. Zaradi zaokroževanja se vsote včasih ne ujemajo.

**Struktura kreditnega portfelja Banke do bank, glede na boniteto stranke in pripadajoče zavarovanje, vrednoteno po tržni ceni, prilagojeno glede na izpostavljenost posameznega kredita ter oslabitve**

Klasifikacija Bank	EUR 1.000					
	Banka			Banka		
	Izpostavljenost	Oslabitve	Zavarovanje	Izpostavljenost	Oslabitve	Zavarovanje
	31. 12. 2017			31. 12. 2016		
1	366.236	-	-	13.429	2	-
2	152	-	-	284.758	-	-
3	73.299	-	-	375	-	-
4	2.206	-	-	12.692	11	-
5	161	-	-	209	-	-
6	-	-	-	-	-	-
7	-	-	-	-	-	-
8	-	-	-	-	-	-
Slabe naložbe	43	-	-	-	-	-
Neklasificirane stranke	1.953	-	-	375	-	-
<b>Skupaj</b>	<b>444.050</b>	<b>-</b>	<b>-</b>	<b>311.837</b>	<b>14</b>	<b>-</b>

Opomba: Znesek izpostavljenosti v tabeli je izražen v bruto vrednosti in ne vključuje oslabitve. Druga finančna sredstva in stanja pri centralni banki ter vpogledne vloge pri bankah iz izkaza finančnega položaja so ustrezno razvrščena med banke oz. stranke. Zaradi zaokroževanja se vsote včasih ne ujemajo.

Kreditna izpostavljenost z oblikovanimi specifičnimi oslavitvami na ravni stranke ali posla je po smernicah določil baselskih standardov vsaka izpostavljenost, pri kateri se zgodi eden ali več »dogodkov neplačila«: majhna verjetnost, da bo dolжник poravnal svoje kreditne obveznosti do Skupine, dolжник več kot 90 dni zamuja s plačilom katerekoli pomembne kreditne izpostavljenosti, Skupina odobri prestrukturiranje problematične izpostavljenosti, Skupina obravnava izpostavljenost kot nedonosno oziroma Skupina vložil predlog za sodno izterjavo ali se nad dolžnikom začne insolvenčni postopek.

Banka izkazuje 58,7-odstotno (za 3 odstotne točke manj kot ob koncu leta 2016) pokritost kreditne izpostavljenosti, ki je razvrščena v zamudo nad 90 dni ali izpolnjuje kateregakoli izmed drugih kriterijev za problematično kreditno izpostavljenost, z oslavitvami. Po stanju na dan 31. december 2017 se je vrednost problematične kreditne izpostavljenosti na Banki v primerjavi s preteklim letom znižala za 52,5 milijona evrov oziroma za 33 % na vrednost 106,6 milijona evrov. Višina oslavitve, oblikovanih za problematične izpostavljenosti, se je zmanjšala za 35,6

## Bančna tveganja

milijona evrov oziroma za 36,3 % in je znašala 62,6 milijona evrov. Od vseh oslabitev, ki so bile oblikovane za problematične izpostavljenosti, 21 % predstavljajo oslabitve na podlagi skupinskih oslabitev, ostalo so posamične oslabitve.

Skupina izkazuje 58,9-odstotno pokritost kreditne izpostavljenosti, ki je razvrščena v zamudo nad 90 dni ali izpolnjuje kateregakoli izmed drugih kriterijev za problematično kreditno izpostavljenost, z oslabitvami. Po stanju na dan 31. december 2017 se je vrednost problematične kreditne izpostavljenosti v primerjavi s preteklim letom znižala za 40,1 milijona evrov oziroma za 22,7 % na vrednost 136,1 milijona evrov. Višina oslabitev, oblikovanih za problematične izpostavljenosti, se je zmanjšala za 31,8 milijona evrov oziroma za 28,4 % in je znašala 80,2 milijona evrov. Od vseh oslabitev, ki so bile oblikovane za problematične izpostavljenosti, 38 % predstavljajo oslabitve na podlagi skupinskih oslabitev, ostalo so posamične oslabitve.

### Kakovost kreditnega portfelja

#### Razvrstitev terjatev, ki niso slabe, po zapadlosti glede na dneve zamud

EUR 1.000 Dnevi zamude	Banka		Skupina	
	31. 12. 2017	31. 12. 2016	31. 12. 2017	31. 12. 2016
Nezapadle terjatve	2.212.941	1.990.727	2.234.634	2.003.242
zapadle do 30 dni	2.331	16.785	14.497	55.086
zapadle od 30 do 60 dni	241	324	984	9.122
zapadle od 60 dni do 90 dni	490	290	687	1.212
<b>Skupaj</b>	<b>2.216.003</b>	<b>2.008.126</b>	<b>2.250.802</b>	<b>2.068.661</b>

Opomba: Znesek izpostavljenosti v tabeli je izražen v bruto vrednosti in ne vključuje oslabitev. Druga finančna sredstva in stanja pri centralni banki ter vpogledne vloge pri bankah iz izkaza finančnega položaja so ustrezno razvrščena med banke oz. stranke. Zaradi zaokroževanja se vsote včasih ne ujemajo.

Finančna sredstva, ki so na datum zapadlosti zapadla v plačilo, niso pa oslabljena, za Skupino ne predstavljajo materialne vrednosti.

Skupina za namene internega poročanja deli slabe terjatve v naslednje skupine (po klasifikaciji Banke Italije):

- Slabe terjatve (skupina Bad) – v to skupino Banka umešča terjatve, ki so slabe, stranke pa insolventne, kar pa ni bilo nujno prepoznano s strani sodišč.
- Dvomljive terjatve (skupina UTP) – v to skupino Banka umešča terjatve do strank, ki se soočajo z začasnimi težavami, za katere Banka predvideva, da bodo v ustreznem časovnem obdobju razrešene.
- Zapadle terjatve (skupina Past Due) – izpostavljenost do strank, ki niso vključene v ostali dve kategoriji in ki zamujajo s svojimi obveznostmi za več kot 90 dni in manj kot 180 dni.

#### Izpostavljenost po skupinah slabih terjatev

EUR 1.000 Razred Banke Italije	Banka		Skupina	
	31. 12. 2017	31. 12. 2016	31. 12. 2017	31. 12. 2016
Zapadle terjatve (skupina: Past Due)	713	497	1.462	3.368
Dvomljive terjatve (skupina: UTP)	60.562	107.499	82.344	112.917
Slabe terjatve (skupina: BAD)	45.345	57.825	52.364	66.655
<b>Skupaj</b>	<b>106.620</b>	<b>165.822</b>	<b>136.170</b>	<b>182.940</b>

Opomba: Znesek izpostavljenosti v tabeli je izražen v bruto vrednosti in ne vključuje oslabitev. Druga finančna sredstva in stanja pri centralni banki ter vpogledne vloge pri bankah iz izkaza finančnega položaja so ustrezno razvrščena med banke oz. stranke. Zaradi zaokroževanja se vsote včasih ne ujemajo.

### Kreditno tveganje nasprotne stranke

Kreditno tveganje nasprotne stranke je tveganje, da bo nasprotna stranka postala neplačnik pred končno poravnavo denarnih tokov iz tega posla. Nanaša se na izvedene finančne instrumente, posle začasne prodaje oziroma odkupa, posojanja oziroma izposoje vrednostnih papirjev ali blaga, posle kreditiranja za povečanje trgovalnega portfelja in posle z dolgim rokom poravnave.

Za upravljanje s kreditnim tveganjem nasprotne stranke pri izvedenih finančnih instrumentih UniCredit Banka Slovenija d.d. uporablja interni model, ki je v uporabi v matični skupini UniCredit. Interni model je skladen z zahtevami CRR direktive za merjenje kreditnega tveganja nasprotne stranke, saj omogoča izračun izpostavljenosti do nasprotne stranke v normalnih in stresnih razmerah ter izračun prilagoditve poštene vrednosti izvedenih finančnih instrumentov zaradi kreditnega tveganja nasprotne stranke (CVA) in lastnega kreditnega tveganja (DVA). Primernost internega modela se redno preverja s testiranjem natančnosti preteklih modelskih napovedi (backtesting).

Izpostavljenost do posamezne nasprotne stranke ocenjujemo s pomočjo simulacije razvoja vrednosti izvedenih finančnih instrumentov sklenjenih s stranko, ki temelji na Monte Carlo metodi. Simulacije so izračunane za vse vrste izvedenih finančnih instrumentov, torej termenske pogodbe, valutne opcije, obrestne zamenjave, strukturirane produkte in blagovne izvedene instrumente. Ocene potencialnih prihodnjih vrednosti izvedenih finančnih instrumentov izračunamo na podlagi scenarijev, zasnovanih na triletni časovni vrsti volatilitnosti, korelacijah faktorjev tveganja in bodočih denarnih tokov ob upoštevanju stresnih faktorjev. Prihodnjo vrednost portfelja izvedenih finančnih instrumentov predstavlja 95 percentil ocenjenih potencialnih vrednosti.

### Kreditno tveganje nasprotne stranke za Skupino glede na boniteto strank za izvedene finančne instrumente

EUR 1.000 Bonitetni razred	Banka		Skupina	
	31. 12. 2017	31. 12. 2016	31. 12. 2017	31. 12. 2016
1	7.458	-	7.458	-
2	3.060	28.173	3.060	28.173
3	17.349	143	17.349	143
4	1.159	489	1.159	489
5	782	174	782	174
6	731	536	731	536
7	740	829	740	829
8	-	-	-	-
Slabe naložbe	258	-	258	-
Nerazvrščene stranke	-	-	-	-
<b>Skupaj</b>	<b>31.536</b>	<b>30.344</b>	<b>31.536</b>	<b>30.344</b>

Opomba: Znesek izpostavljenosti v tabeli je izražen v bruto vrednosti in ne vključuje oslabitev. Druga finančna sredstva in stanja pri centralni banki ter vpogledne vloge pri bankah iz izkaza finančnega položaja so ustrezno razvrščena med banke oz. stranke. Zaradi zaokroževanja se vsote včasih ne ujemajo.

## Bančna tveganja

## Tržna tveganja

Skupina je pri svojem poslovanju izpostavljena tržnim tveganjem. Gre za tveganje, da poštena vrednost ali prihodnji denarni tokovi finančnega instrumenta nihajo zaradi sprememb tržnih cen.

Tržna tveganja nastanejo v primeru odprtih pozicij iz naslova obrestne izpostavljenosti, iz naslova tujih valut, iz naslova kreditnega razpona, iz naslova blaga in iz naslova lastniških vrednostnih papirjev. Vse navedeno je izpostavljeno splošnim in posebnim tržnim gibanjem ter spremembam zaradi nestanovitnosti tržnih tečajev ali cen, kot so obrestne mere, kreditni razponi, menjalni tečaji, cene blaga in cene lastniških finančnih instrumentov.

## Izpostavljenost Skupine tržnim tveganjem

EUR 1.000		
Sredstva	31. 12. 2017	31. 12. 2016
Denar v blagajni in stanje na računih pri centralni banki	412.560	311.313
Finančna sredstva, namenjena trgovanju	6.932	20.118
Finančna sredstva, razpoložljiva za prodajo	397.142	432.924
Izvedeni finančni instrumenti, namenjeni varovanju	11.334	10.995
Kreditni	1.898.469	1.823.786
Finančna sredstva v posesti do zapadlosti	7.202	7.127
Dolgoročne naložbe v kapital odvisnih, pridruženih in skupaj obvladovanih družb	-	-
<b>Skupaj</b>	<b>2.733.639</b>	<b>2.606.263</b>
<b>Obveznosti</b>		
Finančne obveznosti do centralne banke	-	-
Finančne obveznosti, namenjene trgovanju	7.075	20.463
Izvedeni finančni instrumenti, namenjeni varovanju	19.256	49.105
Finančne obveznosti, merjene po odplačni vrednosti	2.419.270	2.293.348
Rezervacije	14.484	10.171
<b>Skupaj</b>	<b>2.460.085</b>	<b>2.373.087</b>

## Izpostavljenost Banke tržnim tveganjem

EUR 1.000		
Sredstva	31. 12. 2017	31. 12. 2016
Denar v blagajni in stanje na računih pri centralni banki	412.560	309.308
Finančna sredstva, namenjena trgovanju	6.932	20.118
Finančna sredstva, razpoložljiva za prodajo	397.142	432.924
Izvedeni finančni instrumenti, namenjeni varovanju	11.334	10.995
Kreditni	1.852.776	1.763.959
Finančna sredstva v posesti do zapadlosti	7.202	7.127
Dolgoročne naložbe v kapital odvisnih, pridruženih in skupaj obvladovanih družb	1	1
<b>Skupaj</b>	<b>2.687.947</b>	<b>2.544.432</b>
<b>Obveznosti</b>		
Finančne obveznosti do centralne banke	-	-
Finančne obveznosti, namenjene trgovanju	7.075	20.463
Izvedeni finančni instrumenti, namenjeni varovanju	19.256	49.105
Finančne obveznosti, merjene po odplačni vrednosti	2.383.064	2.240.643
Rezervacije	14.484	9.807
<b>Skupaj</b>	<b>2.423.879</b>	<b>2.320.018</b>

## Metode obvladovanja tržnih tveganj

Obvladovanje tržnih tveganj vključuje vse dejavnosti, povezane s posli zakladništva in upravljanja strukture bilance Skupine. Pozicije tveganja se ugotavljajo vsaj enkrat dnevno in analizirajo s strani neodvisne enote za obvladovanje tveganj, ki jih primerja tudi z odobrenimi limiti, določenimi s strani ALCO odbora. Skupina se poslužuje varovanja denarnih tokov za upravljanje s tveganji obrestnih mer v skladu z MSRP.

Obvladovanje tveganj v Skupini vključuje stalno poročanje o poziciji tveganja, postavljanju limitov in nadzoru porabe limitov ter dnevni predstavitvi rezultatov poslovanja zakladništva.

ALCO odbor vsaj enkrat letno določi limite za tržna tveganja Skupine, Banke in Leasinga v tesnem sodelovanju z ustreznimi enotami UniCredit Spa, Milano. Celoten sklop pravil za poslovanje zakladništva in upravljanje tržnih tveganj je določen v Pravilniku za finančne trge in je razdeljen na tri dele (splošni del, posebni del in del, ki velja za Skupino). Limiti so razvrščeni v dve skupini:

- Splošni limiti za tržna tveganja: Ti so namenjeni omejitvi potrebnega notranjega kapitala za pokrivanje tržnih tveganj in za omejitve sprejemljive trgovalne izgube. Limiti so določeni v skladu s planiranim dobičkom in z zmožnostjo sprejemanja tveganj. Med splošne limite za tržna tveganja Skupina uvršča:
  - Limit največje dovoljene izgube, ki je definiran kot 60-dnevni kumulativni seštevek ekonomskega poslovnega izida trgovalne enote;
  - Meje, ki so definirane za testiranja izjemnih situacij in predstavljajo potencialno izgubo portfelja, izračunano za posamezni scenarij;
  - Tvegano vrednost (VaR), ki predstavlja potencialno izgubo premoženja v določenem obdobju, izračunano z določeno stopnjo zaupanja.
- Specifični limiti za tržna tveganja: So neodvisni od splošnih limitov, vendar delujejo v povezavi z njimi. Skupina jih uporablja za učinkovitejši nadzor nad posameznimi vrstami tveganj in predstavljajo mero občutljivosti tržne vrednosti finančnega instrumenta zaradi sprememb specifičnih dejavnikov tveganja.

Izpostavljenost tržnim tveganjem lahko spreminjajo le tisti, ki so pooblaščen za prevzemanje in spreminjanje pozicij.

Limite v Skupini spremlja enota za tržna tveganja. Ob vsakokratni prekoračitvi limita se nemudoma sproži proces spremljanja, obveščanja in ukrepanja, na način kot je določen v pravilniku. V procesu se določijo najprimernejši ukrepi za ponovno vzpostavitev izpostavljenosti v okviru limita. O kršitvah limitov se redno poroča na sejah ALCO odbora.

Skupina uporablja za izračun kapitalne zahteve za tržna tveganja standardizirani pristop. Interno se za merjenje izpostavljenosti tržnim tveganjem uporablja metodologija matične skupine, ki temelji na tvegani vrednosti (VaR). VaR predstavlja največjo pričakovano izgubo premoženja v določenem časovnem obdobju, izračunano z določeno stopnjo zaupanja. Za namene internega merjenja izpostavljenosti tržnim tveganjem Skupina uporablja IMOD model, ki so ga razvili v matični skupini. Matična skupina skrbi tako za dnevne izračune tvegane vrednosti kot tudi za redna testiranja modela za nazaj (angl. back testing), redno vključitev novih produktov ter za prilagajanje modela splošnim tržnim razmeram in zakonskim zahtevam (npr. direktiva 2013/36/EU (CRD IV): preseženo tveganje kapitalne zahteve (IRC), celotna mera tveganja (CRM), specifična za portfelj s korelacijo trgovanja (CTP), tvegana vrednost za izjemne situacije (sVaR).

Model tvegane vrednosti, ki ga Skupina uporablja za interno merjenje izpostavljenosti tržnim tveganjem, temelji na metodi historične simulacije, ki tržno tveganje meri na podlagi preteklih podatkov (500 dni) in je izračunana ob predpostavki enodnevnega obdobja posedovanja ter z 99-odstotno stopnjo zaupanja. Poleg tvegane vrednosti (VaR) Skupina dnevno spremlja izpostavljenost obrestnim tveganjem po metodologiji obrestnih razmikov in izpostavljenost Skupine spremembam v kreditni premiji (DVP) za izdajatelje dolžniških vrednostnih papirjev, ki jih Skupina poseduje v svojem portfelju. Za obvladovanje tržnih tveganj Skupina uporablja limite, povezane z metodologijo obrestnih razmikov po posameznih valutah in časovnih žepkih (limiti za vsoto bazičnih točk po posameznih valutah in časovnih žepkih ter limiti za vsoto vrednosti absolutnih točk) ter limite za učinke spremembe kreditne premije. Model za obvladovanje ter merjenje izpostavljenosti tržnim tveganjem (IMOD) na osnovi agregiranih podatkov dnevno zagotavlja najpomembnejše parametre tržnih tveganj za poslovanje zakladništva.

Za merjenje in spremljanje tržnih tveganj so v Skupini prav tako pomembni sistem limitov za posamezne pozicije in analiza stresnih scenarijev. Rezultati spremljanja limitov in analiz stresnih scenarijev se redno poročajo ter obravnavajo na sejah ALCO odbora. Stresni scenariji temeljijo na predpostavkah ekstremnih premikov posameznih parametrov tržnih tveganj. Skupina analizira učinke analiz občutljivosti ter stresnih scenarijev na rezultate poslovanja Skupine in neto ekonomsko vrednost Skupine.

Predpostavke analiz občutljivosti in stresnih scenarijev so odvisne od valute in likvidnosti. Rezultati stresnih scenarijev se upoštevajo pri določanju in revidiranju limitov.

Dodatni elementi sistema limitov so limiti največje dovoljene izgube. Limit največje dovoljene izgube je definiran kot 60-dnevni kumulativni seštevek ekonomskega poslovnega izida trgovalne enote. Spremljanje trendov pri dobičkih/izgubah je namenjeno predvsem zgodnjemu odkrivanju morebitnih akumuliranih izgub iz določenih pozicij. Poslovni izid zakladništva se dnevno izračunava, primerja z načrtovanimi poslovnimi rezultati in poroča vodstvu Banke. Poročanje poslovnega izida vključuje sestavine, ki se odražajo v neto prihodkih po MSRP in vrednotenju vseh pozicij po tržni vrednosti, ne glede na njihovo prepoznavanje v finančnih izkazih po MSRP ("celotni prihodki").

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Z namenom preverjanja, ali so sklenjeni posli enote zakladništva skladni s trgom, Skupina uporablja sistem MARCONIS, ki so ga razvili v matični skupini UniCredit. Sistem MARCONIS v celoti in sistematično pregleduje tržno usklajenost vsake posamezne transakcije zakladništva. V letu 2017 ni bilo sklenjenih poslov, ki bi bili končno ocenjeni kot neskladni s trgom. V letu 2012 je bil v sistem MARCONIS vključen modul, ki se uporablja za preverjanje transparentnosti cen (določitev minimalnih marž in maksimalnih stroškov varovanja za enoto zakladniških produktov za stranke).

## Obrestno tveganje, valutno tveganje, tveganja iz naslova trgovanja z lastniškimi vrednostnimi papirji in tveganje kreditnega razpona

Rezultati internega modela, ki temelji na tvegani vrednosti (VaR) ob predpostavki enodnevnega obdobja posesti in 99-odstotni stopnji zaupanja, so za leto 2017 na primerljivih ravneh glede na predhodno leto. Spodnja tabela prikazuje tako tvegano vrednost (skupni VaR), izračunano z upoštevanjem celotne izpostavljenosti Skupine/Banke, kot tudi posamezne komponente tvegane vrednosti (VaR), ki izhajajo iz izpostavljenosti Skupine/Banke obrestnemu tveganju (IR VaR), kreditnemu tveganju dolžniških vrednostnih papirjev (Spread VaR), valutnemu tveganju (FX VaR) in tveganju lastniških finančnih instrumentov (EQ VaR).

### Tvegana vrednost za Skupino v letu 2017 in 2016

EUR 1.000	Tvegana vrednost 2017			Tvegana vrednost 2016		
	Minimum	Maksimum	Povprečje	Minimum	Maksimum	Povprečje
IR VaR	130	1.405	338	515	1.167	735
Spread VaR	1.465	3.831	2.303	1.737	3.619	2.335
FX VaR	1	63	7	5	216	46
EQ VaR	-	-	-	2	2	2
<b>Skupni VaR</b>	<b>1.585</b>	<b>4.885</b>	<b>2.327</b>	<b>1.660</b>	<b>3.913</b>	<b>3.033</b>

### Tvegana vrednost za Banko v letu 2017 in 2016

EUR 1.000	Tvegana vrednost 2017			Tvegana vrednost 2016		
	Minimum	Maksimum	Povprečje	Minimum	Maksimum	Povprečje
IR VaR	131	1.408	340	515	1.167	735
Spread VaR	1.465	3.831	2.303	1.737	3.619	2.335
FX VaR	1	66	7	5	216	46
EQ VaR	-	-	-	2	2	2
<b>Skupni VaR</b>	<b>1.569</b>	<b>3.860</b>	<b>2.323</b>	<b>1.660</b>	<b>3.913</b>	<b>3.044</b>

Banka za namene internega upravljanja s tržnimi tveganji dodatno spremlja tvegano vrednost, izračunano ločeno za trgovalno in bančno knjigo. V letu 2017 je povprečna tvegana vrednost, izračunana na osnovi pozicij, ki so namenjene trgovanju, znašala 53.000 evrov, povprečna tvegana vrednost, izračunana za pozicije v bančni knjigi, pa 2.323.000 evrov (2.327.000 na ravni Skupine).

V okviru upravljanja obrestnega tveganja se Skupina izpostavlja predvsem tveganju v evrih, ameriških dolarjih in švicarskih frankih. Izpostavljenosti v omenjenih valutah so predstavljene v spodnji tabeli in vključujejo tako postavke trgovalne kot tudi bančne knjige. Obrestno tveganje Skupine v valutah, ki tukaj niso prikazane, je minimalno.

### Učinki premika obrestne krivulje v Skupini za eno bazično točko v letu 2017

EUR Valuta	31. 12. 2017					Skupaj	Letni max, min, povprečje		
	Do 3 mesece	3 mesece do 1 leta	1 do 3 let	3 do 10 let	Nad 10 let		Letni maksimum	Letni minimum	Absolutno povprečje
CHF	1.301	-7.812	(5.799)	(2.536)	(757)	(15.603)	(1.434)	(15.604)	4.674
EUR	(10.808)	(9.187)	(14.040)	(10.980)	(17.720)	(62.735)	89.289	(75.955)	49.921
USD	(60)	73	65	(10)	-	68	172	(163)	47
<b>Skupaj</b>	<b>(9.575)</b>	<b>(16.928)</b>	<b>(19.774)</b>	<b>(13.526)</b>	<b>(18.476)</b>	<b>(78.279)</b>	<b>85.563</b>	<b>(90.875)</b>	<b>45.228</b>



### Učinki premika obrestne krivulje v Skupini za eno bazično točko v letu 2016

EUR Valuta	31. 12. 2016						Letni max, min, povprečje		
	Do 3 mesece	3 mesece do 1 leta	1 do 3 let	3 do 10 let	Nad 10 let	Skupaj	Letni maksimum	Letni minimum	Absolutno povprečje
CHF	(1.331)	(5.483)	(537)	(227)	(104)	(7.682)	(4.375)	(13.038)	6.917
EUR	(13.616)	2.162	4.860	78.633	(13.564)	58.475	66.407	12.809	26.603
USD	-	140	21	-	-	161	195	93	154
<b>Skupaj</b>	<b>(14.945)</b>	<b>(3.337)</b>	<b>4.353</b>	<b>78.406</b>	<b>(13.668)</b>	<b>50.809</b>	<b>58.800</b>	<b>2.663</b>	<b>19.821</b>

### Učinki premika obrestne krivulje v Banki za eno bazično točko v letu 2017

EUR Valuta	31. 12. 2017						Letni max, min, povprečje		
	Do 3 mesece	3 mesece do 1 leta	1 do 3 let	3 do 10 let	Nad 10 let	Skupaj	Letni maksimum	Letni minimum	Absolutno povprečje
CHF	1.301	(7.812)	(5.799)	(2.536)	(757)	(15.603)	(1.450)	(15.604)	4.680
EUR	(11.712)	(9.644)	(11.325)	(9.876)	(17.704)	(60.261)	88.390	(71.695)	50.715
USD	(60)	73	65	(10)	-	68	172	(163)	47
<b>Skupaj</b>	<b>(10.480)</b>	<b>(17.385)</b>	<b>(17.060)</b>	<b>(12.423)</b>	<b>(18.460)</b>	<b>(75.808)</b>	<b>84.660</b>	<b>(86.616)</b>	<b>46.015</b>

### Učinki premika obrestne krivulje v Banki za eno bazično točko v letu 2016

EUR Valuta	31. 12. 2016						Letni max, min, povprečje		
	Do 3 mesece	3 mesece do 1 leta	1 do 3 let	3 do 10 let	Nad 10 let	Skupaj	Letni maksimum	Letni minimum	Absolutno povprečje
CHF	(1.341)	(5.483)	(537)	(227)	(104)	(7.692)	(4.385)	(13.044)	6.930
EUR	(12.936)	2.274	5.036	78.734	(13.564)	59.544	67.479	10.422	25.750
USD	-	140	21	-	-	161	195	93	154
<b>Skupaj</b>	<b>(14.276)</b>	<b>(3.225)</b>	<b>4.528</b>	<b>78.507</b>	<b>(13.668)</b>	<b>51.866</b>	<b>59.861</b>	<b>94</b>	<b>18.954</b>

Sprememba skupnega učinka premika obrestne krivulje med letoma 2017 in 2016 je posledica vključitve učinka obrestne občutljivosti opcij (obrestno dno oz. floor), ki omejujejo obrestno mero pri posojilih in depozitih s spremenljivo obrestno mero. Obenem je bil v obrestno pozicijo vključen učinek obrestne občutljivosti zaradi tveganja obrestnih osnov (basis risk) pri posojilih in depozitih s spremenljivo obrestno mero.

Razmerje med obrestnim tveganjem v bančni knjigi in kapitalom Banke je vzpostavljeno v okviru Direktive CRD IV in Uredbe CRR in od Banke zahteva primerjavo spremembe v tržni vrednosti bančne knjige kot posledice premika obrestne krivulje za dve odstotni točki s kapitalom Skupine. V primeru, da omenjena sprememba obrestnih mer absorbira več kot 20 odstotkov kapitala Skupine, lahko nadzorna institucija od Banke zahteva sprejem ukrepov za omejitev tveganja.

Rezultati testiranja stresnega scenarija so pokazali, da bi nenaden vzporedni premik obrestnih mer navzgor za 2 odstotni točki ob koncu leta 2017 absorbiral približno 1 % kapitala Skupine (0,7 % kapitala Banke), kar je občutno pod mejno vrednostjo 20 odstotkov. Trenutna investicija lastniškega kapitala je pri testiranju upoštevana kot odprta izpostavljenost tveganju.

Skupina izračunava in spremlja poleg v okviru Direktive CRD IV in Uredbe CRR zahtevane mere tudi občutljivost neto obrestnih prihodkov na spremembe v obrestnem tveganju v bančni knjigi.

Po metodologiji matične skupine UniCredit se učinek občutljivosti neto obrestnih prihodkov na šoke v spremembi obrestnih mer meri na obrestne pozicije do enega leta, ki izhajajo iz poslovanja Skupine in strateških investicijskih odločitev Skupine (bančna knjiga). Na dan 31. december 2017 je izračunani učinek obrestnega šoka +100 bazičnih točk znašal -2.373.756 evrov in 12.613.496 evrov v primeru vzporednega premika obrestne krivulje za -100 bazičnih točk. Asimetričnost rezultatov je posledica vključitve učinka obrestne občutljivosti obrestnih dnov posojil in depozitov s spremenljivo obrestno mero v obrestno pozicije Skupine/Banke.

Poleg zgoraj omenjenih analiz občutljivosti na obrestno tveganje se dodatno izračunava in spremlja učinke občutljivosti ekonomske vrednosti Skupine na različne potencialne šoke v obrestnih merah za celotno obrestno pozicijo Skupine v vseh pomembnejših valutah. Pomembnejši scenariji sprememb obrestnih mer, ki so ocenjevani mesečno, so naslednji:

- Vzporedni premik obrestne krivulje +/- 200 in +/-100 bazičnih točk.
- Spremembe v naklonu krivulje obrestnih mer so analizirane z različnim premikom na kratkoročnem delu krivulje in nasprotnim premikom na

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dolgoročnem delu krivulje obrestnih mer. Tako se v prvem primeru analizira učinek porasta kratkoročnih obrestnih mer in hkratnega padca dolgoročnih obrestnih mer (primer 1 v spodnji tabeli) ter v drugem primeru učinek padca kratkoročnih obrestnih mer in hkratnega porasta dolgoročnih obrestnih mer (primer 2 v spodnji tabeli).

Ob koncu leta 2017 obrestna občutljivost v EUR ostaja glavni dejavnik tveganja, občutljivost ekonomske vrednosti Skupine in Banke na obrestne šoke se je v primeru negativnih premikov EUR obrestne krivulje spremenila iz negativne v pozitivno zaradi vključitve učinka obrestne občutljivosti obrestnega dna posojil in depozitov s spremenljivo obrestno mero v obrestno pozicijo Skupine in Banke. V primeru negativnega obrestnega šoka se vrednost obrestnih dnov poveča, zaradi česar je rezultat za EUR obrestno krivuljo pozitiven. V primeru pozitivnega obrestnega šoka, pa je vpliv obrestnih dnov omejen, zaradi česar je rezultat za EUR obrestno krivuljo negativen.

## Analiza občutljivosti neto ekonomske vrednosti na obrestno tveganje

Scenarij	Faktor tveganja	Rezultati stresnih scenarijev (EUR) 31. 12. 2017			Rezultati stresnih scenarijev (EUR) 31. 12. 2016		
		EUR	CHF	USD	EUR	CHF	USD
vzporedni premik -200b.t.		36.641.792	(315.139)	(25)	(12.276.357)	1.608.633	(39.650)
vzporedni premik +200b.t.		(2.141.102)	314.192	25	11.380.108	(1.571.102)	38.640
vzporedni premik -100b.t.		12.613.496	(157.450)	(12)	(6.031.141)	799.462	(19.529)
vzporedni premik +100b.t.		(2.373.756)	157.213	12	5.806.151	(790.087)	19.389
premik Primer 1		6.180.652	-	-	(917.066)	-	-
premik Primer 2		6.261.895	-	-	677.591	-	-

## Analiza občutljivosti neto ekonomske vrednosti na obrestno tveganje

Scenarij	Faktor tveganja	Rezultati stresnih scenarijev (EUR) 31. 12. 2017			Rezultati stresnih scenarijev (EUR) 31. 12. 2016		
		EUR	CHF	USD	EUR	CHF	USD
vzporedni premik -200b.t.		34.806.767	(315.139)	(25)	(12.492.511)	1.610.783	(39.650)
vzporedni premik +200b.t.		(1.386.136)	314.192	25	11.592.342	(1.573.249)	38.640
vzporedni premik -100b.t.		12.050.910	(157.450)	(12)	(6.138.711)	800.537	(19.529)
vzporedni premik +100b.t.		(1.977.252)	157.213	12	5.912.742	-791.160	19.389
premik Primer 1		6.130.636	-	-	(876.408)	-	-
premik Primer 2		6.198.033	-	-	651.525	-	-

Portfelj dolžniških vrednostnih papirjev Skupine združuje predvsem obveznice prvorazrednih izdajateljev, ki so uvrščene v kategorijo papirjev razpoložljivih za prodajo ali kategorijo papirjev v posesti do zapadlosti. UniCredit Leasing d.o.o. v svoji bilanci nima portfelja dolžniških vrednostnih papirjev. Na dan 31. december 2017 predstavljajo 95 % portfelja obveznic Banke obveznice, katerih izdajatelj je Republika Slovenija. Skupina redno spremlja položaj na finančnih trgih in ocenjuje kreditno kvaliteto izdajateljev. Poleg portfelja dolžniških vrednostnih papirjev ustvarjajo izpostavljenosti kreditnemu tveganju DVP tudi pozicije, ki izhajajo iz trgovanja s terminkimi pogodbami na DVP. Kot merilo kreditnega tveganja DVP Skupina dnevno izračunava in nadzira velikost spremembe tržne vrednosti svojih portfeljev, ki bi jo povzročila morebitna sprememba kreditnih premij izdajateljev za eno bazično točko.

**Učinki spremembe kreditne premije vseh izdajateljev za eno bazično točko v letu 2017**

EUR	31. 12. 2017					Letni max, min, povprečje		
	Do 6 mesecev	Od 6 mesecev do 2 leti	2 leti do 7 let	nad 7 let	Skupaj	Letni maksimum	Letni minimum	Absolutno povprečje
Zapadlost								
Skupaj	156	4.539	64.876	145.015	214.587	210.727	269.817	235.322

**Učinki spremembe kreditne premije vseh izdajateljev za eno bazično točko v letu 2016**

EUR	31. 12. 2016					Letni max, min, povprečje		
	Do 6 mesecev	Od 6 mesecev do 2 leti	2 leti do 7 let	nad 7 let	Skupaj	Letni maksimum	Letni minimum	Absolutno povprečje
Zapadlost								
Skupaj	2.378	1.968	61.286	150.403	216.035	144.588	277.357	228.736

Skupina je zgoraj predstavljeni pristop, zasnovan na analizi občutljivosti sprememb kreditnih premij, razširila z dodatnim mesečnim testiranjem šoka povečanja kreditne premije na obveznice v portfelju Skupine, katerih izdajatelj je Republika Slovenija.

V primeru uresničitve stresnega testa vzporednega premika krivulje kreditnih premij za +200 bazičnih točk bi ekonomska vrednost Skupine na dan 31. december 2017 rezultirala v izgubi v višini 39,3 milijona evrov, ob upoštevanju sedanje vrednosti pozicije Banke v obveznicah, katerih izdajatelj je Republika Slovenija.

Skupina za namene upravljanja valutnega tveganja poleg tvegane vrednosti (FX VaR) dnevno spremlja in nadzira izpostavljenost Skupine v posameznih tujih valutah, vključno s primerjavo dejanske dnevne izpostavljenosti z določenimi limiti za posamezno valuto. Skupina je med letom 2017 imela materialne pozicije izključno v pomembnejših tujih valutah, kar je predstavljeno v spodnji tabeli.

**Odprta devizna pozicija za Skupino v letu 2017 in 2016**

EUR 1.000	2016		2015	
	Letni maksimum v kratki poziciji	Letni maksimum v dolgi poziciji	Letni maksimum v kratki poziciji	Letni maksimum v dolgi poziciji
CHF	(2.149)	666	(2.276)	2.747
GBP	(551)	304	(225)	340
JPY	(221)	298	(20)	74
USD	(1.414)	4.184	(1.219)	4.782

**Odprta devizna pozicija za Banko v letu 2017 in 2016**

EUR 1.000	2016		2015	
	Letni maksimum v kratki poziciji	Letni maksimum v dolgi poziciji	Letni maksimum v kratki poziciji	Letni maksimum v dolgi poziciji
CHF	(1.529)	666	(2.066)	2.747
GBP	(551)	304	(225)	340
JPY	(221)	298	(20)	74
USD	(1.414)	4.184	(1.219)	4.782

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## Bilančne postavke za Skupino v različnih valutah na dan 31. 12. 2017

EUR 1.000					
Vsebina	EUR	CHF	USD	Ostale valute	Skupaj
Denar v blagajni in stanje na računih pri centralnih bankah in vpogledne vloge pri bankah	378.445	5.641	24.163	4.311	412.560
Finančna sredstva, namenjena trgovanju	5.787	-	894	251	6.932
Finančna sredstva, razpoložljiva za prodajo	396.084	-	1.058	-	397.142
Izvedeni finančni instrumenti, namenjeni varovanju	9.293	2.041	-	-	11.334
Kredit	1.717.662	174.349	1.948	4.510	1.898.469
Kredit bankam	19.427	17.058	-	4.509	40.994
Kredit strankam	1.691.249	157.291	1.948	-	1.850.488
Druga finančna sredstva	6.986	-	-	1	6.987
Finančna sredstva v posesti do zapadlosti	7.202	-	-	-	7.202
Spremembe poštene vrednosti skupine varovanih postavk pred obrestnim tveganjem	(2.418)	-	-	-	(2.418)
Opredmetena osnovna sredstva	5.550	-	-	-	5.550
Naložbene nepremičnine	1.419	-	-	-	1.419
Neopredmetena sredstva	15.755	-	-	-	15.755
Dolgoročne naložbe v kapital odvisnih, pridruženih in skupaj obvladovanih družb	-	-	-	-	-
Terjatve za davek od dohodkov pravnih oseb	3.644	-	-	-	3.644
Terjatve za davek	-	-	-	-	-
Odložene terjatve za davek	3.644	-	-	-	3.644
Druga sredstva	2.081	-	15	-	2.096
<b>Skupaj sredstva</b>	<b>2.540.504</b>	<b>182.031</b>	<b>28.078</b>	<b>9.072</b>	<b>2.759.685</b>
Finančne obveznosti, namenjene trgovanju	5.958	1	904	212	7.075
Izvedeni finančni instrumenti, namenjeni varovanju	762	18.494	-	-	19.256
Finančne obveznosti, merjene po odplačni vrednosti	2.364.209	8.497	37.032	9.532	2.419.270
Vloge bank in centralnih bank	144.048	69	257	427	144.801
Vloge strank	1.898.853	8.068	35.612	8.247	1.950.780
Kredit bank in centralnih bank	298.193	-	-	-	298.193
Podrejene obveznosti	23.115	360	1.163	858	25.496
Druge finančne obveznosti	-	-	-	-	-
Spremembe poštene vrednosti skupine varovanih postavk pred obrestnim tveganjem	14.468	-	4	12	14.484
Rezervacije	3.465	-	-	-	3.465
Obveznosti za davek od dohodkov pravnih oseb	1.607	-	-	-	1.607
Obveznosti za davek	1.858	-	-	-	1.858
Druge obveznosti	3.126	1	1	4	3.132
<b>Skupaj obveznosti</b>	<b>2.391.988</b>	<b>26.993</b>	<b>37.941</b>	<b>9.760</b>	<b>2.466.682</b>
Osnovni kapital	20.384	-	-	-	20.384
Kapitalske rezerve	107.760	-	-	-	107.760
Akumulirani drugi vseobsegajoči donos	26.010	-	77	-	26.087
Rezerve iz dobička (vključno z zadržanim dobičkom)	102.500	-	-	-	102.500
Zadržani dobiček / izguba vključno s čistim dobičkom / izgubo poslovnega leta	36.272	-	-	-	36.272
<b>Skupaj kapital</b>	<b>292.926</b>	<b>-</b>	<b>77</b>	<b>-</b>	<b>293.003</b>
<b>Skupaj obveznosti in kapital</b>	<b>2.684.914</b>	<b>26.993</b>	<b>38.018</b>	<b>9.760</b>	<b>2.759.685</b>

**Bilančne postavke za Skupino v različnih valutih na dan 31. 12. 2016**

<b>EUR 1.000</b>					
<b>Vsebina</b>	<b>EUR</b>	<b>CHF</b>	<b>USD</b>	<b>Ostale valute</b>	<b>Skupaj</b>
Denar v blagajni in stanje na računih pri centralnih bankah in vpogledne vloge pri bankah	292.646	8.753	4.586	5.328	311.313
Finančna sredstva, namenjena trgovanju	7.624	-	3.446	9.048	20.118
Finančna sredstva, razpoložljiva za prodajo	432.095	-	829	-	432.924
Izvedeni finančni instrumenti, namenjeni varovanju	10.995	-	-	-	10.995
Krediti	1.618.288	199.488	2.272	3.738	1.823.786
Krediti bankam	10.923	-	-	3.737	14.660
Krediti strankam	1.599.516	199.488	2.268	-	1.801.272
Druga finančna sredstva	7.849	-	4	1	7.854
Finančna sredstva v posesti do zapadlosti	7.127	-	-	-	7.127
Spremembe poštene vrednosti skupine varovanih postavk pred obrestnim tveganjem	40	-	-	-	40
Opredmetena osnovna sredstva	7.184	-	-	-	7.184
Naložbene nepremičnine	2.689	-	-	-	2.689
Neopredmetena sredstva	16.927	-	-	-	16.927
Dolgoročne naložbe v kapital odvisnih, pridruženih in skupaj obvladovanih družb	-	-	-	-	-
Terjatve za davek od dohodkov pravnih oseb	7.775	-	-	-	7.775
Terjatve za davek	358	-	-	-	358
Odložene terjatve za davek	7.417	-	-	-	7.417
Druga sredstva	2.055	-	17	-	2.072
<b>Skupaj sredstva</b>	<b>2.405.445</b>	<b>208.241</b>	<b>11.150</b>	<b>18.114</b>	<b>2.642.950</b>
Finančne obveznosti, namenjene trgovanju	8.007	127	3.566	8.763	20.463
Izvedeni finančni instrumenti, namenjeni varovanju	10.762	38.343	-	-	49.105
Finančne obveznosti, merjene po odplačni vrednosti	2.238.265	9.926	34.981	10.176	2.293.348
Vloge bank in centralnih bank	231.217	110	407	2.039	233.773
Vloge strank	1.702.578	9.647	33.118	8.075	1.753.418
Krediti bank in centralnih bank	285.514	-	-	-	285.514
Podrejene obveznosti	-	-	-	-	-
Druge finančne obveznosti	18.956	169	1.456	62	20.643
Spremembe poštene vrednosti skupine varovanih postavk pred obrestnim tveganjem	1.263	-	-	-	1.263
Rezervacije	10.156	-	5	10	10.171
Obveznosti za davek od dohodkov pravnih oseb	2.465	-	-	-	2.465
Obveznosti za davek	2.465	-	-	-	2.465
Druge obveznosti	2.486	1	3	4	2.494
<b>Skupaj obveznosti</b>	<b>2.273.404</b>	<b>48.397</b>	<b>38.555</b>	<b>18.953</b>	<b>2.379.309</b>
Osnovni kapital	20.384	-	-	-	20.384
Kapitalske rezerve	107.760	-	-	-	107.760
Akumulirani drugi vseobsegajoči donos	19.078	-	-	-	19.078
Rezerve iz dobička (vključno z zadržanim dobičkom)	98.573	-	-	-	98.573
Zadržani dobiček / izguba vključno s čistim dobičkom / izgubo poslovnega leta	17.846	-	-	-	17.846
<b>Skupaj kapital</b>	<b>263.641</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>263.641</b>
<b>Skupaj obveznosti in kapital</b>	<b>2.537.045</b>	<b>48.397</b>	<b>38.555</b>	<b>18.953</b>	<b>2.642.950</b>

## Bančna tveganja

## Bilančne postavke Banke v različnih valutah na dan 31. 12. 2017

EUR 1.000					
Vsebina	EUR	CHF	USD	Ostale valute	Skupaj
Denar v blagajni in stanje na računih pri centralnih bankah in vpogledne vloge pri bankah	378.445	5.641	24.163	4.311	412.560
Finančna sredstva, namenjena trgovanju	5.787	-	894	251	6.932
Finančna sredstva, razpoložljiva za prodajo	396.084	-	1.058	-	397.142
Izvedeni finančni instrumenti, namenjeni varovanju	9.293	2.041	-	-	11.334
Kreditni	1.671.969	174.349	1.948	4.510	1.852.776
Kreditni bankam	19.427	17.058	-	4.509	40.994
Kreditni strankam	1.648.289	157.291	1.948	-	1.807.528
Druga finančna sredstva	4.253	-	-	1	4.254
Finančna sredstva v posesti do zapadlosti	7.202	-	-	-	7.202
Spremembe poštene vrednosti skupine varovanih postavk pred obrestnim tveganjem	(2.418)	-	-	-	(2.418)
Opredmetena osnovna sredstva	3.629	-	-	-	3.629
Naložbene nepremičnine	-	-	-	-	-
Neopredmetena sredstva	15.458	-	-	-	15.458
Dolgoročne naložbe v kapital odvisnih, pridruženih in skupaj obvladovanih družb	1	-	-	-	1
Terjatve za davek od dohodkov pravnih oseb	-	-	-	-	-
Terjatve za davek	-	-	-	-	-
Odložene terjatve za davek	-	-	-	-	-
Druga sredstva	1.239	-	15	-	1.254
<b>Skupaj sredstva</b>	<b>2.486.689</b>	<b>182.031</b>	<b>28.078</b>	<b>9.072</b>	<b>2.705.870</b>
Finančne obveznosti, namenjene trgovanju	5.958	1	904	212	7.075
Izvedeni finančni instrumenti, namenjeni varovanju	762	18.494	-	-	19.256
Finančne obveznosti, merjene po odplačni vrednosti	2.328.003	8.497	37.032	9.532	2.383.064
Vloge bank in centralnih bank	144.048	69	257	427	144.801
Vloge strank	1.905.608	8.068	35.612	8.247	1.957.535
Kreditni bank in centralnih bank	256.366	-	-	-	256.366
Podrejene obveznosti	21.981	360	1.163	858	24.362
Druge finančne obveznosti	-	-	-	-	-
Spremembe poštene vrednosti skupine varovanih postavk pred obrestnim tveganjem	14.468	-	4	12	14.484
Rezervacije	3.073	-	-	-	3.073
Obveznosti za davek od dohodkov pravnih oseb	1.215	-	-	-	1.215
Obveznosti za davek	1.858	-	-	-	1.858
Druge obveznosti	1.668	1	1	4	1.674
<b>Skupaj obveznosti</b>	<b>2.353.932</b>	<b>26.993</b>	<b>37.941</b>	<b>9.760</b>	<b>2.428.626</b>
Osnovni kapital	20.384	-	-	-	20.384
Kapitalske rezerve	107.760	-	-	-	107.760
Akumulirani drugi vseobsegajoči donosi	26.010	-	77	-	26.087
Rezerve iz dobička (vključno z zadržanim dobičkom)	84.635	-	-	-	84.635
Zadržani dobiček / izguba vključno s čistim dobičkom / izgubo poslovnega leta	38.378	-	-	-	38.378
<b>Skupaj kapital</b>	<b>277.167</b>	<b>-</b>	<b>77</b>	<b>-</b>	<b>277.244</b>
<b>Skupaj obveznosti in kapital</b>	<b>2.631.099</b>	<b>26.993</b>	<b>38.018</b>	<b>9.760</b>	<b>2.705.870</b>

**Bilančne postavke Banke v različnih valutah na dan 31. 12. 2016**

<b>EUR 1.000</b>					
<b>Vsebina</b>	<b>EUR</b>	<b>CHF</b>	<b>USD</b>	<b>Ostale valute</b>	<b>Skupaj</b>
Denar v blagajni in stanje na računih pri centralnih bankah in vpogledne vloge pri bankah	290.641	8.753	4.586	5.328	309.308
Finančna sredstva, namenjena trgovanju	7.624	-	3.446	9.048	20.118
Finančna sredstva, razpoložljiva za prodajo	432.095	-	829	-	432.924
Izvedeni finančni instrumenti, namenjeni varovanju	10.995	-	-	-	10.995
Kredit	1.557.261	200.688	2.272	3.738	1.763.959
Kredit bankam	10.923	-	-	3.737	14.660
Kredit strankam	1.542.637	200.688	2.268	-	1.745.593
Druga finančna sredstva	3.701	-	4	1	3.706
Finančna sredstva v posesti do zapadlosti	7.127	-	-	-	7.127
Spremembe poštene vrednosti skupine varovanih postavk pred obrestnim tveganjem	40	-	-	-	40
Opredmetena osnovna sredstva	4.823	-	-	-	4.823
Naložbene nepremičnine	-	-	-	-	-
Neopredmetena sredstva	16.644	-	-	-	16.644
Dolgoročne naložbe v kapital odvisnih, pridruženih in skupaj obvladovanih družb	1	-	-	-	1
Terjatve za davek od dohodkov pravnih oseb	4.516	-	-	-	4.516
Terjatve za davek	-	-	-	-	-
Odložene terjatve za davek	4.516	-	-	-	4.516
Druga sredstva	741	-	17	-	758
<b>Skupaj sredstva</b>	<b>2.332.508</b>	<b>209.441</b>	<b>11.150</b>	<b>18.114</b>	<b>2.571.213</b>
Finančne obveznosti, namenjene trgovanju	8.007	127	3.566	8.763	20.463
Izvedeni finančni instrumenti, namenjeni varovanju	10.762	38.343	-	-	49.105
Finančne obveznosti, merjene po odplačni vrednosti	2.184.870	10.616	34.981	10.176	2.240.643
Vloge bank in centralnih bank	231.217	110	407	2.039	233.773
Vloge strank	1.703.166	10.337	33.118	8.075	1.754.696
Kredit bank in centralnih bank	232.389	-	-	-	232.389
Podrejene obveznosti	-	-	-	-	-
Druge finančne obveznosti	18.098	169	1.456	62	19.785
Spremembe poštene vrednosti skupine varovanih postavk pred obrestnim tveganjem	1.263	-	-	-	1.263
Rezervacije	9.792	-	5	10	9.807
Obveznosti za davek od dohodkov pravnih oseb	2.465	-	-	-	2.465
Obveznosti za davek	2.465	-	-	-	2.465
Druge obveznosti	1.683	1	3	4	1.691
<b>Skupaj obveznosti</b>	<b>2.218.842</b>	<b>49.087</b>	<b>38.555</b>	<b>18.953</b>	<b>2.325.437</b>
Osnovni kapital	20.384	-	-	-	20.384
Kapitalske rezerve	107.760	-	-	-	107.760
Akumulirani drugi vseobsegajoči donos	19.078	-	-	-	19.078
Rezerve iz dobička (vključno z zadržanim dobičkom)	84.635	-	-	-	84.635
Zadržani dobiček / izguba vključno s čistim dobičkom / izgubo poslovnega leta	13.919	-	-	-	13.919
<b>Skupaj kapital</b>	<b>245.776</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>245.776</b>
<b>Skupaj obveznosti in kapital</b>	<b>2.464.618</b>	<b>49.087</b>	<b>38.555</b>	<b>18.953</b>	<b>2.571.213</b>

# Bančna tveganja

## Izvedeni finančni instrumenti

V skladu z mednarodnimi priporočili Skupina izvedene finančne instrumente razvršča v pogodbe vezane na obrestno mero, pogodbe vezane na devizni tečaj, pogodbe vezane na vrednostne papirje ter kategorijo kreditnih in drugih izvedenih finančnih instrumentov. Podlaga za razvrstitev je osnovni finančni instrument, na katerega se pogodba nanaša. UniCredit Leasing d.o.o. ne sklepa transakcij iz naslova izvedenih finančnih instrumentov.

V vsaki od navedenih kategorij Skupina dodatno razlikuje med instrumenti, s katerimi se trguje na prostem trgu (OTC), in instrumenti, s katerimi se trguje na priznanih borzah. Večino portfelja izvedenih finančnih instrumentov Skupine še vedno predstavljajo instrumenti, s katerimi se trguje na prostem trgu (OTC).

Skupina je poslovni partner podjetjem, ki sklepajo navadne in strukturirane posle. Banka pozicije nemudoma zapre, da ne bi prekoračila vzpostavljenih limitov.

Skupina uporablja izvedene finančne instrumente tudi za upravljanje s strukturo svoje bilance.

Za namene upravljanja portfeljev in upravljanja tveganj se pogodbe vrednotijo po trenutnih cenah z uporabo preverjenih in priznanih modelov. Tržne vrednosti izkazujejo vrednosti pogodb na dan priprave bilance, pri čemer pozitivne tržne vrednosti OTC pogodb nakazujejo obseg kreditnega tveganja nasprotne stranke, ki izhaja iz zadevne dejavnosti.

### Obseg izvedenih finančnih instrumentov na dan 31. 12. 2017

EUR 1.000	Znesek pogodbe		Vrednotenje (pozitivno)		Vrednotenje (negativno)	
	Trgovalna knjiga	Bančna knjiga	Trgovalna knjiga	Bančna knjiga	Trgovalna knjiga	Bančna knjiga
<b>1. IFI vezani na obrestno mero</b>	<b>659.355</b>	<b>876.257</b>	<b>5.735</b>	<b>9.293</b>	<b>5.905</b>	<b>762</b>
a) Obrestne opcije	16.126	-	70	-	68	-
b) Enovalutne zamenjave obrestnih mer	643.229	876.257	5.664	9.293	5.837	762
c) Standardizirane terminske pogodbe	-	-	-	-	-	-
<b>2. Transakcije povezane z vrednostnimi papirji</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
a) Opcije vezane na lastniške vrednostne papirje	-	-	-	-	-	-
<b>3. IFI vezani na tujo valuto in zlato</b>	<b>261.654</b>	<b>159.290</b>	<b>1.139</b>	<b>2.041</b>	<b>1.073</b>	<b>18.494</b>
a) Valutne opcije	-	-	-	-	-	-
b) Medvalutne zamenjave obrestnih mer	159.676	159.290	211	2.041	942	18.494
c) Terminski posli na tuje valute	101.978	-	928	-	131	-
<b>4. IFI vezani na blago</b>	<b>850</b>	<b>-</b>	<b>53</b>	<b>-</b>	<b>53</b>	<b>-</b>
<b>5. Ostali IFI</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>Skupaj</b>	<b>921.859</b>	<b>1.035.547</b>	<b>6.927</b>	<b>11.334</b>	<b>7.031</b>	<b>19.256</b>



### Obseg izvedenih finančnih instrumentov na dan 31. 12. 2016

EUR 1.000	Znesek pogodbe		Vrednotenje (pozitivno)		Vrednotenje (negativno)	
	Trgovalna knjiga	Bančna knjiga	Trgovalna knjiga	Bančna knjiga	Trgovalna knjiga	Bančna knjiga
<b>1. IFI vezani na obrestno mero</b>	<b>604.732</b>	<b>1.944.113</b>	<b>7.595</b>	<b>10.995</b>	<b>7.979</b>	<b>10.763</b>
a) Obrestne opcije	14.201	-	94	-	93	-
b) Eno valutne zamenjave obrestnih mer	587.339	1.944.113	7.501	10.995	7.886	10.763
c) Standardizirane terminske pogodbe	3.192	-	-	-	-	-
<b>2. Transakcije povezane z vrednostnimi papirji</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
a) Opcije vezane na lastniške vrednostne papirje	-	-	-	-	-	-
<b>3. IFI vezani na tujo valuto in zlato</b>	<b>461.537</b>	<b>175.856</b>	<b>12.474</b>	<b>-</b>	<b>12.336</b>	<b>38.343</b>
a) Valutne opcije	-	-	-	-	-	-
b) Medvalutne zamenjave obrestnih mer	220.057	175.856	3.114	-	9.022	38.343
c) Terminski posli na tuje valute	241.480	-	9.360	-	3.314	-
<b>4. IFI vezani na blago</b>	<b>668</b>	<b>-</b>	<b>29</b>	<b>-</b>	<b>28</b>	<b>-</b>
<b>5. Ostali IFI</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>Skupaj</b>	<b>1.066.937</b>	<b>2.119.969</b>	<b>20.098</b>	<b>10.995</b>	<b>20.343</b>	<b>49.105</b>

## Likvidnostno tveganje

Likvidnostno tveganje je tveganje, da Skupina/Banka ni sposobna pravočasno poravnati svojih plačilnih obveznosti, ki nastopijo ob zapadlosti njenih finančnih virov, ali ni zmožna nadomestiti finančnih virov v primeru, da pride do njihovega nenadnega odtoka. Posledica je lahko neizpolnitev obveznosti do strank pri izplačilu depozitov in črpanju odobrenih kreditnih linij.

Likvidnostno tveganje je inherentna sestavina bančnega poslovanja in ga lahko sprožijo dogodki, neposredno povezani z zadevno institucijo, kot so denimo znižanje kreditne bonitete, ali pa dogodki na trgu, ko nastopijo večje sistemske napake ali motnje v delovanju kapitalskih in denarnih trgov.

Skupina obravnava likvidnostno tveganje kot centralno tveganje v bančnem poslovanju in z njim upravlja na celovit in strukturiran način. Postopki, odgovornosti in linije poročanja na področju likvidnosti so zapisane v likvidnostni politiki in vključujejo tudi krizni načrt v primeru likvidnostne krize.

Skupina zmanjšuje likvidnostno tveganje na naslednje načine:

- s podrobnim planiranjem kratkoročne in srednjeročne ter dolgoročne likvidnosti;
- z učinkovito politiko upravljanja z likvidnostjo v zaostrenih likvidnostnih razmerah s poudarkom na uresničljivem ter ustreznem kriznem načrtu;
- z zadostno likvidnostno rezervo za primere nepričakovanih odlivov;
- z rednim izvajanjem ustreznih stresnih scenarijev.

Glavni komponenti upravljanja z likvidnostnim tveganjem v Skupini sta upravljanje s kratkoročno likvidnostjo in upravljanje s strukturo likvidnostjo. Poleg rednih aktivnosti spremljanja in upravljanja pozicij obe vključujeta analizo scenarijev in testiranje izjemnih situacij.

### Kratkoročna likvidnost

Pod kratkoročno likvidnostjo Skupina razume upravljanje likvidnosti znotraj delovnega dne in upravljanje z dnevnimi potrebami po refinanciranju Skupine. Prvi pristop je osredotočen na dostop do zadostne likvidnosti tekom dneva za pokrivanje vseh obveznosti do plačilnih in poravnalnih sistemov ter vključuje sprotno spremljanje obsežnejših plačil in velikosti zavarovanja v plačilnih sistemih.

Dnevne potrebe po refinanciranju Skupina pokriva z aktivnim sodelovanjem na medbančnem trgu v odvisnosti od tržnih gibanj in dejavnikov identificiranih v mesečnem načrtu refinanciranja. Dnevno nadziranje presežkov in primanjkljajev v kratkoročni likvidnosti zagotavlja, da so dnevne potrebe po refinanciranju omejene.

## Bančna tveganja

Za namene upravljanja kratkoročnega likvidnostnega tveganja ima Skupina vzpostavljen limitni sistem za zapadlosti do treh mesecev z dnevnim spremljanjem koriščenosti limitov. Limiti omejujejo pretirane volumne odprtih pozicij po posameznih zapadlostih in za posamezne valute z namenom, da se omeji tveganje refinanciranja v primeru nelikvidnega trga določene tuje valute.

### Strukturna likvidnost

Upravljanje s strukturno likvidnostjo dopolnjuje upravljanje s kratkoročno likvidnostjo. Pokriva razširjen časovni horizont, od zapadlosti preko noči do končnih zapadlosti dolgoročnih sredstev in obveznosti Banke, ter obravnava vidike časa do zapadlosti, valutne usklajenosti ter koncentracije. Celotna strukturna likvidnost se analizira v standardnem scenariju likvidnosti ter scenarijih likvidnostne krize na trgu in likvidnostne krize specifične za Banko. Prekomerna strukturna neskladja so preprečena s spremljanjem položaja na ravni posameznih valut, kar hkrati znižuje občutljivost Skupine na položaj trga medvalutnih zamenjav. Količnike strukturne likvidnosti ter izpostavljenosti glede na limite Skupina spremlja tedensko in redno obravnava na sejah ALCO odbora.

### Testiranje stresnih scenarijev

Da bi zagotovili kontinuirano poslovanje med obdobji izredno negativnega razvoja dogodkov, Banka izvaja testiranje različnih stresnih scenarijev. Glavni scenarij je definiran kot kombinacija negativnega razvoja dogodkov na celotnem bančnem trgu (kriza na trgu) in krize imena, specifične za UniCredit S.p.A. Časovni okvir, definiran znotraj kombiniranega scenarija, je en mesec. Rezultat kombiniranega scenarija služi Banki tudi kot pomembna mera v okviru določanja za Banko sprejemljivega obsega prevzemanja tveganj. Stresni scenariji se izvajajo tedensko, rezultati testiranja scenarijev pa se mesečno obravnavajo na sejah ALCO odbora. Z oblikovanjem zadostnega obsega virov financiranja Banka zagotavlja, da njene potencialne kapacitete za refinanciranje presegajo potrebe po likvidnosti v definiranih stresnih scenarijih.

### Letni načrt financiranja

Skupina pripravlja letni načrt financiranja enkrat letno z namenom ohranjanja primernega ravnovesja med sredstvi in obveznostmi različnih ročnosti. Priprava načrta financiranja temelji na analizi sredstev in obveznosti ter njihovega vpliva tako na kratkoročno kot strukturno likvidnost Skupine. V tem kontekstu predstavlja letni načrt financiranja zelo pomembno vlogo pri celovitem upravljanju z likvidnostjo Skupine. Spremljanje izpolnjevanja letnega načrta financiranja se izvaja kontinuirano v okviru procesa spremljanja gibanja sredstev in obveznosti.

### Politika upravljanja z likvidnostjo v zaostrenih likvidnostnih razmerah

Kljub temu, da je verjetnost nastanka likvidnostne krize tipično nizka, pa zaradi močnega vpliva na poslovanje Skupine zahteva poseben pristop pri upravljanju Skupine. V primeru likvidnostne krize je ključno, da Skupina hitro reagira na novo nastale razmere in na ta način minimizira morebitne negativne krizne učinke. Namen politike upravljanja z likvidnostjo v zaostrenih likvidnostnih razmerah je zagotoviti ustrezen model upravljanja Skupine v takšnih situacijah.

Eden izmed osnovnih elementov te politike je krizni načrt, ki je sestavljen iz nabora možnih ukrepov, ki so Skupini na voljo v primeru nastopa likvidnostne krize. Vsak ukrep tipično vključuje opis instrumenta zagotavljanja likvidnosti z oceno velikosti učinka na likvidnost ter predstavitev časovnice učinkovanja.

### Ocena likvidnostnega položaja ob koncu leta

Kljub težki situaciji na globalnem in lokalnem trgu je Skupina skozi celotno leto 2017 vzdrževala ustrezen likvidnostni profil. Pomemben vir financiranja ostaja likvidnostni center pri UniCredit Bank Austria AG, Dunaj, kjer se Skupina financira po tržnih pogojih.

Skupina upravlja z neusklajenostjo zapadlosti sredstev in obveznosti tako, da ima oblikovano zadostno likvidnostno rezervo v obliki vrednostnih papirjev in kreditov, ki sodijo med primerno finančno premoženje po merilih ECB.

### Razkritje obremenitev sredstev Skupine na dan 31. 12. 2017

EUR 1.000				
Sredstva	Knjigovodska vrednost obremenjenih sredstev	Poštena vrednost obremenjenih sredstev	Knjigovodska vrednost neobremenjenih sredstev	Poštena vrednost neobremenjenih sredstev
Sredstva institucije poročevalke	277.501	-	2.482.184	-
Vloge na vpogled	-	-	401.617	-
Lastniški instrumenti	-	-	24.037	24.037
Dolžniški vrednostni papirji	68.340	68.340	311.968	311.968
Kreditni razen vlog na vpogled	209.161	-	1.689.176	-
Druga sredstva	-	-	55.387	-

EUR 1.000		
Obremenjena sredstva/prejeto zavarovanje s premoženjem in povezane obveznosti	Povezane obveznosti, pogojne obveznosti ali posojeni vrednostni papirji	Sredstva, prejeta zavarovanja s premoženjem in izdani lastni dolžniški vrednostni papirji, razen kritih obveznic in s premoženjem zavarovanih vrednostnih papirjev, ki so obremenjeni
Knjigovodska vrednost izbranih finančnih obveznosti	244.000	277.501
Ostali viri obremenitve	-	-
<b>Skupaj viri obremenitve</b>	<b>244.000</b>	<b>277.501</b>

#### Razkritje obremenitev sredstev Skupine na dan 31. 12. 2016

EUR 1.000				
Sredstva	Knjigovodska vrednost obremenjenih sredstev	Poštena vrednost obremenjenih sredstev	Knjigovodska vrednost neobremenjenih sredstev	Poštena vrednost neobremenjenih sredstev
Sredstva institucije poročevalke	202.490	-	2.441.807	-
Vloge na vpogled	-	-	280.243	-
Lastniški instrumenti	-	-	23.856	23.855
Dolžniški vrednostni papirji	77	77	416.119	416.336
Kreditni razen vlog na vpogled	202.414	-	1.641.126	-
Druga sredstva	-	-	80.463	-

EUR 1.000		
Obremenjena sredstva/prejeto zavarovanje s premoženjem in povezane obveznosti	Povezane obveznosti, pogojne obveznosti ali posojeni vrednostni papirji	Sredstva, prejeta zavarovanja s premoženjem in izdani lastni dolžniški vrednostni papirji, razen kritih obveznic in s premoženjem zavarovanih vrednostnih papirjev, ki so obremenjeni
Knjigovodska vrednost izbranih finančnih obveznosti	170.000	185.282
Ostali viri obremenitve	-	17.208
<b>Skupaj viri obremenitve</b>	<b>170.000</b>	<b>202.490</b>

#### Razkritje obremenitev sredstev Banke na dan 31. 12. 2017

EUR 1.000				
Sredstva	Knjigovodska vrednost obremenjenih sredstev	Poštena vrednost obremenjenih sredstev	Knjigovodska vrednost neobremenjenih sredstev	Poštena vrednost neobremenjenih sredstev
Sredstva institucije poročevalke	277.501	-	2.428.370	-
Vloge na vpogled	-	-	401.617	-
Lastniški instrumenti	-	-	24.037	24.037
Dolžniški vrednostni papirji	68.340	68.340	311.968	311.968
Kreditni razen vlog na vpogled	209.161	-	1.643.621	-
Druga sredstva	-	-	47.128	-

EUR 1.000		
Obremenjena sredstva/prejeto zavarovanje s premoženjem in povezane obveznosti	Povezane obveznosti, pogojne obveznosti ali posojeni vrednostni papirji	Sredstva, prejeta zavarovanja s premoženjem in izdani lastni dolžniški vrednostni papirji, razen kritih obveznic in s premoženjem zavarovanih vrednostnih papirjev, ki so obremenjeni
Knjigovodska vrednost izbranih finančnih obveznosti	244.000	277.501
Ostali viri obremenitve	-	-
<b>Skupaj viri obremenitve</b>	<b>244.000</b>	<b>277.501</b>

## Bančna tveganja

## Razkritje obremenitev sredstev Banke na dan 31. 12. 2016

EUR 1.000				
Sredstva	Knjigovodska vrednost obremenjenih sredstev	Poštena vrednost obremenjenih sredstev	Knjigovodska vrednost neobremenjenih sredstev	Poštena vrednost neobremenjenih sredstev
Sredstva institucije poročevalke	202.490	-	2.368.723	-
Vloge na vpogled	-	-	276.961	-
Lastniški instrumenti	-	-	23.856	23.855
Dolžniški vrednostni papirji	77	77	416.119	416.336
Kreditni razen vlog na vpogled	202.414	-	1.581.325	-
Druga sredstva	-	-	70.462	-

EUR 1.000		
Obremenjena sredstva/prejeto zavarovanje s premoženjem in povezane obveznosti	Povezane obveznosti, pogojne obveznosti ali posojeni vrednostni papirji	Sredstva, prejeta zavarovanja s premoženjem in izdani lastni dolžniški vrednostni papirji, razen kritih obveznic in s premoženjem zavarovanih vrednostnih papirjev, ki so obremenjeni
Knjigovodska vrednost izbranih finančnih obveznosti	170.000	185.282
Ostali viri obremenitve	-	17.208
<b>Skupaj viri obremenitve</b>	<b>170.000</b>	<b>202.490</b>

**Bilanca stanja Skupine po zapadlosti na dan 31. 12. 2017**

EUR 1.000		Na	Do 1	Od 1 - 3	Od 3 - 12		
Vsebina	Skupaj	vpogled	meseca	mesecev	mesecev	Od 1 - 5 let	Nad 5 let
Denar v blagajni in stanje na računih pri centralnih bankah in vpogledne vloge pri bankah	412.510	412.510	-	-	-	-	-
Finančna sredstva, namenjena trgovanju	6.932	-	650	224	315	1.758	3.985
Finančna sredstva, razpoložljiva za prodajo	444.238	-	480	2.772	10.710	166.105	264.171
Izvedeni finančni instrumenti, namenjeni varovanju	11.334	-	-	-	273	4.328	6.733
Kreditni	2.070.199	-	96.760	92.082	299.191	904.779	677.387
Kreditni bankam	41.076	-	26.621	14.033	422	-	-
Kreditni strankam	2.022.144	-	63.161	78.049	298.769	904.778	677.387
Druga finančna sredstva	6.979	-	6.978	-	-	1	-
Finančna sredstva v posesti do zapadlosti	7.263	-	-	7.263	-	-	-
Spremembe poštene vrednosti skupine varovanih postavk pred obrestnim tveganjem	(2.418)	-	-	-	-	-	(2.418)
Opredmetena osnovna sredstva	5.550	-	-	-	-	-	5.550
Naložbene nepremičnine	1.419	-	-	-	-	1.419	-
Neopredmetena dolgoročna sredstva	15.755	-	-	-	-	-	15.755
Dolgoročne naložbe v kapital odvisnih, pridruženih in skupaj obvladovanih družb	-	-	-	-	-	-	-
Terjatve za davek od dohodkov pravnih oseb	3.644	-	-	-	-	3.644	-
Terjatve za davek	-	-	-	-	-	-	-
Odložene terjatve za davek	3.644	-	-	-	-	3.644	-
Druga sredstva	2.023	-	1.897	-	-	-	126
<b>Skupaj sredstva (1)</b>	<b>2.978.449</b>	<b>412.510</b>	<b>99.787</b>	<b>102.341</b>	<b>310.489</b>	<b>1.082.033</b>	<b>971.289</b>
Finančne obveznosti, namenjene trgovanju	7.075	-	701	210	253	1.974	3.937
Izvedeni finančni instrumenti, namenjeni varovanju	19.256	-	-	4.978	-	13.815	463
Finančne obveznosti, merjene po odplačni vrednosti	2.422.048	1.326.297	279.706	55.047	291.418	461.465	8.115
Vloge bank in centralnih bank	145.002	3.572	15.160	162	36.108	90.000	-
Vloge strank	1.953.329	1.322.725	238.205	52.473	244.384	94.539	1.003
Kreditni bank in centralnih bank	298.223	-	847	2.412	10.926	276.926	7.112
Podrejene obveznosti	25.494	-	25.494	-	-	-	-
Druge finančne obveznosti	-	-	-	-	-	-	-
Spremembe poštene vrednosti skupine varovanih postavk pred obrestnim tveganjem	14.484	-	1.127	187	2.245	5.967	4.958
Rezervacije	3.465	-	-	-	1.607	1.858	-
Obveznosti za davek od dohodkov pravnih oseb	1.607	-	-	-	1.607	-	-
Obveznosti za davek	1.858	-	-	-	-	1.858	-
Druge obveznosti	3.132	-	2.670	-	-	-	462
Osnovni kapital	20.384	-	-	-	-	-	20.384
Kapitalske rezerve	107.760	-	-	-	-	-	107.760
Akumulirani drugi vseobsegajoči donosi	26.087	-	-	-	-	-	26.087
Rezerve iz dobička (vključno z zadržanim dobičkom)	102.500	-	-	-	-	-	102.500
Zadržani dobiček / izguba (vključno s čistim dobičkom / izgubo poslovnega leta)	36.272	-	-	-	36.235	37	-
<b>Skupaj obveznosti in kapital (2)</b>	<b>2.762.463</b>	<b>1.326.297</b>	<b>284.204</b>	<b>60.422</b>	<b>331.758</b>	<b>485.116</b>	<b>274.666</b>
<b>Neusklajenost (1)-(2)</b>	<b>215.986</b>	<b>(913.787)</b>	<b>(184.417)</b>	<b>41.919</b>	<b>-21.269</b>	<b>596.917</b>	<b>696.623</b>

Opomba: V tabeli so prikazane nediskontirane postavke izkaza finančnega položaja Banke.

## Bančna tveganja

## Bilanca stanja Skupine po zapadlosti na dan 31. 12. 2016

EUR 1.000		Na	Do 1	Od 1 - 3	Od 3 - 12	Od 1 - 5 let	Nad 5 let
Vsebina	Skupaj	v pogled	meseca	mesecev	mesecev		
Denar v blagajni in stanje na računih pri centralnih bankah in vpogledne vloge pri bankah	311.308	311.308	-	-	-	-	-
Finančna sredstva, namenjena trgovanju	20.118	-	10.212	770	2.459	1.407	5.270
Finančna sredstva, razpoložljiva za prodajo	492.943	-	621	3.018	61.677	142.858	284.769
Izvedeni finančni instrumenti, namenjeni varovanju	10.995	-	169	511	164	4.561	5.590
Krediti	1.960.842	622	104.447	71.091	274.337	761.631	748.714
Krediti bankam	14.674	-	7.779	1.041	4.585	1.269	-
Krediti strankam	1.938.314	622	93.220	70.050	265.573	760.135	748.714
Druga finančna sredstva	7.854	-	3.448	-	4.179	227	-
Finančna sredstva v posesti do zapadlosti	7.469	-	-	280	-	7.189	-
Spremembe poštene vrednosti skupine varovanih postavk pred obrestnim tveganjem	40	-	-	-	-	-	40
Opredmetena osnovna sredstva	7.184	-	-	-	-	-	7.184
Naložbene nepremičnine	2.689	-	-	-	281	2.408	-
Neopredmetena dolgoročna sredstva	16.927	-	-	-	-	-	16.927
Dolgoročne naložbe v kapital odvisnih, pridruženih in skupaj obvladovanih družb	-	-	-	-	-	-	-
Terjatve za davek od dohodkov pravnih oseb	7.775	-	-	-	358	7.417	-
Terjatve za davek	358	-	-	-	358	-	-
Odložene terjatve za davek	7.417	-	-	-	-	7.417	-
Druga sredstva	2.072	-	66	1.418	114	468	6
<b>Skupaj sredstva (1)</b>	<b>2.840.362</b>	<b>311.930</b>	<b>115.515</b>	<b>77.088</b>	<b>339.390</b>	<b>927.939</b>	<b>1.068.500</b>
Finančne obveznosti, namenjene trgovanju	20.463	-	10.021	932	2.442	1.735	5.333
Izvedeni finančni instrumenti, namenjeni varovanju	49.105	-	7.282	1.036	141	34.956	5.690
Finančne obveznosti, merjene po odplačni vrednosti	2.299.730	1.141.074	148.707	86.998	378.844	433.918	110.189
Vloge bank in centralnih bank	234.437	6.775	1.925	164	70.573	105.000	50.000
Vloge strank	1.755.757	1.134.299	132.180	81.374	293.507	113.152	1.245
Krediti bank in centralnih bank	288.893	-	593	4.152	9.438	215.766	58.944
Podrejene obveznosti	-	-	-	-	-	-	-
Druge finančne obveznosti	20.643	-	14.009	1.308	5.326	-	-
Spremembe poštene vrednosti skupine varovanih postavk pred obrestnim tveganjem	1.263	-	-	-	-	-	1.263
Rezervacije	10.171	166	121	575	3.473	5.494	342
Obveznosti za davek od dohodkov pravnih oseb	2.465	-	-	-	2.465	-	-
Obveznosti za davek	2.465	-	-	-	2.465	-	-
Druge obveznosti	2.494	-	127	821	271	691	584
Osnovni kapital	20.384	-	-	-	-	-	20.384
Kapitalske rezerve	107.760	-	-	-	-	-	107.760
Akumulirani drugi vseobsegajoči donos	19.078	-	-	-	-	-	19.078
Rezerve iz dobička (vključno z zadržanim dobičkom)	98.573	-	-	-	-	-	98.573
Zadržani dobiček / izguba (vključno s čistim dobičkom / izgubo poslovnega leta)	17.846	-	-	-	13.882	37	3.927
<b>Skupaj obveznosti in kapital (2)</b>	<b>2.649.332</b>	<b>1.141.240</b>	<b>166.258</b>	<b>90.362</b>	<b>401.518</b>	<b>476.831</b>	<b>373.123</b>
<b>Neusklajenost (1)-(2)</b>	<b>191.030</b>	<b>(829.310)</b>	<b>(50.743)</b>	<b>(13.274)</b>	<b>(62.128)</b>	<b>451.108</b>	<b>695.377</b>

Opomba: V tabeli so prikazane nediskontirane postavke izkaza finančnega položaja Banke.

**Bilanca stanja Banke po zapadlosti na dan 31. 12. 2017**

EUR 1.000		Na	Do 1	Od 1 - 3	Od 3 - 12	Od 1 - 5 let	Nad 5 let
Vsebina	Skupaj	vpogled	meseca	mesecev	mesecev		
Denar v blagajni in stanje na računih pri centralnih bankah in vpogledne vloge pri bankah	412.510	412.510	-	-	-	-	-
Finančna sredstva, namenjena trgovanju	6.932	-	650	224	315	1.758	3.985
Finančna sredstva, razpoložljiva za prodajo	444.238	-	480	2.772	10.710	166.105	264.171
Izvedeni finančni instrumenti, namenjeni varovanju	11.334	-	-	-	273	4.328	6.733
Kreditni	2.014.908	-	96.635	82.527	258.301	915.212	662.233
Kreditni bankam	41.076	-	26.621	14.033	422	-	-
Kreditni strankam	1.969.578	-	65.761	68.494	257.879	915.211	662.233
Druga finančna sredstva	4.254	-	4.253	-	-	1	-
Finančna sredstva v posesti do zapadlosti	7.263	-	-	7.263	-	-	-
Spremembe poštene vrednosti skupine varovanih postavk pred obrestnim tveganjem	(2.418)	-	-	-	-	-	(2.418)
Opredmetena osnovna sredstva	3.629	-	-	-	-	-	3.629
Naložbene nepremičnine	-	-	-	-	-	-	-
Neopredmetena dolgoročna sredstva	15.458	-	-	-	-	-	15.458
Dolgoročne naložbe v kapital odvisnih, pridruženih in skupaj obvladovanih družb	1	-	-	-	-	-	1
Terjatve za davek od dohodkov pravnih oseb	-	-	-	-	-	-	-
Terjatve za davek	-	-	-	-	-	-	-
Odložene terjatve za davek	-	-	-	-	-	-	-
Druga sredstva	1.254	-	1.128	-	-	-	126
<b>Skupaj sredstva (1)</b>	<b>2.915.109</b>	<b>412.510</b>	<b>98.893</b>	<b>92.786</b>	<b>269.599</b>	<b>1.087.403</b>	<b>953.918</b>
Finančne obveznosti, namenjene trgovanju	7.075	-	701	210	253	1.974	3.937
Izvedeni finančni instrumenti, namenjeni varovanju	19.256	-	-	4.978	-	13.815	463
Finančne obveznosti, merjene po odplačni vrednosti	2.384.226	1.333.052	277.727	51.036	286.844	434.406	1.161
Vloge bank in centralnih bank	145.002	3.572	15.160	162	36.108	90.000	-
Vloge strank	1.958.483	1.329.480	238.205	50.872	244.384	94.539	1.003
Kreditni bank in centralnih bank	256.379	-	-	2	6.352	249.867	158
Podrejene obveznosti	24.362	-	24.362	-	-	-	-
Druge finančne obveznosti	-	-	-	-	-	-	-
Spremembe poštene vrednosti skupine varovanih postavk pred obrestnim tveganjem	14.484	-	1.127	187	2.245	5.967	4.958
Rezervacije	3.073	-	-	-	1.215	1.858	-
Obveznosti za davek od dohodkov pravnih oseb	1.215	-	-	-	1.215	-	-
Obveznosti za davek	1.858	-	-	-	-	1.858	-
Druge obveznosti	1.674	-	1.212	-	-	-	462
Osnovni kapital	20.384	-	-	-	-	-	20.384
Kapitalske rezerve	107.760	-	-	-	-	-	107.760
Akumulirani drugi vseobsegajoči donos	26.087	-	-	-	-	-	26.087
Rezerve iz dobička	84.635	-	-	-	-	-	84.635
Zadržani dobiček / izguba (vključno s čistim dobičkom / izgubo poslovnega leta)	38.378	-	-	-	38.341	37	-
<b>Skupaj obveznosti in kapital (2)</b>	<b>2.707.032</b>	<b>1.333.052</b>	<b>280.767</b>	<b>56.411</b>	<b>328.898</b>	<b>458.057</b>	<b>249.847</b>
<b>Neusklajenost (1)-(2)</b>	<b>208.077</b>	<b>(920.542)</b>	<b>(181.874)</b>	<b>36.375</b>	<b>(59.299)</b>	<b>629.346</b>	<b>704.071</b>

Opomba: V tabeli so prikazane nediskontirane postavke izkaza finančnega položaja Banke.

## Bančna tveganja

## Bilanca stanja Banke po zapadlosti na dan 31. 12. 2016

EUR 1.000		Na	Do 1	Od 1 - 3	Od 3 - 12	Od 1 - 5 let	Nad 5 let
Vsebina	Skupaj	vpogled	meseca	mesecev	mesecev		
Denar v blagajni in stanje na računih pri centralnih bankah in vpogledne vloge pri bankah	309.304	309.304	-	-	-	-	-
Finančna sredstva, namenjena trgovanju	20.118	-	10.212	770	2.459	1.407	5.270
Finančna sredstva, razpoložljiva za prodajo	492.943	-	621	3.018	61.677	142.858	284.769
Izvedeni finančni instrumenti, namenjeni varovanju	10.995	-	169	511	164	4.561	5.590
Kreditni	1.889.279	-	99.626	117.132	251.175	694.063	727.283
Kreditni bankam	14.674	-	7.779	1.041	4.585	1.269	-
Kreditni strankam	1.870.899	-	88.382	116.091	246.576	692.567	727.283
Druga finančna sredstva	3.706	-	3.465	-	14	227	-
Finančna sredstva v posesti do zapadlosti	7.469	-	-	280	-	7.189	-
Spremembe poštene vrednosti skupine varovanih postavk pred obrestnim tveganjem	40	-	-	-	-	-	40
Opredmetena osnovna sredstva	4.823	-	-	-	-	-	4.823
Naložbene nepremičnine	-	-	-	-	-	-	-
Neopredmetena dolgoročna sredstva	16.644	-	-	-	-	-	16.644
Dolgoročne naložbe v kapital odvisnih. pridruženih in skupaj obvladovanih družb	1	-	-	-	-	-	1
Terjatve za davek od dohodkov pravnih oseb	4.516	-	-	-	-	4.516	-
Terjatve za davek	-	-	-	-	-	-	-
Odložene terjatve za davek	4.516	-	-	-	-	4.516	-
Druga sredstva	758	-	118	52	114	468	6
<b>Skupaj sredstva (1)</b>	<b>2.756.890</b>	<b>309.304</b>	<b>110.746</b>	<b>121.763</b>	<b>315.589</b>	<b>855.062</b>	<b>1.044.426</b>
Finančne obveznosti, namenjene trgovanju	20.463	-	10.021	932	2.442	1.735	5.333
Izvedeni finančni instrumenti, namenjeni varovanju	49.105	-	7.282	1.036	141	34.956	5.690
Finančne obveznosti, merjene po odplačni vrednosti	2.243.701	1.142.352	148.366	81.990	369.761	400.182	101.050
Vloge bank in centralnih bank	234.437	6.775	1.925	164	70.573	105.000	50.000
Vloge strank	1.757.035	1.135.577	132.180	81.374	293.507	113.152	1.245
Kreditni bank in centralnih bank	232.444	-	252	2	355	182.030	49.805
Podrejene obveznosti	-	-	-	-	-	-	-
Druge finančne obveznosti	19.785	-	14.009	450	5.326	-	-
Spremembe poštene vrednosti skupine varovanih postavk pred obrestnim tveganjem	1.263	-	-	-	-	-	1.263
Rezervacije	9.807	167	121	210	3.473	5.494	342
Obveznosti za davek od dohodkov pravnih oseb	2.465	-	-	-	2.465	-	-
Obveznosti za davek	2.465	-	-	-	2.465	-	-
Druge obveznosti	1.691	-	126	19	271	691	584
Osnovni kapital	20.384	-	-	-	-	-	20.384
Kapitalske rezerve	107.760	-	-	-	-	-	107.760
Akumulirani drugi vseobsegajoči donos	19.078	-	-	-	-	-	19.078
Rezerve iz dobička	84.635	-	-	-	-	-	84.635
Zadržani dobiček / izguba (vključno s čistim dobičkom / izgubo poslovnega leta)	13.919	-	-	-	13.882	37	-
<b>Skupaj obveznosti in kapital (2)</b>	<b>2.574.271</b>	<b>1.142.519</b>	<b>165.916</b>	<b>84.187</b>	<b>392.435</b>	<b>443.095</b>	<b>346.119</b>
<b>Neusklajenost (1)-(2)</b>	<b>182.619</b>	<b>(833.215)</b>	<b>(55.170)</b>	<b>37.576</b>	<b>(76.846)</b>	<b>411.967</b>	<b>698.307</b>

Opomba: V tabeli so prikazane nediskontirane postavke izkaza finančnega položaja Banke.



## Merjenje poštene vrednosti

Spodnja tabela predstavlja merjenje poštene vrednosti (MSRP 13) razkritja knjigovodskih postavk za instrumente, ki niso merjeni po pošteni vrednosti v izkazu finančnega položaja.

### Merjenje poštene vrednosti (MSRP 13) razkritja knjigovodskih postavk za instrumente, ki niso merjeni po pošteni vrednosti v izkazu finančnega položaja

EUR 1.000		Poštena vrednost 2017	Poštena vrednost 2017	Knjigovodska vrednost 2016	Poštena vrednost 2016	Poštena vrednost 2016
Vsebina	Knjigovodska vrednost 2017	Raven 2	Raven 3	Knjigovodska vrednost 2016	Raven 2	Raven 3
<b>Sredstva</b>						
Denar v blagajni in stanje na računih pri centralni banki	412.560	-	412.560	309.308	-	309.308
Finančna sredstva v posesti do zapadlosti	7.202	7.069	-	7.127	7.344	-
Kreditni bankam	40.994	20.620	20.361	14.660	5.420	9.232
Kreditni strankam, ki niso banke	1.676.081	608.145	1.183.750	1.614.146	955.051	766.887
<b>Skupaj</b>	<b>2.136.837</b>	<b>635.834</b>	<b>1.616.671</b>	<b>1.945.241</b>	<b>967.815</b>	<b>1.085.427</b>
<b>Obveznosti</b>						
Finančne obveznosti do centralne banke	-	-	-	-	-	-
Podrejene obveznosti	-	-	-	-	-	-
Vloge bank	144.796	144.221	2.741	233.773	234.240	2.997
Vloge strank, ki niso banke	1.957.540	445.522	1.513.333	1.754.696	868.460	884.805
<b>Skupaj</b>	<b>2.102.336</b>	<b>589.743</b>	<b>1.516.074</b>	<b>1.988.469</b>	<b>1.102.700</b>	<b>887.802</b>

Zgoraj navedeni finančni instrumenti niso vodeni po pošteni vrednosti. Za te instrumente se poštena vrednost izračuna samo za potrebe poročanja in ne vpliva na bilanco stanja ali poslovni izid. Izračun poštene vrednosti je v skladu z metodologijo diskontiranja denarnih tokov za oceno sedanje vrednosti finančnega instrumenta, ki je predmet tveganja neplačila. Tveganje denarnih tokov je upoštevano z uporabo uteži pri diskontnih faktorjih, s katerimi se upošteva kreditno in časovno komponento.

\* Raven 2 (L2): Poštena vrednost se določi na osnovi modelov vrednotenja, ki temeljijo predvsem na tržnih podatkih. Raven 2 vključuje tudi finančna sredstva, katerih poštena vrednost je določena na osnovi kotirane cene za identičen instrument, vendar zanje ne obstaja delujoč trg.

\*\* Raven 3 (L3): Poštena vrednost se določi na osnovi modelov vrednotenja, ki ne temeljijo na zaznavnih tržnih podatkih. Vložek se šteje kot zaznavni vložek, če je tržna cena neposredno na razpolago ali jo je možno izpeljati iz tržne cene. Primeri vložkov za Raven 3 so denimo pretekle volatilitosti ali obrestne mere za valute ter zapadlosti, za katere niso na razpolago finančni instrumenti s tržno ceno. Če vrednost finančnega instrumenta temelji na dejavnikih, za katere tržna cena ni na razpolago, lahko ob koncu obdobja poročanja vrednost teh dejavnikov izberemo iz nabora razumnih možnih alternativ. Za namen priprave finančnih izkazov so razumne vrednosti, ki so izbrane za takšne vložke, za katere ni na voljo tržne cene, usklajene s prevladujočimi razmerami na trgu ter s pristopom Banke, kar zadeva kontrolo vrednotenja.

## Operativno tveganje

### Okvir operativnega tveganja

Operativno tveganje je opredeljeno kot tveganje zaradi neustreznih ali neuspešnih internih procesov, nepravilnega ravnanja oseb, neustreznih ali neuspešnih notranjih sistemov in zunanjih dogodkov, ki ne izhajajo iz kreditnega, tržnega in likvidnostnega tveganja. Med operativna tveganja štejemo tudi pravna tveganja in tveganja povezana s skladnostjo poslovanja, izključena pa so strateška tveganja in tveganja ugleda.

Za nadzor, zmanjševanje in kontrolo operativnega tveganja je Banka vzpostavila celovit okvir politik in postopkov za ocenjevanje in upravljanje z operativnim tveganjem in učinkovitim kontrolnim okoljem. Banka se osredotoča na proaktivno odkrivanje in zmanjševanje operativnega tveganja in z njim povezanih dogodkov. Cilj Banke je obdržati izpostavljenost operativnemu tveganju na ustrezno nizki ravni, v luči njenih finančnih prednosti, značilnosti njenega poslovanja, trgov na katerih posluje, konkurenčnosti okolja in regulatornih omejitev, ki jim je izpostavljena. Ključni poudarki so transparentnost informacij, eskalacija glavnih problemov in določitev odgovornosti za njihovo ustrezno reševanje.

## Bančna tveganja

Pristop Banke pri upravljanju z operativnim tveganjem je namenjen zmanjšanju izgub z vpeljavo tradicionalnih pristopov, ki temeljijo na kontroli in vpeljavo dodatnih metod, orodij in pravil, ki so prilagojeni vrsti tveganja, dosledno uporabljeni in izkoriščeni. Najpomembnejše orodje pri omejevanju in zmanjšanju tveganja in dejanskih izgub je širitev kulture zavedanja o operativnem tveganju na vseh ravneh v Banki.

Od julija 2015, ko je Banka prejela soglasje oz. »Odločbo o izdaji dovoljenja za pridobitev kvalificirane naložbe v družbi UniCredit Leasing d.o.o.« s strani Banke Slovenije, je 100-odstotna lastnica podjetja UniCredit Leasing Slovenija d.o.o., kar pomeni, da od avgusta 2015 dalje okvir za poročanje in upravljanje z operativnim tveganjem ter učinkovitim kontrolnim okoljem zajema celotno Skupino.

### Upravljalci operativnega tveganja

Celotna organizacija ter razdelitev pristojnosti in odgovornosti na področju upravljanja operativnega tveganja z vidika ocenjevanja/merjenja, spremljanja in obvladovanja operativnega tveganja je v Skupini definirana na način, ki omogoča in zagotavlja pravočasno evidentiranje ter poročanje nastalih dogodkov operativnega tveganja, pravočasno vpeljavo ukrepov z namenom preprečitve nastanka škodnih dogodkov in učinkovito spremljanje ter obvladovanje operativnega tveganja.

Uprava Banke je odgovorna za učinkovit pregled in razumevanje izpostavljenosti operativnemu tveganju. Uprava Banke in višje vodstvo so prav tako odgovorni za preverjanje, ali sta merjenje in sistem nadzora operativnega tveganja močno integrirana v dnevni proces obvladovanja tveganj Skupine.

Ključni organ v Banki za sprejemanje odločitev, povezanih z operativnim tveganjem, je Odbor za operativno tveganje. Na sestankih odbora za operativno tveganje se podrobno analizirajo nastali škodni dogodki v Skupini, vključno z analizo o možnih izboljšavah procesov/produktov/sistemov znotraj Skupine. Na osnovi poročil o operativnem tveganju člani Odbora za operativno tveganje predlagajo in nadzirajo procedure za kontrolo in spremljanje operativnega tveganja. Uprava Banke je redno obveščena o vseh pomembnih dogodkih operativnega tveganja, pomembnih temah, spremembah ter novostih in o morebitnih kršitvah na področju operativnega tveganja.

V matični skupini UniCredit je ključni organ odbor za operativno tveganje, ki zaseda vsako četrletje. Odbor ima funkcijo spremljave in svetovanja na naslednjih področjih: profili in dejavniki tveganja; odobritev in spremembe upravljalvskega in kontrolnega okolja za operativna tveganja, vključno z morebitnimi akcijskimi načrti, procesi in zahtevami za kontrolo kakovosti podatkov in informacijske tehnologije; strategije za izboljšanje učinkovitosti na področju operativnih tveganj. Nadalje odbor obravnava akcijske načrte za implementacijo dodatnih kontrol/ukrepov, vključno z določitvijo odgovornih enot za njihovo izvedbo in spremljanje v zvezi z ugotovitvami letnega ocenjevanja primernosti sistema upravljanja operativnega tveganja na nivoju celotne matične skupine, kot tudi priporočil notranje revizije. Odbor nadzira tudi izvajanje procesa ocenjevanja notranjega kapitala banke (ICAAP).

V matični skupini UniCredit je bila konec oktobra 2016 vpeljana nova organizacijska struktura za področje operativnega tveganja in tveganja ugleda, ki je uvedla neposredno koordinacijo posameznih bank matične skupine v okviru posebne enote v matični skupini UniCredit. Ta enota je odgovorna za določitev postopkov in smernic za ugotavljanje, ocenjevanje in kontrolo na področju operativnega tveganja in tveganja ugleda (vključno z operativnim tveganjem v povezavi s kreditnim in tržnim tveganjem ter tveganjem v povezavi z informacijsko in komunikacijsko tehnologijo banke) ter spremljanje njihovega pravnega izvajanja s strani posameznih bank v matični skupini.

Funkcija upravljanja operativnega tveganja v Skupini poteka znotraj samostojne skupine za operativno tveganje, v okviru divizije Upravljanje s tveganji, v tesnem sodelovanju z ostalimi upravitelji operativnega tveganja, ki so imenovani za vsako poslovno divizijo in štabno službo. Skupina za operativno tveganje zagotavlja redno kontrolo nad operativnim tveganjem in je odgovorna za identifikacijo, ocenjevanje, nadzor in zmanjševanje ter kontrolo operativnega tveganja. Vključena je tudi v postopek vpeljave novih produktov. Upravitelji operativnega tveganja so odgovorni za vzpostavitev ustreznih ukrepov za zmanjšanje in preprečevanje operativnega tveganja ter sklenitev morebitnega zavarovanja pred tveganjem. Vsako leto skupina za operativno tveganje organizira tudi celodnevno delavnico za vse upravitelje operativnih tveganj v Skupini z namenom predstavitve pomembnih aktualnih dogajanj in novosti, s čimer se utrjuje znanje upraviteljev operativnih tveganj in skrbi za krepitev zavedanja o pomenu aktivnega nadzora in upravljanja operativnega tveganja.

### Sistem merjenja operativnega tveganja

Od septembra 2009 Banka uporablja napredni pristop (Advanced Measurement Approach – AMA pristop) za merjenje in izračun kapitalske zahteve za operativno tveganje. Napredni model izračuna kapitalske zahteve za operativno tveganje je bil razvit na ravni matične skupine UniCredit. Model uporablja kombinacijo notranjih podatkov, zunanjih podatkov, analize scenarijev in dejavnikov, ki odražajo poslovno okolje in notranje kontrole.

Okvir spremljanja operativnega tveganja predstavlja aplikacija Application for Risk Gauging Online (v nadaljevanju: ARGO). Gre za programsko orodje, ki je bilo razvito v okviru matične skupine in je namenjeno spremljanju operativnega tveganja. ARGO združuje posamezne sestavine okvira upravljanja operativnega tveganja v enotno orodje, ki temelji na intranetu. ARGO obsega zajemanje, poročanje in analiziranje podatkov, povezanih z operativnim tveganjem, ki omogočajo identifikacijo tveganj, merjenje, nadzor, poročanje in analizo in na ta način omogočajo učinkovito upravljanje Skupine z operativnim tveganjem.

Mreža neodvisnih funkcij in skupin, ki so vključene v upravljanje in kontrolo tveganj, zagotavlja upravi Banke zadostne informacije za upravljanje z operativnim tveganjem. V letu 2012 je bila ustanovljena posebna delovna skupina v okviru Odbora za operativna tveganja, ki zagotavlja redno spremljanje ukrepov za zmanjšanje operativnih tveganj in aktivnosti ter ugotovitev na posameznih ravneh upravljanja v Skupini. Vsako četrletje skupina pripravi posebno poročilo s pregledom vseh sprejetih in planiranih ukrepov za zmanjšanje operativnih tveganj na vseh ravneh upravljanja po posameznih poslovnih področjih in redno spremlja izvajanje tovrstnih ukrepov v Skupini.

Sistem za ocenjevanje in merjenje operativnih tveganj temelji na štirih ključnih elementih: zbiranje in analiziranje notranjih dogodkov operativnega tveganja, zunanji dogodki operativnega tveganja, letna analiza scenarijev operativnega tveganja in redno spremljanje dejavnikov/indikatorjev tveganja.

### **Načrt neprekinjenega poslovanja**

V letu 2017 je Banka nadaljevala z izvajanjem načrta neprekinjenega poslovanja, skladno z novim načrtom kriznega upravljanja, ter politiko matične skupine UniCredit.

Načrt neprekinjenega poslovanja vsebuje nabor dokumentov, ki opredeljujejo organizacijske rešitve za ponovno vzpostavitev operativnih zmogljivosti za vnaprej določeno raven, s ciljem omejevanja ali preprečevanja izgube banke v primeru motenj. Načrt vsebuje tudi načrt testiranih postavljenih rešitev. Slednje se določi na podlagi analiz vpliva poslovnega učinka, kot tudi z ocenjevanjem ranljivosti, zgodovinskih podatkov ter ostalih informacij, ki so na voljo lastniku procesa in upravljalcu neprekinjenega poslovanja in kriznega upravljanja.

Načrt neprekinjenega poslovanja upošteva šest kriznih scenarijev in sicer:

- nerazpoložljivost/nedostopnost do poslovnih prostorov,
- nerazpoložljivost kritičnega osebja,
- nerazpoložljivost IT sistemov,
- nerazpoložljivost javnih dobrin/storitev,
- nerazpoložljivost kritične dokumentacije in
- nerazpoložljivost kritičnih dobaviteljev oz. ponudnikov storitev.

### **Zbiranje škodnih dogodkov**

Škodni dogodki se zbirajo od leta 2002 in so prispevali k:

- širitvi zavedanja o operativnem tveganju na vseh ravneh v Banki,
- pridobivanju izkušenj pri samem pojmovanju operativnega tveganja in orodjih,
- poglobljenem razumevanje o vključenosti/povezanosti različnih tveganj v poslovni proces.

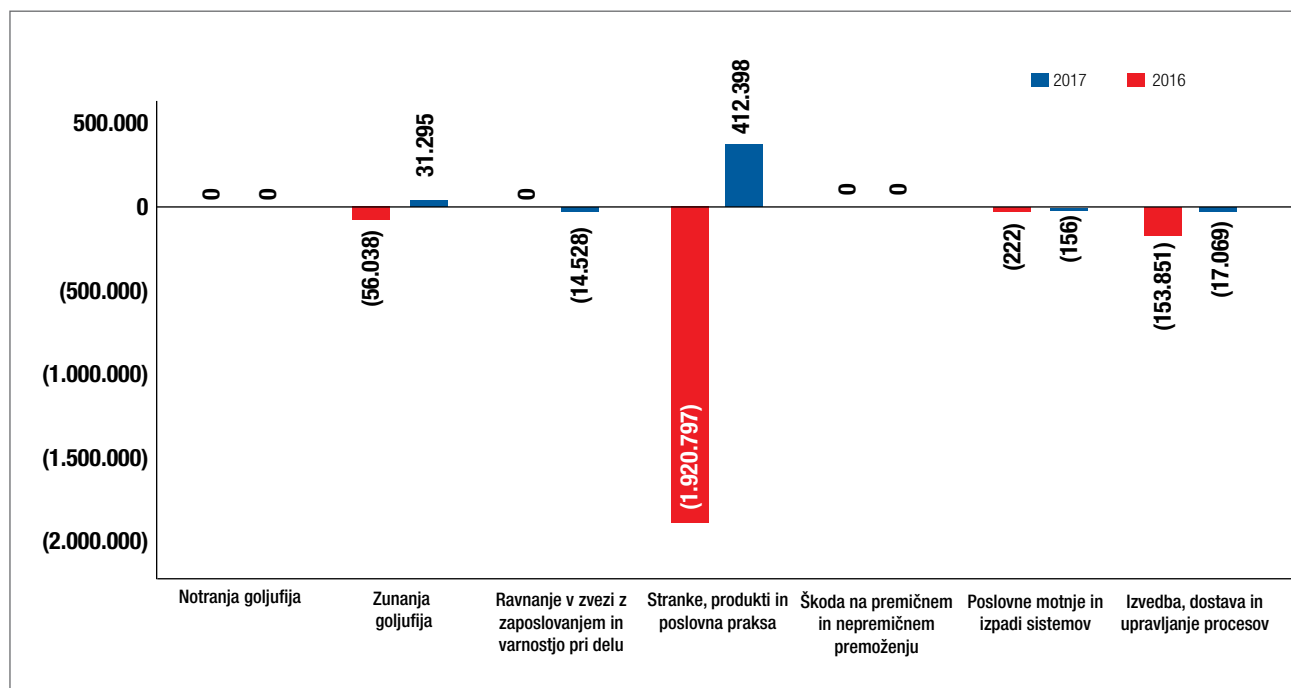
Aktivnosti identifikacije, beleženja, zbiranja, potrjevanja in poročanja škodnih dogodkov so organizirane decentralizirano, na ravni organizacijskih enot v Skupini. Skupina zbira vse izgube in dobičke, ki so povezani z dogodki operativnih tveganj, z zneskom nad 100 evrov in vse potencialne izgube nad 10.000 evrov. Vsak dogodek operativnega tveganja se uvrsti v eno izmed sedmih kategorij tveganja po Basel II standardih (ORX standard):

- notranja goljufija,
- zunanja goljufija,
- ravnanje v zvezi z zaposlovanjem in varnostjo pri delu,
- stranke, produkti in poslovna praksa,
- škoda na premičnem in nepremičnem premoženju,
- poslovne motnje in izpadi sistemov,
- izvedba, dostava in upravljanje procesov.

Izgube operativnih tveganj se redno usklajujejo z računovodskimi izkazi, da bi s tem zagotovili popolnost zbranih izgub iz operativnih tveganj.

# Bančna tveganja

## Delež neto izgub iz operativnega tveganja po kategorijah tveganja



Skupina se zavzema za uvedbo ukrepov, s katerimi upravlja in zmanjšuje izpostavljenost operativnemu tveganju in preprečuje nastanek podobnih škodnih dogodkov v prihodnosti. Vpeljava ukrepov za zmanjševanje operativnega tveganja se redno nadzira.

### Indikatorji tveganja

Indikatorji tveganja so numerične spremenljivke, katerih trend je povezan z izpostavljenostjo procesov operativnemu tveganju. Indikatorji tveganja so merljivi podatki oziroma kazalniki, ki odražajo izpostavljenost operativnemu tveganju: vrednost indikatorja mora biti povezana s spremembo v velikosti tveganja. Redno spremljanje indikatorjev tveganja omogoča pridobitev informacije o povečanju tveganja za nastanek škodnega dogodka tako funkciji upravljanja z operativnim tveganjem kot tudi lastnikom procesov in osebam, ki so neposredno zadolžene za upravljanje s tveganjem na način, da ima lastnik procesa še dovolj časa, da z uvedbo ukrepa prepreči nastanek škodnega dogodka.

Proces izbora indikatorjev vključuje funkcijo upravljanja z operativnim tveganjem in lastnike procesa. Proces temelji na analizi internih podatkov o izgubah, zunanjih dogodkih (iz baze ORX, ki vključuje operativne dogodke celotne svetovne ekonomije), scenarijev ter analizi notranjih kontrol in identifikaciji tveganj v posameznih procesih, ki temeljijo na strokovnjakovih pobudah za procese, mnenju notranje revizije ter spremembah v poslovnemu okolju.

### Analiza scenarijev

Namen analize scenarijev je oceniti stopnjo izpostavljenosti Skupine operativnemu tveganju zaradi možnih dogodkov operativnega tveganja, ki se zgodijo z majhno verjetnostjo, vendar takrat lahko povzročijo Skupini visoke izgube. Pri analizi scenarijev analiziramo pretekle dogodke operativnega tveganja, ki so se zgodili znotraj Skupine, v matični skupini ter zunanje dogodke iz baze ORX, prekoračitve pri indikatorjih tveganja, predvsem pa se pri definiranju najbolj relevantnih/možnih črnih scenarijev za Skupino upošteva oceno ključnih zaposlenih, ki imajo največ znanja in izkušenj na svojem področju delovanja ter predloge notranje revizije in vodstva Banke. Rezultati v smislu najslabšega možnega scenarija, kritičnih procesov, predlogov ukrepov za zmanjšanje tveganja ali učinkov na tvegani kapital so posebej opisani v poročilih scenarijev.

### Interna ocena

Glavni namen letnega procesa internega ocenjevanja je ocenitev primernosti sistema upravljanja operativnega tveganja kot tudi ocenitev skladnosti s standardi matične skupine in z regulatornimi zahtevami za uporabo naprednega pristopa za merjenje kapitalske zahteve za operativno tveganje. Metodologije Skupine za merjenje tveganega kapitala in sistemov za informacijsko tehnologijo so usklajene s standardi matične skupine. Cilj letne interne ocene je identifikacija glavnih značilnosti posameznih operativnih tveganj, ki so specifični za naše okolje in ocenjevanje ustreznosti vzpostavljenega kontrolnega okolja. V primeru ugotovljenih pomanjkljivosti se izdelata akcijski načrt za implementacijo dodatnih kontrol/ukrepov, vključno z določitvijo odgovornih enot za njihovo izvedbo in spremljanje, skladno z začrtanim časovnim okvirjem.

## Pravna tveganja in tveganja skladnosti

Banke so visoko regulirane finančne ustanove in s strani pristojnih organov tudi stalno nadzorovane, saj prinašajo in nosijo sistemsko tveganje. Banka je v okviru svojega poslovanja in delovanja izpostavljena pravnemu tveganju in tveganju skladnosti (compliance risk).

Pravno tveganje je tveganje nastanka izgube, zaradi kršenja ali nepravilnega upoštevanja zakonov, podzakonskih aktov, navodil, priporočil, sklenjenih pogodb, dobre bančne prakse ali etičnih norm. Tveganje skladnosti je tveganje finančne izgube, izgube ugleda ali nastopa posameznih regulatornih ukrepov ali sankcij zaradi neskladnosti ravnanja banke z zakoni, drugimi zunanjimi in notranjimi predpisi ter relevantnimi standardi in kodeksi poslovanja.

Naš namen je identificirati, upravljati, nadzirati in zmanjševati pravna tveganja in tveganja skladnosti, ki jim je Banka izpostavljena. Banka si prizadeva aktivno zmanjševati zgoraj navedena tveganja skozi njihovo prepoznavanje, vzpostavitev ustreznih standardov in postopkov za njihovo upravljanje, kot tudi z zagotavljanjem skladnosti preko ukrepov in postopkov aktivnega nadzora.

Politika obvladovanja pravnih tveganj in tveganja skladnosti je vpeljana skozi identifikacijo le-teh in s ponavljajočim rednim ter sistematičnim pregledom področij, kjer so bila ta tveganja ugotovljena. Določene so odgovornosti za razvoj ustreznih postopkov za upravljanje in zmanjševanje tveganj, vzpostavljeni pa so tudi ustrezni postopki za nadzor skladnosti, upoštevajoč zahtevane standarde.

Pravnemu tveganju in tveganju skladnosti se ne moremo v celoti izogniti in ju povsem izničiti ter ju je tudi zelo težko vnaprej napovedati. Banka je sicer vključena v majhno število pravnih postopkov/sporov, ki se vodijo proti banki. Banka ima vzpostavljeno funkcijo skladnosti poslovanja, ki poleg izvajanja redne ocene tveganja skladnosti izvaja tudi sistem drugostopenjskih notranjih kontrol, s pomočjo katerih aktivno upravlja s tveganjem skladnosti, pri čemer ima med drugim vpeljan tudi sistem nadzora konfliktov interesov, sistem obveščanja o kršitvah (t.i. whistleblowing), ter protikorupcijske ukrepe.

## Poslovno tveganje

Poslovno tveganje je opredeljeno kot neugodna in nepričakovana sprememba obsega poslovanja in/ali marž, ki jih ni mogoče pripisati drugim vrstam tveganj, ter ima za posledico nihanje prihodkov in stroškov brez upoštevanja izrednih dogodkov. Spremembe obsega poslovanja so lahko rezultat nepričakovanega razvoja tržnih gibanj, nepričakovanega vedenja strank, novih tržnih udeležencev/produktov ali spremembe zakonodaje.

Izračun poslovnega tveganja temelji na modelu tveganja neto prihodkov (earnings-at-risk model), ki uporablja časovno vrsto prihodkov in stroškov.

Merjenje poslovnega tveganja meri vpliv zunanjih dejavnikov na upadanje dobičkov in učinek na tržno vrednost.

Kot del splošnega upravljanja z dohodki in stroški je operativno upravljanje poslovnega tveganja odgovornost posameznih poslovnih enot.

## Tveganja iz naslova deležev in kapitalskih udeležb skupine

Skupina ni aktivna pri dolgoročnih naložbah v delnice ali poslovne deleže za svoj račun z namenom, da bi realizirala kratkoročno trgovanje ali bistvena dolgoročna povečanja vrednosti. Poslovni deleži, ki jih ima Skupina v drugih družbah, so tesno povezani z njenim poslovanjem (Sklad za reševanje bank, VISA SWIFT, Bankart, itd.).

## Tveganja na področju nepremičnin

Skupina ne vlaga namensko v nepremičnine, imamo pa nekaj nepremičnin v lasti iz naslova prekinitve leasing pogodb, vendar to tveganje glede na obseg ocenjujemo kot nematerialno.

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### Upravljanje s kapitalom

V okviru procesa ocenjevanja ustreznega notranjega kapitala se Skupina osredotoča na ekonomski pogled usklajevanja ekonomskega kapitala (kapitalska zahteva) s sposobnostjo prevzemanja tveganja (lastniški kapital) v skladu z drugim stebrom kapitalskega sporazuma.

Ekonomski kapital se izračuna za preteklo obdobje, in sicer vsake tri mesece, vendar ga spremljamo tudi v okviru letnega procesa načrtovanja. Kapitalska zahteva in razpoložljivi kapital se spreminjata skozi čas, zato Skupina ves čas zagotavlja, da kapitalska zahteva (ki izhaja predvsem iz poslovnih načrtov in napovedi o profilu tveganja v povezavi z makroekonomskimi scenariji) ne preseže razpoložljivega kapitala ter da se razpoložljivi kapital ohrani na določeni ravni, ki omogoča Banki kritje ocenjenih tveganj v vsakem trenutku.

Ekonomski kapital banke odseva specifičen profil tveganja banke na obširen in dosleden način. Z izjemo likvidnostnega tveganja se ekonomski kapital izračuna z uporabo enotne VaR metode za vse vrste tveganj, ki so bile omenjene v poglavju Bančna tveganja. Poseben dejavnik, ki ga je potrebno upoštevati pri potrebnem tveganem kapitalu, je poslovno tveganje, ki odseva vpliv zunanjih dejavnikov kot so obnašanje potrošnika ali konkurenčnih razmer na tržno vrednost poslovnih enot ali podružnic. Nepričakovane izgube za obdobje enega leta so izračunane s stopnjo zaupanja 99,9 %. Celotno odgovornost za prepoznavanje tveganj in ocene stopnje tveganj prevzema ALCO.

Poleg ekonomskega vidika mora Skupina izpolnjevati tudi pravne predpise določene z Uredbo (EU) št. 575/2013 Evropskega Parlamenta in Sveta z dne 26. junija 2013 o bonitetnih zahtevah za kreditne institucije in investicijska podjetja (Uredba CRR) in slovensko zakonodajo.

Regulatorni kapital za kreditno, tržno in operativno tveganje mora ustrezati kapitalski zahtevi. Uprava Banke redno spremlja kapitalsko ustreznost na konsolidirani osnovi, o kateri poroča Banki Slovenije vsake tri mesece. Banka Slovenije zahteva, da vse banke ohranijo stopnjo skupnega regulatornega kapitala (stopnja kapitalske ustreznosti), ki po mednarodnem dogovoru znaša najmanj 8 % tveganjem prilagojenih zneskov.

Naslednji tabeli predstavljata kratek pregled sestave regulatornega kapitala in stopnjo kapitalske ustreznosti ob koncu leta 2017 in leta 2016. Količnik skupnega kapitala Skupine je narasel iz 16,07 % ob koncu leta 2016 na 18,03 % ob koncu leta 2017. Količnik temeljnega kapitala Skupine se je povečal iz 15,82 % ob koncu leta 2016 na 17,80 % ob koncu leta 2017. Skupina je skozi celotno opazovano obdobje izpolnjevala predpisane kapitalske zahteve s strani regulatorja in hkrati povečala varnost poslovanja.

**Izračun kapitala in kapitalske zahteve Skupine**

EUR 1.000			
Oznaka	Postavka	31. 12. 2017	31. 12. 2016
<b>1</b>	<b>KAPITAL</b>	<b>217.165</b>	<b>207.961</b>
<b>1.1</b>	<b>TEMELJNI KAPITAL</b>	<b>214.396</b>	<b>204.786</b>
<b>1.1.1</b>	<b>NAVADNI LASTNIŠKI TEMELJNI KAPITAL</b>	<b>214.396</b>	<b>204.786</b>
<b>1.1.1.1</b>	<b>Kapitalski instrumenti, sprejemljivi kot navaden lastniški temeljni kapital</b>	<b>128.143</b>	<b>128.143</b>
1.1.1.1.1	Vplačani osnovni kapital	20.384	20.384
1.1.1.1.3	Kapitalske rezerve	107.760	107.760
<b>1.1.1.2</b>	<b>Rezerve in zadržani dobiček ali izguba</b>	<b>17.901</b>	<b>13.993</b>
1.1.1.2.1	Zadržani dobiček preteklih let	17.901	13.993
1.1.1.2.2	Priznan dobiček ali izguba	-	-
1.1.1.2.2.1	Dobiček ali izguba, ki pripada nadrejenim lastnikom	36.235	17.791
1.1.1.2.2.2	(-) Del dobičkov med letom ali čistih dobičkov poslovnega leta, ki ni priznan	(36.235)	(17.791)
<b>1.1.1.3</b>	<b>Akumulirani drug vseobsegajoči donos</b>	<b>21.368</b>	<b>18.573</b>
<b>1.1.1.4</b>	<b>Druge rezerve</b>	<b>84.635</b>	<b>84.635</b>
<b>1.1.1.9</b>	<b>Prilagoditve navadnega lastniškega temeljnega kapitala zaradi bonitetnih filtrov</b>	<b>(100)</b>	<b>(375)</b>
1.1.1.9.5	(-) Prilagoditve vrednosti zaradi zahtev po preudarnem vrednotenju	(100)	(375)
<b>1.1.1.11</b>	<b>(-) Druga neopredmeten sredstva</b>	<b>(15.754)</b>	<b>(16.928)</b>
<b>1.1.1.12</b>	<b>(-) Odložene terjatve za davek, ki se nanašajo na prihodnji dobiček in ne izhajajo iz začasnih razlik, zmanjšanih za povezane obveznosti za davek</b>	<b>-</b>	<b>(4.558)</b>
<b>1.1.1.13</b>	<b>(-) Primanjkljaj popravkov zaradi kreditnega tveganja glede na pričakovane izgube v okviru pristopa IRB</b>	<b>(8)</b>	<b>(66)</b>
<b>1.1.1.16</b>	<b>(-) Presežek odbitka od postavk dodatnega temeljnega kapitala nad dodatnim temeljnim kapitalom</b>	<b>(3.152)</b>	<b>(6.784)</b>
<b>1.1.1.26</b>	<b>Druge prehodne prilagoditve navadnega lastniškega temeljnega kapitala</b>	<b>(14.489)</b>	<b>(9.324)</b>
<b>1.1.1.28</b>	<b>Sestavine ali odbitki navadnega lastniškega temeljnega kapitala - drugo</b>	<b>(4.149)</b>	<b>(2.523)</b>
<b>1.1.2.9</b>	<b>Druge prehodne prilagoditve dodatnega temeljnega kapitala</b>	<b>(3.152)</b>	<b>(6.784)</b>
<b>1.1.2.10</b>	<b>Presežek odbitka od postavk dodatnega temeljnega kapitala nad dodatnim temeljnim kapitalom (odbito v navadnem lastniškem temeljnem kapitalu)</b>	<b>3.152</b>	<b>6.784</b>
<b>1.2</b>	<b>DODATNI KAPITAL</b>	<b>2.769</b>	<b>3.175</b>
<b>1.2.1</b>	<b>Kapitalski instrumenti in podrejeni dolgovi, sprejemljivi kot dodatni kapital</b>	<b>-</b>	<b>-</b>
1.2.1.1	Vplačani kapitalski instrumenti in podrejeni dolgovi	-	-
1.2.1.1*	Pojasnjevalna postavka: Kapitalski instrumenti in podrejeni dolgovi, ki niso sprejemljivi	-	-
<b>1.2.5</b>	<b>Presežek rezervacij nad sprejemljivimi pričakovanimi izgubami v okviru pristopa IRB</b>	<b>2.771</b>	<b>3.188</b>
<b>1.2.10</b>	<b>Druge prehodne prilagoditve dodatnega kapitala</b>	<b>(2)</b>	<b>(13)</b>
<b>2</b>	<b>ZNESEK SKUPNE IZPOSTAVLJENOSTI TVEGANJEM</b>	<b>1.204.763</b>	<b>1.294.082</b>
<b>2.1</b>	<b>ZNESKI TVEGANJU PRILAGOJENIH IZPOSTAVLJENOSTI ZA KREDITNO TVEGANJE, KREDITNO TVEGANJE NASPROTNE STRANKE IN TVEGANJE ZMANJŠANJA VREDNOSTI TER PROSTE IZROČITVE</b>	<b>1.089.189</b>	<b>1.181.402</b>
<b>2.1.1</b>	<b>Standardizirani pristop (SA)</b>	<b>627.396</b>	<b>650.026</b>
2.1.1.1	Kategorije izpostavljenosti na podlagi standardiziranega pristopa brez pozicij v listinjenju	627.396	650.026
1.1.1.1.01	Izpostavljenosti do enot centralne ravni držav ali centralnih bank	9.109	7.552
2.1.1.1.02	Izpostavljenosti do enot regionalne ali lokalne ravni držav	24.356	26.643
2.1.1.1.03	Izpostavljenosti do subjektov javnega sektorja	7.827	18.919
2.1.1.1.06	Izpostavljenosti do institucij	728	35
2.1.1.1.07	Izpostavljenosti do podjetij	116.260	95.284
2.1.1.1.08	Izpostavljenosti na drobno	270.957	311.356
2.1.1.1.09	Izpostavljenosti, zavarovane s hipotekami na nepremičnine	159.083	149.688

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2.1.1.1.10	Neplačane izpostavljenosti	29.060	28.061
2.1.1.1.11	Regulatorno zelo tvegane izpostavljenosti	2.360	-
2.1.1.1.13	Terjatve do institucij in podjetij s kratkoročno bonitetno oceno	293	2.000
2.1.1.1.14	Kolektivni naložbeni podjemi (KNP)	2.858	3.279
2.1.1.1.15	Lastniški instrumenti	110	110
2.1.1.1.16	Druge postavke	4.395	7.100
<b>2.1.2</b>	<b>Pristop na podlagi notranjih bonitetnih ocen (IRB)</b>	<b>461.793</b>	<b>531.376</b>
2.1.2.1	Pristopi IRB, kadar se ne uporabljajo lastne ocene LGD ali konverzijski faktorji	452.154	514.428
2.1.2.1.02	Izpostavljenosti do institucij	62.525	116.005
2.1.2.1.03	Izpostavljenosti do podjetij - MSP	152.310	130.870
2.1.2.1.05	Izpostavljenosti do podjetij - Drugo	237.318	267.553
2.1.2.3	Lastniški instrumenti po pristopu IRB	2.844	2.549
2.1.2.4	Druge sredstva iz naslova nekreditnih obveznosti	6.795	14.398
<b>2.2</b>	<b>ZNESEK SKUPNE IZPOSTAVLJENOSTI TVEGANJEM PORAVNAVE/IZROČITVE</b>	<b>-</b>	<b>-</b>
<b>2.3</b>	<b>ZNESEK SKUPNE IZPOSTAVLJENOSTI TVEGANJEM ZA POZICIJSKO IN VALUTNO TVEGANJE TER TVEGANJE SPREMEMBE CEN BLAGA</b>	<b>10.810</b>	<b>707</b>
<b>2.3.1</b>	<b>Znesek izpostavljenosti tveganjem za pozicijsko in valutno tveganje ter tveganje spremembe cen blaga, izračunan po standardiziranih pristopih</b>	<b>10.810</b>	<b>707</b>
2.3.1.1	Dolžniški instrumenti, s katerimi se trguje na borzi	10.810	707
<b>2.4</b>	<b>ZNESEK SKUPNE IZPOSTAVLJENOSTI TVEGANJEM ZA OPERATIVNO TVEGANJE (OpR)</b>	<b>104.764</b>	<b>111.974</b>
2.4.2	OpR standardizirani (STA)/alternativni standardizirani (ASA) pristop	27.447	15.008
2.4.3	OpR napredni pristopi za merjenje (AMA)	77.317	96.965
<b>2.6</b>	<b>ZNESEK SKUPNE IZPOSTAVLJENOSTI TVEGANJEM ZA PRILAGODITEV KREDITNEGA VREDNOTENJA</b>	<b>-</b>	<b>-</b>
<b>2.7</b>	<b>ZNESEK SKUPNE IZPOSTAVLJENOSTI TVEGANJEM V ZVEZI Z VELIKIMI IZPOSTAVLJENOSTMI V TRGOVALNI KNJIGI</b>	<b>-</b>	<b>-</b>
<b>2.8</b>	<b>ZNESKI DRUGIH IZPOSTAVLJENOSTI TVEGANJEM</b>	<b>-</b>	<b>-</b>
<b>3</b>	<b>Presežek (+)/primanjkljaj (-) skupnega kapitala</b>	<b>120.784</b>	<b>104.434</b>
<b>3a</b>	<b>Količnik skupnega kapitala</b>	<b>18,03 %</b>	<b>16,07 %</b>
<b>3b</b>	<b>Količnik temeljnega kapitala</b>	<b>17,80 %</b>	<b>15,82 %</b>



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**Izračun kapitala in kapitalske zahteve Banke**

EUR 1.000			
Oznaka	Postavka	31. 12. 2017	31. 12. 2016
<b>1</b>	<b>KAPITAL</b>	<b>200.391</b>	<b>194.614</b>
<b>1.1</b>	<b>TEMELJNI KAPITAL</b>	<b>197.621</b>	<b>191.408</b>
<b>1.1.1</b>	<b>NAVADNI LASTNIŠKI TEMELJNI KAPITAL</b>	<b>197.621</b>	<b>191.408</b>
<b>1.1.1.1</b>	<b>Kapitalski instrumenti, sprejemljivi kot navaden lastniški temeljni kapital</b>	<b>128.143</b>	<b>128.143</b>
1.1.1.1.1	Vplačani kapitalski instrumenti	20.384	20.384
1.1.1.1.3	Vplačani presežek kapitala	107.760	107.760
<b>1.1.1.2</b>	<b>Rezerve in zadržani dobiček ali izguba</b>	<b>37</b>	<b>55</b>
1.1.1.2.1	Zadržani dobiček preteklih let	37	55
1.1.1.2.2	Priznan dobiček ali izguba	-	-
1.1.1.2.2.1	Dobiček ali izguba, ki pripada nadrejenim lastnikom	38.341	13.864
1.1.1.2.2.2	(-) Del dobičkov med letom ali čistih dobičkov poslovnega leta, ki ni priznan	(38.341)	(13.864)
<b>1.1.1.3</b>	<b>Akumulirani drug vseobsegajoči donos</b>	<b>21.368</b>	<b>18.573</b>
<b>1.1.1.4</b>	<b>Druge rezerve</b>	<b>84.635</b>	<b>84.635</b>
<b>1.1.1.9</b>	<b>Prilagoditve navadnega lastniškega temeljnega kapitala zaradi bonitetnih filtrov</b>	<b>(100)</b>	<b>(375)</b>
1.1.1.9.5	(-) Prilagoditve vrednosti zaradi zahtev po preudarnem vrednotenju	(100)	(375)
<b>1.1.1.11</b>	<b>(-) Druga neopredmetena sredstva</b>	<b>(15.458)</b>	<b>(16.644)</b>
<b>1.1.1.12</b>	<b>(-) Odložene terjatve za davek, ki se nanašajo na prihodnji dobiček in ne izhajajo iz začasnih razlik, zmanjšanih za povezane obveznosti za davek</b>	<b>-</b>	<b>(4.397)</b>
<b>1.1.1.13</b>	<b>(-) Primanjkljaj popravkov zaradi kreditnega tveganja glede na pričakovane izgube v okviru pristopa IRB</b>	<b>(8)</b>	<b>(7)</b>
<b>1.1.1.16</b>	<b>(-) Presežek odbitka od postavk dodatnega temeljnega kapitala nad dodatnim temeljnim kapitalom</b>	<b>(3.092)</b>	<b>(6.659)</b>
<b>1.1.1.26</b>	<b>Druge prehodne prilagoditve navadnega lastniškega temeljnega kapitala</b>	<b>(17.905)</b>	<b>(9.526)</b>
<b>1.1.1.28</b>	<b>Sestavine ali odbitki navadnega lastniškega temeljnega kapitala - drugo</b>	<b>-</b>	<b>(2.390)</b>
<b>1.1.2.9</b>	<b>Druge prehodne prilagoditve dodatnega temeljnega kapitala</b>	<b>(3.092)</b>	<b>(6.659)</b>
<b>1.1.2.10</b>	<b>Presežek odbitka od postavk dodatnega temeljnega kapitala nad dodatnim temeljnim kapitalom (odbito v navadnem lastniškem temeljnem kapitalu)</b>	<b>3.092</b>	<b>6.659</b>
<b>1.2</b>	<b>DODATNI KAPITAL</b>	<b>2.770</b>	<b>3.206</b>
<b>1.2.1</b>	<b>Kapitalski instrumenti in podrejeni dolgovi, sprejemljivi kot dodatni kapital</b>	<b>-</b>	<b>-</b>
1.2.1.1	Vplačani kapitalski instrumenti in podrejeni dolgovi	-	-
1.2.1.1*	Pojasnjevalna postavka: Kapitalski instrumenti in podrejeni dolgovi, ki niso sprejemljivi	-	-
<b>1.2.5</b>	<b>Presežek rezervacij nad sprejemljivimi pričakovanimi izgubami v okviru pristopa IRB</b>	<b>2.771</b>	<b>3.207</b>
<b>1.2.10</b>	<b>Druge prehodne prilagoditve dodatnega kapitala</b>	<b>(1)</b>	<b>(1)</b>
<b>2</b>	<b>ZNESEK SKUPNE IZPOSTAVLJENOSTI TVEGANJEM</b>	<b>1.150.105</b>	<b>1.245.537</b>
<b>2.1</b>	<b>ZNESKI TVEGANJU PRILAGOJENIH IZPOSTAVLJENOSTI ZA KREDITNO TVEGANJE, KREDITNO TVEGANJE NASPROTNE STRANKE IN TVEGANJE ZMANJŠANJA VREDNOSTI TER PROSTE IZROČITVE</b>	<b>1.061.978</b>	<b>1.147.865</b>
<b>2.1.1</b>	<b>Standardizirani pristop (SA)</b>	<b>600.183</b>	<b>613.306</b>
2.1.1.1	Kategorije izpostavljenosti na podlagi standardiziranega pristopa brez pozicij v listinjenju	600.183	613.306
1.1.1.1.01	Izpostavljenosti do enot centralne ravni držav ali centralnih bank	-	299
2.1.1.1.02	Izpostavljenosti do enot regionalne ali lokalne ravni držav	24.073	26.303
2.1.1.1.03	Izpostavljenosti do subjektov javnega sektorja	7.827	18.919
2.1.1.1.06	Izpostavljenosti do institucij	728	35
2.1.1.1.07	Izpostavljenosti do podjetij	154.781	126.530
2.1.1.1.08	Izpostavljenosti na drobno	239.192	279.503
2.1.1.1.09	Izpostavljenosti, zavarovane s hipotekami na nepremičnine	152.146	134.501

## Bančna tveganja

2.1.1.1.10	Neplačane izpostavljenosti	16.108	23.829
2.1.1.1.11	Regulatorno zelo tvegane izpostavljenosti	2.360	-
1.1.1.1.14	Kolektivni naložbeni podjemi (KNP)	2.858	3.279
2.1.1.1.15	Lastniški instrumenti	110	110
2.1.1.1.16	Druge postavke	-	-
<b>2.1.2</b>	<b>Pristop na podlagi notranjih bonitetnih ocen (IRB)</b>	<b>461.795</b>	<b>534.559</b>
2.1.2.1	Pristopi IRB, kadar se ne uporabljajo lastne ocene LGD ali konverzijski faktorji	452.156	517.611
2.1.2.1.02	Izpostavljenosti do institucij	62.525	116.005
2.1.2.1.03	Izpostavljenosti do podjetij - MSP	152.310	130.870
2.1.2.1.05	Izpostavljenosti do podjetij - Drugo	237.320	270.736
2.1.2.3	Lastniški instrumenti po pristopu IRB	2.844	2.549
2.1.2.4	Druga sredstva iz naslova nekreditnih obveznosti	6.795	14.398
<b>2.2</b>	<b>ZNESEK SKUPNE IZPOSTAVLJENOSTI TVEGANJEM PORAVNAVE/IZROČITVE</b>	<b>-</b>	<b>-</b>
<b>2.3</b>	<b>ZNESEK SKUPNE IZPOSTAVLJENOSTI TVEGANJEM ZA POZICIJSKO IN VALUTNO TVEGANJE TER TVEGANJE SPREMEMBE CEN BLAGA</b>	<b>10.810</b>	<b>707</b>
2.3.1	Znesek izpostavljenosti tveganjem za pozicijsko in valutno tveganje ter tveganje spremembe cen blaga, izračunan po standardiziranih pristopih	10.810	707
2.3.1.1	Dolžniški instrumenti, s katerimi se trguje na borzi	10.810	707
<b>2.4</b>	<b>ZNESEK SKUPNE IZPOSTAVLJENOSTI TVEGANJEM ZA OPERATIVNO TVEGANJE (OpR)</b>	<b>77.317</b>	<b>96.965</b>
2.4.2	OpR standardizirani (STA)/alternativni standardizirani (ASA) pristop	-	-
2.4.3	OpR napredni pristopi za merjenje (AMA)	77.317	96.965
<b>2.6</b>	<b>ZNESEK SKUPNE IZPOSTAVLJENOSTI TVEGANJEM ZA PRILAGODITEV KREDITNEGA VREDNOTENJA</b>	<b>-</b>	<b>-</b>
<b>2.7</b>	<b>ZNESEK SKUPNE IZPOSTAVLJENOSTI TVEGANJEM V ZVEZI Z VELIKIMI IZPOSTAVLJENOSTMI V TRGOVALNI KNJIGI</b>	<b>-</b>	<b>-</b>
<b>2.8</b>	<b>ZNESKI DRUGIH IZPOSTAVLJENOSTI TVEGANJEM</b>	<b>-</b>	<b>-</b>
<b>3</b>	<b>Presežek (+)/primanjkljaj (-) skupnega kapitala</b>	<b>108.382</b>	<b>94.971</b>
<b>3a</b>	<b>Količnik skupnega kapitala</b>	<b>17,42 %</b>	<b>15,62 %</b>
<b>3b</b>	<b>Količnik temeljnega kapitala</b>	<b>17,18 %</b>	<b>15,37 %</b>



Mag. Stefan Vavti  
Predsednik uprave



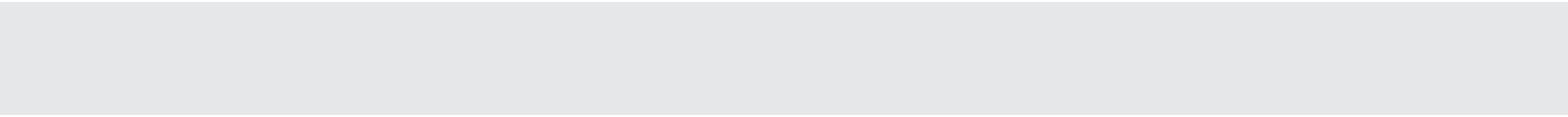
Mag. Damijan Dolinar, CFA  
Član uprave



Sergio Marino  
Član uprave



Alessandro Pontoglio  
Član uprave







Banking that matters. |  **UniCredit Bank**



# Financial Indicators

	Bank			Group		
	2017	2016	2015	2017	2016	2015
<b>Statement of Financial Position (EUR '000)</b>						
Volume of assets	2,705,870	2,571,213	2,545,039	2,759,685	2,642,950	2,629,645
Deposits, customers	1,957,535	1,754,696	1,820,485	1,950,780	1,753,418	1,818,132
Deposits, legal and other entities	1,367,969	1,173,419	1,272,010	1,361,214	1,172,141	1,269,657
Deposits, private customers	589,566	581,277	548,475	589,566	581,277	548,475
Loans, customers	1,807,528	1,745,593	1,689,346	1,850,488	1,801,272	1,755,857
Loans, legal and other entities	1,081,747	1,023,596	974,550	1,113,285	1,070,569	1,030,527
Loans, private customers	725,781	721,997	714,796	737,203	730,703	725,330
Equity	277,244	245,776	256,434	293,003	263,641	270,371
Impairment of assets, measured at amortised cost	68,235	106,801	187,129	87,018	121,385	204,683
Provisions	14,484	9,807	11,608	14,484	10,171	12,290
Off-balance-sheet items	2,814,095	3,954,899	4,493,457	2,814,095	3,954,899	4,493,457
<b>Statement of Income (EUR '000)</b>						
Net interest income	43,293	41,938	44,846	46,816	45,090	46,740
Net non-interest income	21,142	31,265	31,790	21,886	33,362	32,179
Turnover (net interest income and net non-interest income)	64,435	73,203	76,636	68,702	78,452	78,919
Staff costs	(23,479)	(23,031)	(22,515)	(24,422)	(24,003)	(23,223)
Other administrative costs	(13,387)	(10,997)	(11,779)	(13,658)	(11,346)	(11,859)
Depreciation	(5,170)	(5,722)	(4,974)	(5,937)	(6,893)	(5,692)
Impairments and provisions	24,317	(17,997)	(25,795)	19,127	(15,362)	(27,975)
Net income before taxes	46,716	15,456	11,573	43,812	20,848	10,170
Corporate income tax	(8,375)	(1,592)	(1,896)	(7,577)	(3,056)	(1,449)
<b>Statement of Other Comprehensive Income (EUR '000)</b>						
Other comprehensive income before tax	8,649	6,703	3,263	8,649	6,703	3,263
Income tax on other comprehensive income	(1,642)	(1,603)	(507)	(1,642)	(1,603)	(507)
<b>Employees</b>						
Number of employees on 31 December	549	545	556	568	561	600
Number of full time equivalents on 31 December	511.0	498.8	514.1	532.2	517.8	549.0
<b>Shares</b>						
Number of shareholders	1	1	26	1	1	26
Nominal value (EUR)	4.17	4.17	4.17	4.17	4.17	4.17
Book value (EUR)	56.72	50.28	52.46	59.94	53.93	55.31
Number of shares	4,888,193	4,888,193	4,888,193	4,888,193	4,888,193	4,888,193
<b>Equity</b>						
Common Equity Tier 1 ratio (CET1)	17.2 %	15.4 %	20.2 %	17.8 %	15.8 %	19.5 %
Tier 1 ratio	17.2 %	15.4 %	20.2 %	17.8 %	15.8 %	19.5 %
Capital adequacy ratio (CAR)	17.4 %	15.6 %	22.0 %	18.0 %	16.1 %	21.1 %
<b>Assets Quality and Commitments</b>						
Impairment of assets measured at amortised cost and provision / Sorted assets and sorted off-balance sheet positions	2.4 %	3.8 %	6.7 %	2.5 %	3.9 %	7.1 %
<b>Profitability</b>						
Interest margin	1.7 %	1.6 %	1.6 %	1.8 %	1.7 %	1.7 %
Margin of financial brokerage	2.5 %	2.8 %	2.8 %	2.6 %	2.9 %	2.8 %
Return on assets after taxes	1.5 %	0.5 %	0.3 %	1.4 %	0.7 %	0.3 %
Return on equity before taxes	18.4 %	6.2 %	4.6 %	16.1 %	7.9 %	4.0 %
Return on equity after taxes	15.1 %	5.6 %	3.9 %	13.3 %	6.7 %	3.4 %
<b>Operating costs</b>						
Operating costs / average assets volume	1.6 %	1.5 %	1.4 %	1.7 %	1.6 %	1.4 %
<b>Liquidity</b>						
Liquid assets / short-term deposits non-banks measured at amortised cost	48.3 %	46.7 %	51.5 %	48.4 %	47.0 %	51.6 %
Liquid assets / average assets	27.8 %	25.0 %	30.4 %	27.0 %	24.1 %	29.8 %
<b>Public subsidies received (EUR '000)</b>	194	175	51,509	194	175	51,509



# Chief Executive Officer's Message

“We are transforming through decisive actions. Everything we do is designed to make UniCredit a true pan European winner.”

**Jean Pierre Mustier**  
Chief Executive Officer

Dear Shareholders,

I would like to thank you for your ongoing support during our transformation. At UniCredit, we are taking decisive actions to become more competitive and build a strong, sustainable Bank, poised for future growth. We have executed on all our commitments in 2017, including a successful 13 billion euros capital increase and the disposals of Pioneer Investments and Bank Pekao stakes. We concluded FINO Phase 1, with the sale of a 17 billion euros portfolio. Everything we do is designed to make UniCredit a true pan European winner.

Our strategy is to be One Bank, One UniCredit: a simple, successful, pan European commercial bank, with a fully plugged in CIB, delivering a unique Western, Central and Eastern European network to our extensive client franchise.

This strategy is long-term. What we are doing today to implement Transform 2019 - our strategic plan - is laying the groundwork for the future. It is changing the way we work to anticipate our clients' medium-term evolution, including their use of multiple channels.



Our investments in digital aim to improve the customer experience as we continue to optimise our processes and our cost base. New commercial dynamics are driving how we train and develop our people.

Our management is clear on this vision and their actions are underpinned by a strict long-term incentives structure based on the plan's key performing indicators. All our people are focused on the ongoing execution of Transform 2019. It is their energy, commitment and hard work which allows UniCredit to deliver tangible results.

As presented to investors at the 2017 Capital Markets Day in December, our performance is fully on track and we have confirmed all the Transform 2019 key targets, with a better risk profile and an improved dividend payout.

We have **strengthened our capital position**, resulting in a lower SREP Pillar 2 Requirement and an S&P upgrade to a BBB rating with a stable outlook. We have confirmed our 2019 CET1 ratio target whilst anticipating additional regulatory headwinds during the plan period. Post 2019, the CET1 ratio will remain above 12.5 per cent, thanks to an organic capital generation that will fully absorb the expected regulatory impacts.

In terms of **asset quality**, we signed binding agreements to reduce our stake in FINO to below 20 per cent. A more disciplined risk management strategy and underwriting processes are driving significant improvements in all our asset quality metrics. Finally, as announced, we are improving on our original Group Gross NPES' target, cutting a further 4 billion euros by the end of 2019. The full rundown of the Non Core portfolio, which will occur by the end of 2025, is entirely self-funded.

In terms of **transforming our operating model**, we have confirmed our overall revenues and cost targets. Our FTE and branch reductions are ahead of schedule and our digital and IT transformation is fully on track.

We continue to **maximise commercial bank value**, with the ongoing transformation resulting in higher productivity. Our activities in Western Europe continue to benefit from the revamped network with

new service models for retail and SME customers as well as a strong multichannel strategy. Cost reductions are progressing according to the plan. In two other core divisions, CEE and CIB, we have further strengthened our leadership positions while keeping a strong focus on risk.

Finally, in terms of adopting a **lean but steering centre**, decisions taken at our latest EGM concerning, for example, a simplified share structure, position us as best in class in terms of European corporate governance.

Finally, on behalf of the Board of Directors and the entire Group, I would like to extend a special thanks to Giuseppe Vita, whose successful tenure as the Chairman of UniCredit is coming to a close. Giuseppe's significant contributions over the past six years have been very precious to our development. His vision and support have enabled UniCredit to grow into one of the few truly pan European commercial banks.

Sincerely,

**Jean Pierre Mustier**  
Chief Executive Officer  
UniCredit S.p.A.





# Statement by the Chairman of the Management Board

“For UniCredit Banka Slovenija d.d., 2017 will be remembered as a very successful year in terms of bottom line and as a year of launching cooperation with start-up companies to ensure long-term viability of our customer service model.”

**Stefan Vavti**

Chairman of the Management Board

Dear Ladies and Gentlemen,  
esteemed Business Partners,

The year 2017 was marked by the acceleration of economic activity, with the Slovenian economy growing by 5 % year over year. In line with the major trade partners' trends, exports grew by a very solid 10.6 % per annum. Also, domestic components of GDP contributed positively to growth. We expect this positive macro-economic environment to extend well into 2018.

The demand for corporate services, especially loans, experienced a turnaround and showed a slight growth year on year, thus marking the end of an extended period of contraction. In the retail segment,

the expansion of the last years continued. All this was supported by still historically low nominal interest rates and generally improving customer sentiment indicators.

For UniCredit Banka Slovenija d.d., 2017 was successful both in terms of financial KPIs as well as in terms of business development. Consolidated total assets including leasing increased by 117 million, to a total of 2.8 billion euros.

As compared to the previous year, the Bank once again improved its operating profit and achieved a record profit before tax of 46.7 million euros.

The return on capital amounted to 17.4 %. Such an outcome is a result of our organic business development efforts as well as some material one-off events, such as successful debt restructurings and market refinancing of non-performing exposures in the past, leading to an overall non-replicable positive loan loss provisioning result. The latter has to be considered in the context of a difficult period of 2012-14, when a significant volume of additional provisions had to be formed in the aftermath of the broad based double-dip recession.

At the end of 2017, the capital adequacy ratio (CET1) amounted to 17.8 % at consolidated level. Our high Capital adequacy ratio represents a good basis for our continued organic growth in 2018 and beyond, and a positive signal to the market and to customers.

Further strong focus on customer business lead to improvements in our strategic areas. Despite a negative trend of the entire Slovenian banking market, which is still experiencing a continuation of shrinking revenues, our Bank was able to improve two important revenue categories, namely net interest income and customer business driven fees. Given persisting negative reference interest rates in EUR, this is a respectable achievement and it shows that the strategic transformation efforts are slowly transforming into tangible results. The Bank will continue to focus on the digital transformation it started years ago. At the same time, we will continue to invest in and to upgrade our service quality, which we define as a long-term driver of customer satisfaction. We will continue with sound cost management approach, although the Bank has been selectively investing in cooperation with business partners to develop medium-term partnerships at the B2C level. We have successfully developed our leasing business, where we see further growth potential going forward.

2017 will also be remembered as a year of launching first cooperation models with start-up companies in the field of innovative customer solutions within the framework of our strategic cooperation with the "ABC Accelerator" start-up incubator.

We are aware that satisfaction of our clients is a crucial success factor in terms of the ability to grow further organically in the future. We were thus pleased that the 2017 survey carried out by an independent research agency showed further evidence that the Bank had gained advantage over average market readings. The research clearly

indicates that our clients, both individuals and companies, still place us in the top of their choices.

We were again awarded with several awards in 2017 as part of our parent group, including the title "Best Securities Services provider in Slovenia" according to the Global finance magazine.

Last year, we provided, as several years before, sponsorship support to selected cultural, business and educational events. As part of the parent group UniCredit, we supported the UEFA Champions League and UEFA Europa League.

As a financial intermediary, we are aware of the impact and responsibility we have towards society. We give support with donations, both financially and non-financially (for instance, by collecting a variety of products for families and children in need). In 2017, we continued to support the projects under the Friends of Youth Association of Ljubljana Moste Polje. With this organization, we have carried out several projects intended for improving the life of children and families deriving from socially endangered environments.

We believe that clients still consider values like security, mutual trust, reliability and accountability as very important differentiating factors when selecting their financial services partners. Thanks to the partnerships we have successfully built with our customers, as well as thanks to our international background, our Bank – as the first international bank established in the Republic of Slovenia in 1991 as a "greenfield" operation – is ready for the challenges of the future.

We could not have achieved all this on our own. Therefore, we sincerely thank all our clients, our employees and our shareholder for their trust and contributions.

On behalf of the Management Board

**Stefan Vavti, M. Sc.**  
Chairman of the  
Management Board  
UniCredit Banka Slovenija d.d.



## About UniCredit Banka Slovenija d.d.

Headquarters:	Šmartinska 140 SI - 1000 Ljubljana Slovenia
Telephone:	+ 386 (0)1 5876 600
Toll-free telephone number:	080 88 00
Fax:	+ 386 (0)1 5876 684
Website:	<a href="http://www.unicreditbank.si">www.unicreditbank.si</a>
E-mail:	<a href="mailto:info@unicreditgroup.si">info@unicreditgroup.si</a>
Main activity:	Other monetary intermediation
Activity code:	K/64.190
Established in:	1991
Chairman of the Supervisory Board:	Marco Lotteri
The Bank is legally registered:	with the District Court in Ljubljana under Reg. No.: 1/10521/00
Share capital:	20,383,764.81 EUR
Reg. no.:	5446546000
VAT ID no.:	SI 59622806
Transaction account opened with UniCredit Banka Slovenija d.d.:	SI56 2900 0190 0030 037
Swift:	BACXSI22

Note:

Within the Annual Report the following terms mean  
the Group = UniCredit Banka Slovenija d.d. and UniCredit Leasing, d.o.o. as a subsidiary  
the parent group UniCredit = international UniCredit

# About UniCredit Leasing, leasing, d.o.o.

Headquarters: Šmartinska 140  
SI-1000 Ljubljana  
Slovenia

Telephone: + 386 1 6010 000  
Fax: + 386 1 5206 035

Website: [www.unicreditleasing.si](http://www.unicreditleasing.si)  
E-mail: [office@unicreditleasing.si](mailto:office@unicreditleasing.si)

Main activity: Financial leasing  
Activity code: K/64.910  
Established in: 2001

Director: Igor Živanović  
Legally registered: with the District Court in Ljubljana  
under Reg. No. 061/13475200

Share capital: 25,039,658.00 EUR  
Reg. no.: 1628852000

VAT ID no: SI23445033  
Transaction account opened with  
UniCredit Banka Slovenija d.d.: SI56 2900 0005 5064 332  
Swift: BACXSI22

# Governing Bodies of UniCredit Banka Slovenija d.d.

## Management Board

Name	Function	Beginning of term of office	Termination of term of office
Stefan Vavti	Chairman of the Management Board	17 July 2012	n.a.
Alessandro Pontoglio	Member of the Management Board	14 March 2017	n.a.
Damijan Dolinar	Member of the Management Board	5 July 2011	n.a.
Hedvika Usenik	Member of the Management Board	17 February 2016	31 December 2017
Günther Friedl	Member of the Management Board	17 February 2016	6 October 2017
Sergio Marino	Member of the Management Board	17 February 2016	n.a.

## Supervisory Board

Name	Function	Beginning of term of office	Termination of term of office
Martin Klauzer	Chairman of the Supervisory Board	24 April 2007	30 April 2017
Marco Lotteri	Chairman of the Supervisory Board	3 May 2017	n.a.
Helmut Franz Haller	Member of the Supervisory Board	4 April 2017	n.a.
Franco Andreetta	Member of the Supervisory Board	9 February 2009	n.a.
Mariya Lerch Mihaylova	Member of the Supervisory Board	1 May 2014	31 March 2017
Giuseppe Verrascina	Member of the Supervisory Board	9 February 2009	30 April 2017
Stefano Cotini	Member of the Supervisory Board	4 April 2017	30 September 2017
Laura Kristina Bendeković	Member of the Supervisory Board	4 April 2017	n.a.

## Audit Committee

Name	Function	Beginning of term of office	Termination of term of office
Giuseppe Verrascina	Chairman of the Audit Committee	27 September 2009	30 April 2017
Stefano Cotini	Chairman of the Audit Committee	3 May 2017	30 September 2017
Marco Lotteri	Chairman of the Audit Committee	18 October 2017	n.a.
Franco Andreetta	Member of the Audit Committee	3 May 2010	n.a.
Mariya Lerch Mihaylova	Member of the Audit Committee	28 July 2015	31 March 2017
Helmut Franz Haller	Member of the Audit Committee	3 May 2017	n.a.

## Risk Committee

Name	Function	Beginning of term of office	Termination of term of office
Marco Lotteri	Chairman of the Risk Committee	28 July 2016	n.a.
Martin Klauzer	Member of the Risk Committee	28 July 2015	30 April 2017
Mariya Lerch Mihaylova	Member of the Risk Committee	28 July 2015	31 March 2017
Helmut Franz Haller	Member of the Risk Committee	3 May 2017	n.a.
Stefano Cotini	Member of the Risk Committee	3 May 2017	30 September 2017

## Nomination Committee

<b>Name</b>	<b>Function</b>	<b>Beginning of term of office</b>	<b>Termination of term of office</b>
Martin Klauzer	Chairman of the Nomination Committee	28 July 2015	30 April 2017
Helmut Franz Haller	Chairman of the Nomination Committee	3 May 2017	n.a.
Mariya Lerch Mihaylova	Member of the Nomination Committee	28 July 2015	31 March 2017
Marco Lotteri	Member of the Nomination Committee	28 July 2016	n.a.
Laura Kristina Bendeković	Member of the Nomination Committee	3 May 2017	n.a.

## Remuneration Committee

<b>Name</b>	<b>Function</b>	<b>Beginning of term of office</b>	<b>Termination of term of office</b>
Mariya Lerch Mihaylova	Chairman of the Remuneration Committee	28 July 2015	31 March 2017
Laura Kristina Bendeković	Chairman of the Remuneration Committee	3 May 2017	n.a.
Martin Klauzer	Member of the Remuneration Committee	28 July 2015	30 April 2017
Marco Lotteri	Member of the Remuneration Committee	28 July 2016	n.a.
Franco Andreetta	Member of the Remuneration Committee	3 May 2017	n.a.

# Governing Bodies of UniCredit Leasing, leasing, d.o.o.

## Management

<b>Name</b>	<b>Function</b>	<b>Beginning of term of office</b>	<b>Termination of term of office</b>
Igor Živanović	Director	1 January 2016	n.a.

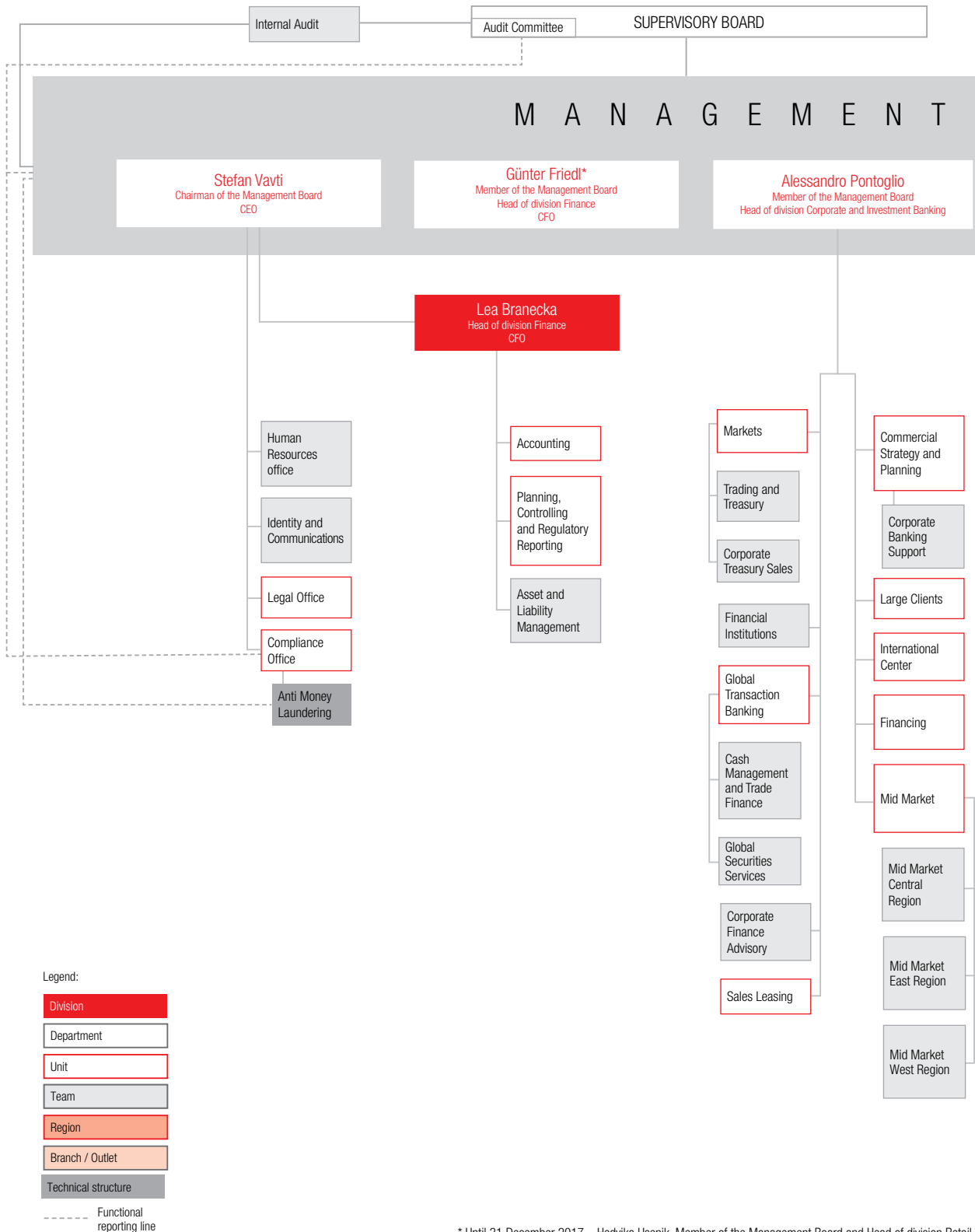


# Maximise commercial bank value.



We continue to maximise commercial bank value, with the ongoing transformation resulting in higher productivity. Our activities in Western Europe are benefitting from the revamped network with new service models for retail and SME customers as well as a strong multichannel strategy. We have further strengthened our leadership positions in CEE and CIB, while keeping a strong focus on risk.

# Organizational Structure of the Bank



Legend:

- Division
- Department
- Unit
- Team
- Region
- Branch / Outlet
- Technical structure
- Functional reporting line

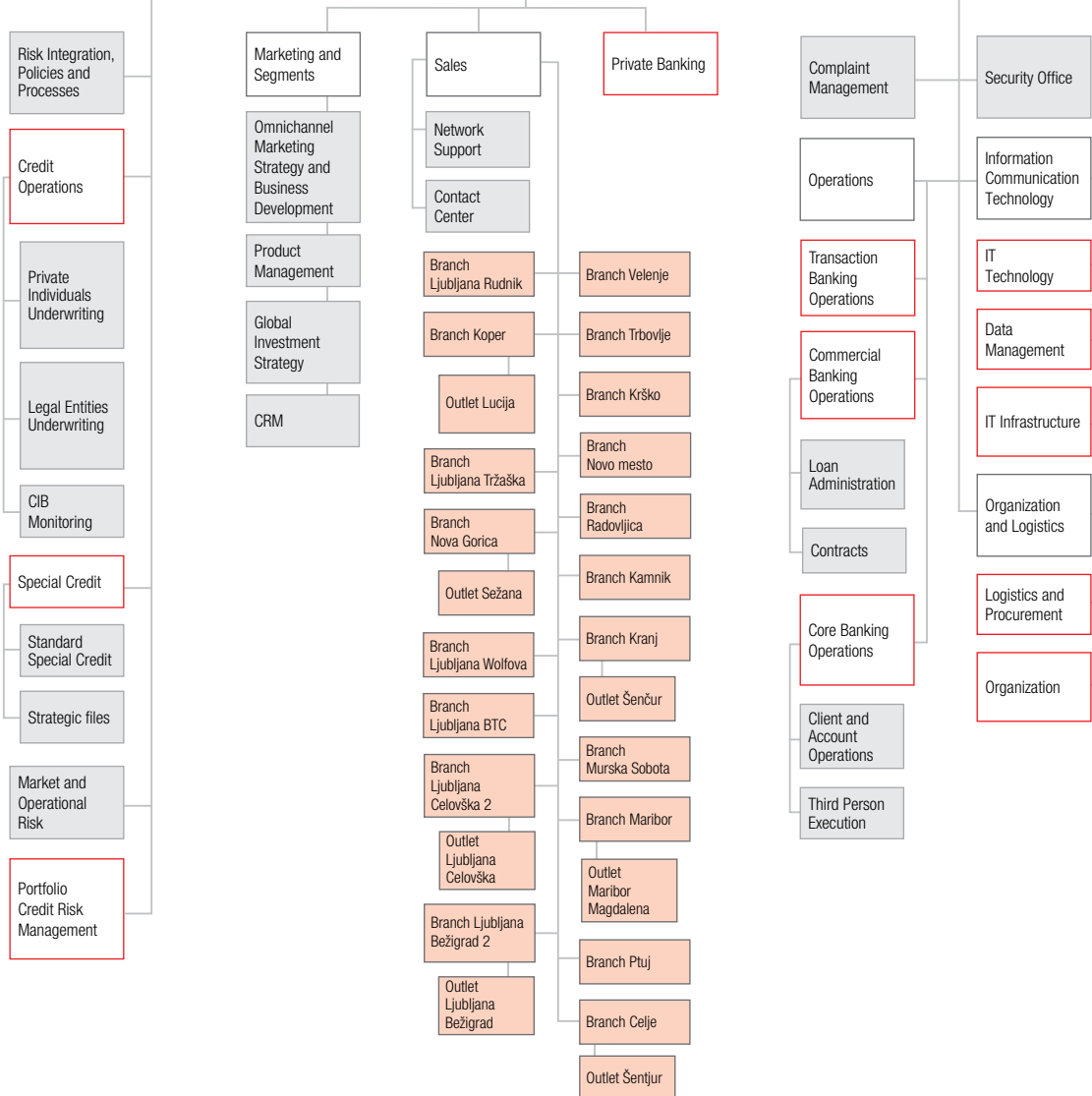
\* Until 31 December 2017 – Hedvika Usenik, Member of the Management Board and Head of division Retail  
 \* Until 6 October 2017 – Günter Friedl, Member of the Management Board and Head of division Finance

# B O A R D

**Damijan Dolinar**  
Member of the Management Board  
Head of division Risk Management  
CRO

**Hedvika Usenik\***  
Member of the Management Board  
Head of division Retail

**Sergio Marino**  
Member of the Management Board  
Head of division Global Banking Services



# Branch Network

## Branch Ljubljana BTC

Šmartinska 140  
SI - 1000 Ljubljana  
Phone: +386 (0)1 5876 600

## Branch Ljubljana Bežigrad

Dunajska cesta 177  
SI - 1000 Ljubljana  
Phone: +386 (0)1 6011 100

## Agency Ljubljana Bežigrad

Dunajska cesta 47  
SI - 1000 Ljubljana  
Phone: +386 (0)1 2528 430

## Branch Ljubljana Celovška

Celovška 111  
SI - 1000 Ljubljana  
Phone: +386 (0)1 2528 460

## Agency Ljubljana Celovška

Celovška 150  
SI - 1000 Ljubljana  
Phone: +386 (0)1 5000 546

## Branch Ljubljana Rudnik

Jurčkova cesta 231  
SI - 1000 Ljubljana  
Phone: +386 (0)1 2836 000

## Branch Ljubljana Tržaška

Tržaška 19  
SI - 1000 Ljubljana  
Phone: +386 (0)1 2410 364

## Branch Ljubljana Wolfova

Wolfova 1  
SI - 1000 Ljubljana  
Phone: +386 (0)1 5876 472

## Branch Celje

Prešernova 8  
SI - 3000 Celje  
Phone: +386 (0)3 4252 479

## Branch Kamnik

Ljubljanska cesta 4b  
SI - 1241 Kamnik  
Phone: +386 (0)1 8396 500

## Branch Koper

Pristaniška 12  
SI - 6000 Koper  
Phone: +386 (0)5 6101 010

## Branch Kranj

Na skali 1  
SI - 4000 Kranj  
Phone: +386 (0)4 2018 180

## Branch Krško

Ulica 11. novembra 53  
SI - 8273 Leskovec pri Krškem  
Phone: +386 (0)7 6006 070

## Agency Lucija

Obala 112  
SI - 6320 Portorož  
Phone: +386 (0)5 6006 080

## Branch Maribor

Ulica škofa Maksimilijana Držečnika 6  
SI - 2000 Maribor  
Phone: +386 (0)2 2285 320

## Agency Maribor Magdalena

Žolgarjeva ulica 19  
SI - 2000 Maribor  
Phone: +386 (0)2 6005 650

## Branch Murska Sobota

Trg zmage 5  
SI - 9000 Murska Sobota  
Phone: +386 (0)2 5341 440

## Branch Nova Gorica

Tolminskih puntarjev 2b  
SI - 5000 Nova Gorica  
Phone: +386 (0)5 3383 140

## Branch Novo mesto

Glavni trg 20  
SI - 8000 Novo mesto  
Phone: +386 (0)7 3737 400

## Branch Ptuj

Ulica heroja Lacka 1  
SI - 2250 Ptuj  
Phone: +386 (0)2 7980 340

## Branch Radovljica

Gorenjska cesta 24  
SI - 4240 Radovljica  
Phone: +386 (0)4 5971 630

## Agency Sežana

Partizanska 37°  
SI - 6210 Sežana  
Phone: +386 (0)5 7314 589

## Agency Šenčur

Poslovna cona A 2  
SI - 4208 Šenčur pri Kranju  
Phone: +386 (0)4 6002 160

## Agency Šentjur

Cesta Leona Dobrotinška 3  
SI - 3230 Šentjur pri Celju  
Phone: +386 (0)3 6005 680

## Branch Trbovlje

Ulica 1. junija 2  
SI - 1420 Trbovlje  
Phone: +386 (0)3 5612 565

## Branch Velenje

Šaleška 20°  
SI - 3320 Velenje  
Phone: +386 (0)3 8987 300

# Achievements and Events in 2017

## JANUARY

### **Euromoney Conference in Vienna**

As part of the parent group UniCredit sponsorship program, UniCredit Banka Slovenija d.d. invited selected representatives of the business community and media to the 22nd Euromoney Conference. Every year, this popular annual event attracts over 1,000 participants both from the region and outside of it.

### **Annual Meeting with Media Representatives**

As every year in the beginning of January, the Bank's Management Board invited media representatives to an informal meeting to thank them for their correct cooperation in the past. On this occasion, new members of top management were presented to journalists and editors.

## FEBRUARY

### **Italian-Slovenian Forum**

UniCredit Banka Slovenija d.d. participated in the fifth business meeting which, every year, brings together over 120 businessmen and other participants from the field of economy, science, research and development, as well as other fields of cooperation between the two countries. This time, the topic focused on the phenomenon of social entrepreneurship.

## APRIL

### **Offered Favorable Housing Loans**

On the basis of the UEFA Champions League sponsorship, UniCredit Banka Slovenija d.d. presented a football-flavored and especially favorable offer of housing loans at a lowered interest rate.

### **Financial Breakfast**

This traditional event, which focuses on macroeconomic events, is aimed at representatives of prominent Slovenian companies. At the round table, the participants discussed opportunities of the new global organization: more or less of Europe?

## MAY

### **German Forum 2017**

The Bank participated in the traditional event organized by the Slovenian-German Chamber of Commerce, where they prepared, together with business partners, tips and information on the steps of successful penetration of Slovenian companies on the German market.

## JUNE

### **Presented the »Winner of Slovenian Exports« Award**

At the fourth Conference of Slovenian exporters, organized by the newspaper Finance, UniCredit Banka Slovenija d.d. presented the "Winner of Slovenian Exports" award to Adria Mobil – a leisure vehicle manufacturer from Novo mesto.

### **Accompanied Vesna Musical to the Stage**

As a proud sponsor of the event, UniCredit Banka Slovenija d.d. supported, as part of the Ljubljana Festival, a musical that was based on the story of the first Slovenian romantic comedy Vesna.

### **UniCredit the Best Bank for Custodian Services in Slovenia for the Fourth Year in a Row**

The Global Finance magazine named the best custodian services providers in the world. The parent group UniCredit has received recognition at the level of the CEE region and the title of the "Best Bank for Custodian Services" in five countries. For the fourth year in a row, UniCredit Banka Slovenija d.d. received recognition as the best provider of custodian services in Slovenia, while for the second consecutive year the parent group UniCredit has also received recognition for its operations in the CEE region. In addition to the bank in Slovenia, members of the parent group UniCredit in Austria, Bulgaria, the Czech Republic and Serbia also received the same recognition.

## AUGUST

### **44th Traditional Golf Week at Bled**

UniCredit Banka Slovenija d.d. invited business partners to the UniCredit Bank golf tournament, which was held as part of the 44th Traditional Golf Week at Bled.

### **Collected School Supplies for Children from Socially Disadvantaged Backgrounds**

Before the start of the new school year, the employees in UniCredit Banka Slovenija d.d. traditionally collected school supplies for children under the auspices of the Friends of Youth Association Ljubljana Moste-Polje.

## SEPTEMBER

### **First to Offer Online Opening of Bank Account**

In the spirit of the digital era, UniCredit Banka Slovenija d.d. was the first bank in Slovenia to offer the possibility of online opening of a bank account – on a computer, mobile phone or tablet. The process of identifying and opening an account is completed within a few minutes and does not require the customer to visit the branch.

### **Managers' Congress**

The Bank contributed to the development of Slovenian management and competitiveness of the economy through the sponsorship of the Managers' Congress organized by the Managers' Association of Slovenia. The event, traditionally held in Portorož, was attended by more than 350 female and male managers who proved that connections lead further.

### **The first UniCredit Hackathon CEE**

A two-day hacking marathon focusing on solutions on the PSD2 directive took place in the beginning of September in Ljubljana. The parent group UniCredit combined developers, designers and "out of the box" thinkers from all over the world. Selected winning teams

## Achievements and Events in 2017

received a financial award and presented their projects to the parent group UniCredit's CEE Division top management, with the possibility to take part in the implementation of proposals.

### OCTOBER

#### **UniCredit Bank's Financial Day**

Autumn is the time for an educational and social event called UniCredit Bank's Financial Day, which, after eight years, got a new image. The main topic of the event was summarized under the title "Accelerated operations"; the lectures, presentations and talks were about innovation trends, signals of the future, and the possibilities and advantages of cooperation with start-up companies.

#### **Enabled 22 Children to Step on Football Field**

The parent group UniCredit is the official UEFA Champions League bank. In the 2017/2018 season, football players from NK Maribor Football Club also competed for rankings, therefore UniCredit Banka Slovenija d.d. organized a giveaway for selecting children who accompanied football stars to the football field at the qualification match in Maribor. 488 children from all over Slovenia applied to accompany footballers, and 22 selected winners received a gift package including the entry to the football field hand in hand with a football player, tickets for the match with a parent and the UEFA memorial package.

### NOVEMBER

#### **Children in the Bank**

This year, we again cheered up our youngest ones with an invitation to the Bank. Following some of the basics of managing pocket money, visiting the branch and painting with a tie and the Elketta mascot, the children also performed a short choreography for their parents to the official song of the parent group UniCredit.

### DECEMBER

#### **Managers' Concert**

The Bank supported the traditional 25th Managers' Concert, the main cultural, social and charity event of the Slovenian business public, attended by the managers of the most important Slovenian companies, politicians and numerous ambassadors. A festive atmosphere was created by the RTV Slovenia Symphony Orchestra under the baton of an American conductor George Pehlivanian, as well as soloists: a mezzo-soprano Irena Yebuah Tiran, sopranos Mojca Bitenc and Ana Berus, a tenor Mark Brajnik and a baritone Luka Brajnik.

#### **New Year's Donation to the "Botrstvo" Project**

At the end of 2017, UniCredit Banka Slovenija d.d. dedicated its New Year's donation to the Sponsorship project and the Friends of Youth Association, as part of a long-standing partnership. Many colleagues, as individuals, actively participate in the project as sponsors. The announcement about the Sponsorship program donation on our Facebook page (in which we pledged 1 euro donation for each like

or share) has collected more than 4200 likes, shares and comments. Thus, it became our Bank's most viral post ever. We tripled the collected amount. At the end of the year, we delighted the children and families included in the Sponsorship program with a donation of 12,750 euros.

# Corporate Governance Statement

For the purpose of achieving a high level of governance transparency and on the basis of the exception under point 2 of paragraph 5, Article 70 of the Companies Act, UniCredit Banka Slovenija d.d. provides, as a part of the Annual report, the following

## STATEMENT ON INTERNAL GOVERNANCE ARRANGEMENTS

UniCredit Banka Slovenija d.d. implements internal governance arrangements, including corporate governance, in accordance with the legislation applicable in the Republic of Slovenia, while also taking into account their internal regulations.

In doing so, UniCredit Banka Slovenija d.d. fully respects the acts referred to in the second paragraph of Article 9 of the Banking Act<sup>1</sup>.

In order to strengthen internal governance arrangements, we particularly take into account in our operations:

1. The provisions of the applicable Banking Act, which define the internal governance arrangements, in particular the provisions of Chapter 3.4 (Governance System of a Bank), and Chapter 6 (Internal Governance Arrangements and Internal Capital Adequacy), in the part of the requirements that apply to a bank/savings bank or the members of the governing body,
2. The Regulation on Internal Governance Arrangements, the Governing Body and the Internal Capital Adequacy Assessment Process for Banks and Savings Banks<sup>2</sup> and
3. The EBA guidelines governing the internal governance, assessment of the suitability of the members of the Governing Body and key function holders, and remuneration policies and practices, on the basis of the relevant regulations of the Bank of Slovenia on the application of these guidelines<sup>3</sup>.

At the same time, we strive to take into account, to the greatest extent possible, the non-binding recommendations contained in the letter of the Bank of Slovenia (code 38.20-0288/15-TR of 23 October 2015).

By signing this statement, we also commit to further proactive action for enhancing and promoting the appropriate arrangements of internal governance and corporate integrity in the wider professional, financial, economic and other public.

Ljubljana, 20 February 2018



Marco Lotteri  
Chairman of the  
Supervisory Board



Stefan Vavti, M. Sc.  
Chairman of the Management Board



Damijan Dolinar, M. Sc., CFA  
Member of the Management Board



Sergio Marino  
Member of the Management Board



Alessandro Pontoglio  
Member of the Management Board

<sup>1</sup> The Banking Act (ZBan-2), Official Gazette of RS, No. 25/15, 44/16 - ZRPPB, 77/16 - ZCKR and 41/17;

<sup>2</sup> The Regulation of the Bank of Slovenia on Internal Governance Arrangements, the Governing Body and the Internal Capital Adequacy Assessment Process for Banks and Savings Banks, Official Gazette of RS, No. 73/15 and 49/16;

<sup>3</sup> <http://www.bsi.si/zakoni-in-predpisi.asp?Mapald=1906>

# Economic Environment in 2017

In 2017, the Slovenian economy recorded one of the highest growth rates in the CEE region. GDP grew by 5 % in 2017, accelerating from 3.1 % in 2016. Growth was mainly driven by three factors: strong exports, thanks to good economic performance of the main trading partners; solid private consumption growth reflecting the improvement in the labour market and higher consumer confidence; and an increase in gross fixed capital formation.

GDP growth is expected to slow to 3.5 % in 2018 and 3.0 % in 2019. In 2018, both consumption and investment growth are likely to remain solid on the back of rising wages and high consumer confidence, and EU funds disbursement. Exports will continue to be strong, reflecting good performance of our main trading partners, but will be partially offset by a surge in imports as domestic demand strengthens. The growth slowdown expected in 2019 reflects the expected situation in the eurozone.

Continued improvement in the budget deficit and debt metrics led the rating agency Moody's to upgrade the Slovenia's sovereign rating by two notches to Baa1 with stable outlook. The general government deficit is expected to have narrowed to 0.8 % of GDP in 2017 thanks to strong economic growth, which boosted revenues. Further improvement is likely in the next two years owing to economic growth and improved labour market conditions.

After two years of negative inflation, the latter accelerated to 1.7 % year-on-year in December 2017, although most recent data show some deceleration (1.2% year-on-year in February 2017). The main drivers of headline inflation have been food and petroleum prices. Inflation is expected to remain below 2 % in 2018.

The situation in the banking sector continued to improve in 2017. Pre-tax profit for the banking sector is estimated by the central bank at EUR 441mn, up a fifth compared to the previous year. The NPL ratio continued to decline and bank lending growth accelerated. Bank lending to non-financial corporations accelerated from -1.0 % year-on-year in December 2016 to 8.1 % year-on-year in October 2017, before decelerating to 2.2% in December due to a base effect. Lending to households accelerated from 4.6 % to 6.8 %. The low interest rates environment remains a challenge for banking sector profitability.

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#### SOURCES:

Bank of Slovenia, UMAR, UniCredit Economics & FI/FX Research



# Mission and Strategy

## Mission

We, the UniCredit people, are committed to generating value for our customers. As a leading European bank, we are dedicated to the development of the communities in which we live, and to being a great place to work. We aim for excellence and we consistently strive to be easy to deal with. These commitments will allow us to create sustainable value for our shareholders.

## Values

Our set of values – shared throughout the parent group UniCredit – is based on integrity as a condition of sustainability, which makes it possible to transform profit into value for all our stakeholders. This set of values is embedded in our Integrity Charter, which forms the strong backbone for everything we do. These values are:

- Fairness – having one high standard for everything we do, applied evenly and without discrimination.
- Trust – we possess a mutual code of honor among people, which governs everything we do. It is a strong basis of our reputation, and builds the confidence in our company that is so essential to our profitable, sustainable growth.
- Respect – we constantly strive to earn it, and willingly give it to those who deserve it.
- Transparency – making certain that everything we do is always honest, relevant, and straightforward.
- Reciprocity – actively seeking to help those around us with the unspoken certainty that the way we treat others will have a positive return on us.
- Freedom to act – fostering a culture of openness that enables our people to reach their potential and empowers them to achieve more for our customers and our stakeholders.

# Highlights

UniCredit is a simple successful pan-European commercial bank, with a fully plugged in CIB, delivering a unique Western, Central and Eastern European network to our extensive client franchise: 25 million clients.

UniCredit offers local expertise as well as an international one reaching and supporting its clients globally, providing them with unparalleled access to leading banks in its 14 core markets as well as in other 18 countries worldwide. UniCredit European banking network includes Italy, Germany, Austria, Bosnia and Herzegovina, Bulgaria, Croatia, Czech Republic, Hungary, Romania, Russia, Serbia, Slovakia, Slovenia and Turkey.

## Financial Highlights<sup>1</sup>

Operating income

**19,619** mln euro

Net profit (loss)

**5,473** mln euro

Shareholders' equity

**59,331** mln euro

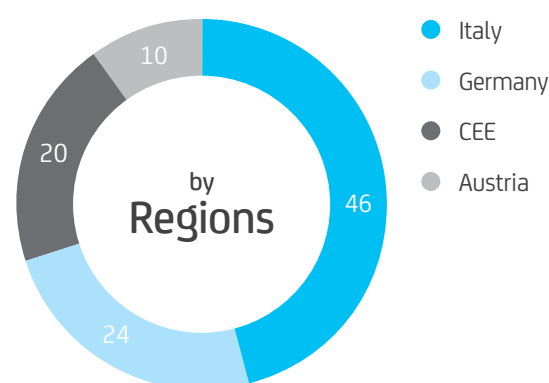
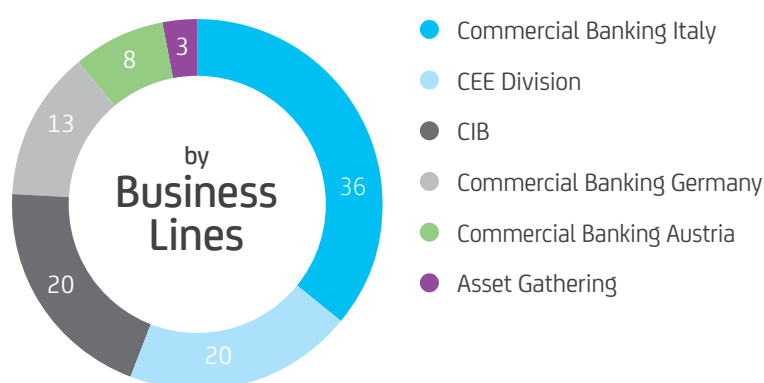
Total assets

**836,790** mln euro

Common Equity Tier 1 ratio\*

**13.60 %**

## Revenues<sup>1</sup> (%)



1. Data as at 31 December, 2017. In accordance with IFRS5, the profit/loss of Bank Pekao S.A., Pioneer Global Asset Management S.p.A. and their subgroups' companies till the date of the deconsolidation, were recognized in Income Statement under item "Profit (loss) after tax from discontinued operation".

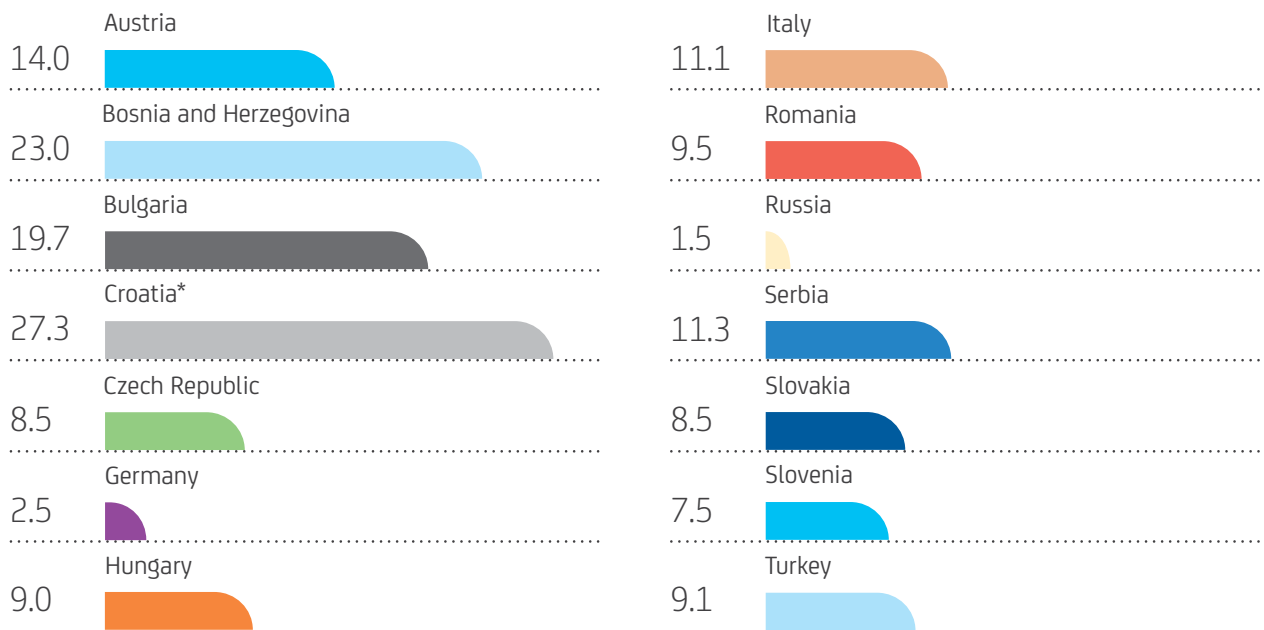
Disposals were finalized during 2017.

\* Fully loaded CET1 ratio.

## UniCredit European Banking Network



## Market Shares<sup>2</sup> (%)



2. Market Shares in terms of Total Loans as at November 2017.

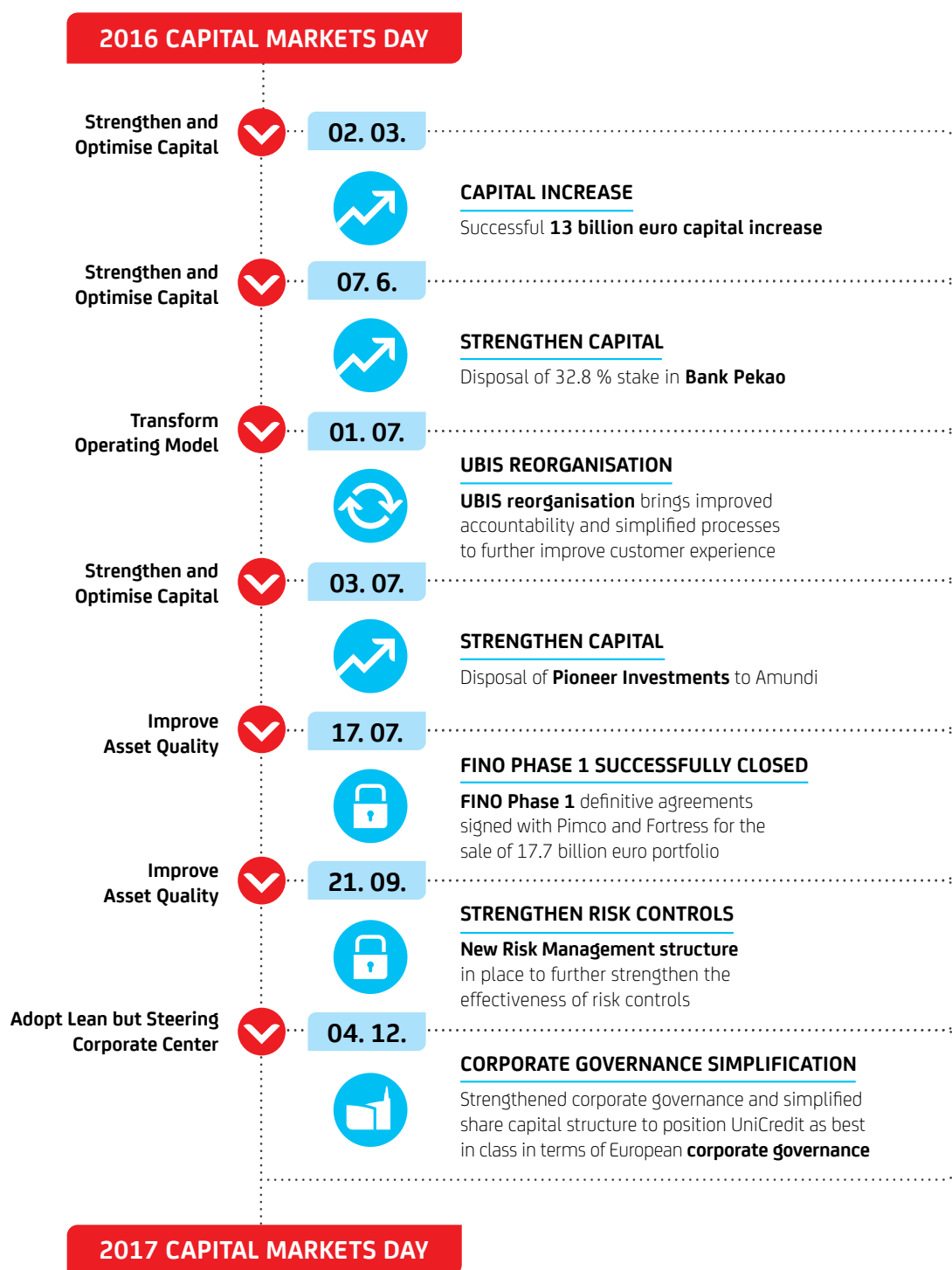
\* data as at October 2017.

Source: Company data, National Central Banks.

# Transform 2019 Milestones

Transform 2019 - our strategic plan - is yielding tangible results.

Our strategy is to be One Bank, One UniCredit: a simple, successful, Pan European Commercial Bank, with a fully plugged in CIB, delivering a unique Western, Central and Eastern European network to our extensive client franchise.




# Improve Asset Quality

The banking industry is evolving but our core business will always be to support client growth with a unique proposition linked to credit. It is our responsibility to provide advice and support so that companies can develop and globalise - while ensuring sustainable growth. This also means looking beyond purely economic returns, to drive investments with a positive impact on society.

In UniCredit, “**Improve Asset Quality**” is a key pillar of our strategic plan.

- We are focused on the proactive de-risking of our balance sheet
- A strong risk discipline safeguards the quality of future origination
- A new risk management structure further strengthens the effectiveness of our risk controls.

## Key Asset Quality Metrics

	2016	2017	 2019
Coverage ratio	55.6 %	56.2 %	>54 %
Group Gross NPEs ratio	11.8 %	10.2 %	7.8 %
FINO* portfolio disposal	FINO Phase 1 signed in December 2016	FINO Phase 1 concluded with <b>17.7 billion euros</b>	FINO Phase 2 signed to sell down below <b>20 %</b>

\* FINO stands for: Failure Is Not an Option.

# Executive Management Committee



**JEAN PIERRE  
MUSTIER**

Chief Executive  
Officer



**GIANNI FRANCO  
PAPA**

General Manager

## Senior Executive Vice Presidents



**GIANPAOLO  
ALESSANDRO**

Head of Group Legal  
Secretary of the BoD



**CARLO  
APPETITI**

Group Compliance  
Officer



**MIRKO  
BIANCHI\*\***

Group Chief Financial  
Officer



**GIANFRANCO  
BISAGNI**

Co-Head of CIB  
Division



**MARCO  
BIZZOZERO\*\***

Head of Group  
Wealth Management



**ANDREA  
CASINI**

Co-Head Italy



**PAOLO  
CORNETTA**

Head of Group  
Human Capital



**SERENELLA  
DE CANDIA\***

Head of Internal  
Audit



**RANIERI  
DE MARCHIS**

Co-Chief Operating  
Officer



**MICHAEL  
DIEDERICH**

Country Chairman  
Germany



**ALESSANDRO  
FOTI**

Head of Asset  
Gathering



**FRANCESCO  
GIORDANO**

Co-Chief Operating  
Officer



**OLIVIER  
KHAYAT**

Co-Head of CIB  
Division



**TJ  
LIM**

Group Chief Risk  
Officer



**GIOVANNI  
RONCA**

Co-Head Italy



**ANDREA UMBERTO  
VARESE**

Chief Lending  
Officer



**CARLO  
VIVALDI**

Head of CEE  
Division



**ROBERT  
ZADRAZIL**

Country Chairman  
Austria

## Executive Vice Presidents



**MAURIZIO  
BERETTA\*\***

Head of Group  
Institutional Affairs



**AURELIO  
MACCARIO\*\***

Head of Group  
Regulatory Affairs



**ANDREA FRANCESCO  
MAFFEZZONI\*\***

Head of Strategy  
and M&A

\* Not EMC Member  
\*\* EMC Permanent Guests

# Financial Results

## Financial Results of the Bank

### Statement of Comprehensive Income for the Year 2017

The year 2017 was a very successful one for the Bank, as it tripled the profit before tax as compared to the preceding year, to 46.7 million euros. Profit after tax amounted to 38.3 million euros (in 2016: 13.9 million euros) and in addition other comprehensive income reached 7.0 million euros after tax (in 2016: 5.1 million euros).

In 2017, the Bank's net interest income amounted to 43.3 million euros, which after several years of decrease represents a turnaround to an increase of 1.4 million euros (or 3.2 %) as compared to the previous year. This time, interest expenses dropped proportionally more than interest income as the Bank continued with the optimization of its liabilities structure.

The Bank evidenced turnaround from yearly decreases to an increase also with net fee and commission income. In the current demanding market situation, the Bank earned 24.2 million euros on fee and commission net income, which represents an increase of 1.2 million euros or 5.4 % compared to the preceding year. The fee income from transactions with securities increased the most.

Recognized net gains within the item "Realized gains and losses on financial assets and liabilities not measured at fair value through profit or loss" amounted to 0.2 million euros. The amount is significantly lower than in the preceding year, when the Bank recorded record high profits by selling available-for-sale securities. Net gains in 2017 are lowered mainly by loss for advance payment of liabilities, which will be reflected in lower interest expenses in the following years.

In 2017, the Bank realized a gain with trading including foreign exchange differences of 4.1 million euros (in 2016: a gain of 3.7 million euros).

In 2017, "Fair value adjustments in hedge accounting" resulted in 5.7 million euros of net loss (in 2016: net loss of 6.8 million euros). The Bank optimized its positions in cash flow hedging, which resulted in a loss of 4.9 million euros, and an increase of fair value reserves in the same amount.

After several years of stagnation, in 2017 the administrative costs increased by 2.8 million euros to 36.9 million euros (in 2016: 34.0 million euros, representing an increase of 8.3 % year-on-year). The highest proportional increase was recorded in consulting services.

The depreciation expenses decreased to 5.2 million euros in 2017 (in 2016: 5.7 million euros) as the Bank reviewed useful lives of its tangible and intangible assets.

Provisions were built in the total net amount of 4.7 million euros (in 2016: 0.6 million euros). The Bank built provisions for its off-balance-sheet items in the amount of 2.8 million euros (in 2016, it released 1.6 million euros) and for pending legal cases in the amount of 1.9 million euros (in 2016, it released 0.4 million euros).

The Bank released impairments for loans in the amount of 29.0 million euros (in 2016, it built impairments in the amount of 17.4 million euros). The volume of non-performing loans further declined in 2017, from 159.4 million euros to 106.6 million euros.

Within the item "Other Comprehensive Income" the Bank recognized additional 7.0 million euros of profit after tax. Valuation gains for available-for-sale financial assets increased significantly and amounted to 3.7 million euros after tax (in 2016: 0.9 million euros). Valuation gains for cash flow hedges contributed 3.3 million euros after tax (in 2016: 4.2 million euros).

### Statement of Financial Position for the Year 2017

UniCredit Banka Slovenija d.d. increased slightly its balance sheet volume in 2017, namely by 134.7 million euros (or by 5.2 %), amounting to 2,705.9 million euros at the year-end.

At the end of 2017, the item "Cash, cash balances with the Central Bank and demand deposits to banks" amounted to 412.6 million euros which is by 103.3 million euros more than at the end of the preceding year.

The volume of financial assets held for trading comprised at the 2017 year-end solely of positive fair value of derivatives held for trading. It amounted to 6.9 million euros (at the year-end 2016: 20.1 million euros). The decrease is proportionally the same as the decrease of financial liabilities held for trading. The latter amounted to 7.1 million euros at the end of 2017 and 20.5 million euros the end of 2016, as the Bank has closed trading positions.

At the end of 2017, the available-for-sale financial assets amounted to 397.1 million euros, of which 373.1 million euros were held in bonds, and the remaining 24.0 million euros were held in equity instruments. The Republic of Slovenia's bonds represent as much as 95 % of portfolio. Bonds were sold during the year for 37.0 million euros net (representing a volume decrease of 0.9 %). The changes in fair value increased their volume by 1.0 million euros net.

Derivatives – hedge accounting remained at stable 11.3 million euros of positive fair value, but their structure changed – due to concluded new instruments for fair value hedging their positive fair value increased to 3.6 million euros (at year-end 2016: 0.9 million euros) and fair value of cash flow hedge instruments decreased to 7.7 million euros (at year-end 2016: 10.1 million euros),



Loans and receivables amounted to 1,852.8 million euros at the end of 2017, which represents an increase of 88.8 million euros year-on-year (or by 0.5 %). The volume of loans to banks increased by 26.3 million euros and loans to customers by 61.9 million euros. The decrease of impairments contributed 38.3 million euros to the aforementioned increase.

The Bank owns property, plant and equipment in the amount of 3.6 million euros, representing a decrease of 1.2 million euros compared to the year 2016; the additions were more than offset by depreciation.

Within intangible assets the Bank recognizes software in the amount of 15.5 million euros. The new software was purchased in the amount of 2.6 million euros (in 2016: 1.9 million euros) disposed in the amount of 0.2 million euros and was amortized in the amount of 3.6 million euros.

The Bank has no current tax assets. Liabilities for current tax exceed the amount of paid advances.

Due to compensation of tax loss from previous years in the amount of 23.3 million euros deferred tax assets decreased by 4.4 million euros. The remaining deferred tax assets were at the end of 2017 lower than deferred tax liabilities. Therefore, the Bank shows in the statement of financial position deferred tax liabilities.

The volume of derivatives – hedge accounting on the liabilities – represents a negative present value of swaps, which the Bank held to hedge its cash flows in the amount of 19.0 million euros (49.1 million euros at year-end 2016). Negative present value of swaps in fair value hedge increased in 2017 to 0.3 million euros.

Financial liabilities measured at amortized cost amounted to 2,383.1 million euros at the end of 2017 which represents yearly increase of 142.4 million euros in 2017. The Bank increased its liabilities towards customers in the amount of 202.8 million euros and repaid deposits from banks in the amount of 65.0 million euros.

The Bank is soundly capitalized and reports the capital adequacy ratio (CAR) of 17.4 %.

## Financial Results of the Group

### Statement of Comprehensive Income for the Year 2017

The company UniCredit Leasing d.o.o. recorded a loss after tax in the amount of 2.1 million euros in 2017. The Group's net profit for 2017 amounted to 36.2 million euros (17.8 million euros in 2016).

The leasing subsidiary contributed 3.5 million euros of net interest income and 0.1 million euros of net fee income to the Group profit.

Within the item "Other operating net income" net income deriving from leasing business in the amount of 1.2 million euros was recorded.

The Group's administrative costs are 1.6 million euros higher and depreciation is 0.8 million euros higher as compared to the administrative costs and depreciation of the Bank.

Impairments for loans (mainly finance leases) were built in the amount of 5.6 million euros; provisions were released in the amount of 0.4 million euros.

### Statement of Financial Position for the Year 2017

At 2017 year-end the balance sheet volume of the company UniCredit Leasing d.o.o. amounted to 197.8 million euros (at 2016 year-end: 172.8 million euros) which represents an increase of 14.5 %. Excluding the intragroup assets and liabilities, the Group's balance sheet volume is by 53.8 million euros higher than the balance sheet volume of the Bank.

In the consolidated financial statements, loans are by 45.7 million euros higher than in financial statements of the Bank. Property, plant and equipment – almost solely in operating lease in UniCredit Leasing d.o.o. – are higher by 1.9 million euros in the Group's financial statement. In the consolidated Statement of Financial Position investment property, which comprises of immovables subject to operating leases, are recorded in the amount of 1.4 million euros (2.7 million euros at 2016 year-end).

Among the Group's liabilities the main addition to the liabilities of the Bank is the item "Loans from banks" in the amount of 41.8 million euros and equity in the amount of 15.8 million euros.

As of 31 December 2017, the Group reports the capital adequacy ratio (CAR) of 18.0 %.

### Events after the Reporting Period

After the end of the reporting period, the Bank and the Group did not detect any major events that would affect their Financial Statements for 2017 or that would require disclosures in these Financial Statements.

# Bank Segment's Performance Review

## Retail and Small Business Banking

### GENERAL OVERVIEW

In 2017, UniCredit Banka Slovenija d.d. continued to devote a lot of attention to the development of digital platforms. A modern consumer is mobile and needs solutions that are within reach. In order to provide our clients with the best user experience and improve our financial solutions with innovations, we continued with the redesigning of our Online Bank and the upgrading of the Mobile Bank GO! functionalities.

In the retail segment, we have approximately 30,400 active Online bank users and just over 22,000 active Mobile Bank GO! users. In the past year, the number of clients using the mobile bank increased by 47 percent.

Data on the use of mobile banking in the members of the parent group UniCredit in the CEE region show that we are in second place according to the frequency of use (behind Turkey), as in June 2017, 28 % of the Bank's active clients were already using the mobile bank. In the beginning of 2017, when we introduced some digital innovations (among them Scan and Pay option), 15 % of users began to use the new functionalities within the first month. Users of the mobile bank access the application on average every 3 days, which is the highest result in the CEE region (clients of the parent group UniCredit member banks in the CEE region). Slovenia is also the first in terms of share of online transactions (by using alternative channels such as online and mobile bank).

Since October 2017 we provide, as the first Slovenian bank, online account opening; on a computer, mobile phone or tablet. So far, new clients were able to start the process of opening an account online, but they still had to visit the bank's branch where they performed identification and signed the contract to complete the procedure. The solution delivers a fully digital experience. The start of the account opening process is supported by automatic verification. Video identification is carried out by a certified business partner in Italy in Slovenian or English. The process ends with a digital signature, and it is completed within a few minutes.

By opening an account online, the new client becomes the user of the banking services package, which we named Sodobni (Contemporary) and comes bundled with the banking products that are most frequently used by a modern consumer. The new client can use the package free of charge for six months, and also obtains a number of other benefits: up to 500 EUR overdraft with no approval fee, contactless BA Maestro card, access to Online Bank and Mobile Bank GO!, and security SMS message. After the first regular monthly inflow to the account, the client can submit an order in the Online Bank for a Mastercard or VISA card, which they use for the first year without membership fee.

In 2018, the development of modern banking channels will continue to be a key priority for the Bank, which will also affect the clients.

It will digitally shape the service for the clients of the future, who will require increasingly simple, custom-made services, accessible through modern communication channels, anytime and anywhere.

### SEGMENTS AND PRODUCTS

#### Retail banking segment

In the segment of transaction operations, we introduced a contactless VISA credit card and a deferred payment Mastercard card.

Contactless payment allows faster payments, shorter waiting times in front of the cash register and increased security, as the payment card remains in the hands of the holder during payment, which guarantees complete control over its use.

The Mastercard payment card was additionally upgraded with the option of paying in up to 12 installments, in such a way that the card holder receives a message on the mobile phone after the purchase, and selects the desired number of installments.

We continue to be present in the banking market as one of the best providers of housing and consumer loans. We were the first on the market to introduce a real estate loan with a combined interest rate, with a fixed loan interest rate during the first 120 months at, and in the following period, and until the final repayment of the loan, at a variable loan interest rate. With the aim of providing consumers with a quick and easy way to obtain a cash loan, we simplified the process of obtaining a loan of up to 5,000 EUR and a repayment period of up to 60 months, thus reducing the time required to obtain a loan to a few hours.

#### Small business banking segment

As in the segment of private individuals, we also introduced a contactless deferred payment card for legal entities, namely the Mastercard.

In the segment of companies with a strong balance sheet, we continued to intensely offer Credit Express, which can strengthen the company financially quickly and easily – with a single visit to the Bank and without any additional documents. We added a loan with a fixed interest rate to the business financing offer.

Since December, Mobile Bank PRO! has been available for business users. Currently, its functionalities are identical to the Mobile Bank GO! application. However, since the requirements and needs of the business segment are different, the application for business users will be developed accordingly.

#### Private banking

Private banking represents the highest segment of customers (individuals), to whom the Bank, in addition to traditional banking services, offers different investment solutions designed for customers to meet adequate investment distribution of their assets.

The guiding principle of the Private banking segment when taking care of customers' financial assets is the search for optimal

distribution of total assets for each client depending on their needs and expectations. In determining the suitable solutions and appropriate responses to changing conditions in the financial markets, the Bank uses extensive know-how and resources of the parent group UniCredit which in a form of global investment strategy determines the most appropriate allocation at any given time for each customer profile.

Portfolio management is the most important service in Private banking, which we have been successfully upgrading also with other investment products and solutions. In doing so, we have successfully used synergies and possibilities within the parent group and we have enabled the Private banking customers access to structured products of the issuer UniCredit AG (HVB) and of other world-renowned partners of the parent group in the field of asset management.

In the year 2017, we recorded growth in all key areas of operations in the Private banking segment – both in terms of volume of customers' financial assets in our Bank as well as in terms of total number of customers and created revenue.

## Corporate and Investment Banking

### GENERAL OVERVIEW

As a member of the parent group UniCredit, one of the largest European financial groups, UniCredit Banka Slovenija d.d. is committed to constantly improving its business mix by combining high-quality financial services and prudent risk management with continuous development of synergies between its businesses. Due to our international background, we have the opportunity to provide our customers with global experience combined with understanding local specifics.

In the Corporate and Investment Banking segment, our goal is to be a preferred bank partner for our clients, chosen for quality of products and services as well as professionalism and commitment of our team. Being client-centric, also in 2017 we continued with our unique service model including one relationship manager as a single point of contact in all the geographies where UniCredit operates, supporting our customers in all their cross-border business operations.

As part of the parent group UniCredit, we strongly leverage on transfer of technology, know-how and best practice sharing, which allows us to better serve our customers in their day-to-day operations and to support their new projects and initiatives. We also strive to contribute to the progress of the Slovenian economy and we continue to support and promote the Slovenian export and import companies through the Izvozniki.si project for the fourth consecutive year as the main partner.

Development and success of companies are more than ever dependent on timely recognition of opportunities and inevitable transformation in line with digitalization and globalization trends. All of that was a main topic of last year's traditional event, the UniCredit

Bank Financial Day, where we discussed innovation trends, signals of the future and opportunities and advantages of cooperation with start-up companies. Some of them had the opportunity to present and share their ideas and competitive advantages at the event.

In line with the parent group UniCredit's digitalization and innovation strategy we started some new projects in 2017, one of them was a fully digital platform for purchase of receivables, which was successfully implemented.

'Customer First' is one of the UniCredit's Five Fundamentals, which we follow daily. This is why we carefully monitor and regularly measure our customers' satisfaction with the support of an external research agency. In 2017, we started with a new approach, which is on one hand more user-friendly for our clients, and on the other it should further improve the accuracy of results. So far, the satisfaction of our customers has been on the average higher than for the total market and main peers. Based on our customers' feedback, we will implement an action plan covering the areas perceived as most important by our customers.

In 2017, UniCredit Banka Slovenija d.d. was selected as the Best Securities Services Provider in Slovenia by Global Finance, a prestigious financial magazine, for the fourth year in a row, which is another great acknowledgement of our efforts and it demonstrates our constant endeavour to provide the best services to our customers.

### FINANCIAL RESULTS

In 2017, the economic growth in Slovenia accelerated, which is mostly attributable to private consumption and private sector investments. After years of contraction, the credit growth has been increasing, supported by low interest rate environment and high surplus liquidity in the banking sector. At the same time, a general positive trend of credit portfolio quality improvement was observed.

In 2017, the Corporate and Investment Banking division's results were supported by strong restructuring effort, which from one side contributed to release of provisions, but from the other – kept our market share in loans flat as compared to the previous year. Interest income remained the main revenue generation stream, negatively impacted by the contracted loan volumes due to successful closing of restructuring cases, and market pressure on interest rates.

Still, in terms of loan and deposit volumes, revenues and profit before tax, the share of the Corporate and Investment Banking division remained the largest contributor to the overall Bank's result.

The client base expanded by 2 percent year-on-year thanks to the trust the companies operating on the Slovenian market vest in UniCredit Banka Slovenija d.d. The acquisition of new clients went in parallel with strengthening of relationships with the existing ones, supporting their local and cross-border projects.

Successful cross-divisional cooperation between Corporate and

# Bank Segment's Performance Review

Investment Banking and Retail Banking supported the acquisition of more than 1.500 new customers in the Private Individuals segment. Focus on additional sources of non-interest income, exploring additional fee generating potential, introduction of advanced technology and further digitalization will remain our priorities. Offering high value-added services, risk-adjusted profitability and cross-selling of additional products and services to cover the full spectrum of customer needs will be in the core of our strategy going forward.

## Financing and Advisory

At UniCredit Banka Slovenija d.d. we follow high credit standards which we believe are the prerequisite for sustainable business and long-term partnership with our customers. The evidence for our prudent risk management is further improvement of the credit portfolio quality in 2017.

In the Large Corporates segment, we have been a key player in the structured finance market by understanding the sectors and industries with the technical know-how, skills and quick incorporation of demanding regulatory landscape. In 2017, the Large Corporates department was successful in increasing the cooperation with largest Slovenian companies in terms of revenues, market share and number of employees, as well as obtaining new clients.

The Mid Corporates segment continued to offer fixed interest rate loans as well as IRS hedging, whichever suited the clients better. We have been following our existing and potential clients with aim to support them in their investments and working capital needs, but also focused on being the primary bank for our customers' entire financing needs.

The International Centre has a leading position on local market, leveraging on UniCredit's global presence and unified multi-country client approach. For international clients we ensure high quality service, diversified product mix, tailor-made and innovative solutions, cross border products and servicing, as well as professional advisory. We strengthened our market position further with an enhanced multi-country service model. We outperformed in terms of large structured transactions and successful client acquisition. A new service model for international groups with relevant presence in the CEE was successfully launched.

2017 was another successful year for UniCredit Banka Slovenija d.d. in the field of Corporate Finance Advisory. One of our major achievements was the advisory to Sumitomo Corporation regarding the sale of its subsidiary Summit Leasing Slovenia to Apollo Fund Management and EBRD. In 2018, our expert team will continue to provide valuable advice to our corporate customers and potential investors, leveraging on the leading position of the parent group UniCredit as one of the leading M&A advisors in the region.

## Global Transaction Banking

In 2017, we strengthened our market position in all transaction banking areas. We increased our market share in payments,

traditional trade finance and cards acquiring by continuous service quality improvement and by paying attention to compliance with national and international standards and regulations. Solid market positioning shows our commitment to clients and to providing service excellence. We have also launched a new fully digital platform for domestic purchase of receivables, which will enable our clients to manage their working capital needs in a fast, flexible and secure way.

In the area of securities services, the Bank managed to increase number of customers and to keep the title of Best Securities Services Provider in Slovenia, awarded by the Global Finance magazine again for a fourth time in a row. Main priority for 2018 will still be preserving the quality of service and working in our clients' best interest.

## Products and Financial Markets

Sovereign bond mandate for Lead Manager in March 2017 was followed by two significant interest rate risk hedging trades with clients. We continue to work with our clients to find best solutions for their market risk exposures. In 2017, the Financial Institutions segment signed the largest loan deal in the Bank portfolio, being a part of syndicate of banks. The Trading unit has successfully restructured the interest rate hedging portfolio of bonds held by the Bank.

A turning point in the ECB easing policy is expected in 2018 and we will continue to inform our clients about consequences of increasing long-term market rates and instruments available to hedge such risks. In the Trading segment, the focus will also be on EUR long term interest rates.

## FUTURE FORECAST

The improved 2017 economic situation, favourable forecast for the year 2018 and renewed credit growth are increasing the banking sector optimism. However, challenges still remain, driven by the increased regulatory requirements, need to adapt business models to fast-changing environment and to find optimal risk-return solutions.

Growing loan volumes and improving our market share in corporate lending will be our priorities, to be achieved only in combination with preserving the loan portfolio quality and taking the right risks.

We will continue to invest in the development of our people, encouraging knowledge and know-how sharing, transparent dialogue and regular feedback sessions.

Further digitalization of our traditional products and services will allow us to respond better to the increasing client needs, ensuring simplicity and speed at the same time. Our ambition for 2018 is to support our clients in all geographies where the parent group UniCredit is present, preserving high quality standards and providing value for money. To achieve this goal, we will leverage also on the projects and tools of the parent group UniCredit, to be implemented in Slovenia in 2018.

## Global Banking Services

### Organization and Logistics

The primary goal of the department in 2017 was management of projects enabling the increase of business efficiency, ensuring the Bank's compliance with local and EU regulation, and enabling the transformation of banking processes in order to simplify customers' operations and our employees' work. By introducing new techniques and applications, we continued with the agile approach to project management and we additionally optimized demand management process.

The Bank maintained the desired level of costs and depreciation, thereby contributing to successful business results. Positive trends are reflected in different areas, especially in costs of recovery of claims and costs of renting business premises.

Procurement was included in over 250 negotiations with suppliers of goods and services in the amount of 4.9 million euros in different areas, such as updating and introducing additional security equipment, mobile telephony, purchase and maintenance of hardware and software, card operations, electric energy supply, management and maintenance of premises in the head office and in the Bank's branches.

### Banking Operations

The Banking Operations department is part of the Global Banking Services division, responsible for correct execution of banking processes and transactions while at the same time meeting clients' needs.

Having clients in our focus, in 2017 the Operations experts were involved in cross-divisional teams responsible for developing new products and services. We managed to introduce several improvements enabling faster execution especially in supply chain financing, processing of third party executions and leasing disbursement.

We have been strongly focused on professional development of our people in order to provide services that meet clients' expectations and regulatory requirements as well. With the integration of leasing and bank support services, we organized several workshops and trainings to improve the technical skills of the employees needed for supporting leasing business. Several workshops were organized at the Bank level for managers to improve performance appraisal feedbacks and for the first time managers also received additional trainings on how to better cope with challenges of their position. To develop skilled staff capable of handling future business trends, we promoted rotations within Operations where knowledge sharing is perceived as great opportunity to increase synergies and exchange best practices among experts.

We have been optimizing internal processes to become more streamlined and to achieve greater efficiency and quality. Several

manual processes have been digitalized in order to help improve and simplify invoice handling, account reconciliation, third party execution, loan booking and managing pending KYC reviews. The quality of key internal processes is regularly measured and root causes of rework analysed to help us understand the need for process improvements and potential to reduce cost of poor quality driven by rework.

Each employee in the Banking Operations department is strongly committed to two important topics: operational risk management and compliance. Regular online trainings are thus organized to increase the awareness about existing and new regulatory requirements. Operational risk managers are monitoring and reporting operational risk events and proposing mitigation actions. The Banking Operations department actively participated in the implementation of measures aimed at keeping the compliance with evolving regulations, such as EMIR, MIFIDII, FATCA, CRS and anti-money-laundering, given the increasingly complex context of financial transactions.

### Information and Communication Technology (ICT)

For the ICT department, the year 2017 was an important one due to strong focus on digitization of business in order to meet our clients' needs and expectations. In this sense, ICT follows a defined strategy of providing adequate support to the Bank's business and support services. We continued with the optimization of business processes and systems that support quality customer care, and we significantly enhanced the IT infrastructure and security of IT systems.

We successfully developed the platform for automated on-line account opening. In all branches, we introduced signature pads which significantly reduced both the time used for signing as well as printing costs. In the area of business operations, we introduced a digital platform for the purchase of receivables. We carried out a successful transition to the new Internet and mobile banking platform for individuals. At the same time, we introduced a separate and customized mobile application for small businesses. In the field of mobile banking, several upgrades were carried out throughout the year, thus introducing new functionalities.

We continued with the development of a unified platform for branch offices by completely revamping the consumer credit system and customer service system.

In the card business, we introduced the Mastercard and Visa cards and additionally the Mastercard instalment card.

In the area of IT infrastructure, we completely upgraded the terminal environment and invested in the following: new hardware and software, new systems for protecting the Internet network, and fraud detection systems.

We have introduced a new organizational unit – Data Management. Its main tasks are to direct the provision of data quality and improve the use of data at the Bank's level. A lot of effort was invested into personnel development and organization of operations with the aim of achieving greater efficiency in the development of applications

# Bank Segment's Performance Review

and systems. All employees attended the training on the use of the so-called Scrum project management. Thus, we have continued in the direction of agile activity, which we started already in 2016.

## Security Office

Continuous strengthening of security is an appropriate description of the year 2017 from the security perspective.

Strong parent group governance and increasing security requirements resulted in new investments in security systems and in upgrades of current ones that were again higher than in the previous year, thus showing how important security is for the Bank.

The emphasis was on ICT security through regular performance of vulnerability assessments and penetration testing, backed up by investments in security equipment such as firewall, endpoint protection, SIEM, etc.

# Corporate Sustainability

## Relations with Employees

At UniCredit Banka Slovenija d.d. we are aware that our employees are the source of power, energy, and knowledge that contribute to achieving the Bank's long-term goals and satisfaction of customers and peers. Therefore, we pay careful attention to their development.

### COMMUNICATION WITH EMPLOYEES

Our colleagues reflect the Bank's operations and are the key factor in building respect in the eyes of other stakeholders. With activities that we performed also in 2017 we wanted to show colleagues that their contribution matters, is welcome, and appreciated. Through internal communication we emphasized the connection among different organizational units and joint commitment to Five Fundamentals and to reaching the common goal – realization of the Bank's goals.

In 2017, we kept our employees informed about current topics by using letters from the Management Board, weekly PR e-news, through the Bank's intranet page, and personally through meetings of employees. In the spring a meeting of employees with the Management Board and the Bank's key leaders took place, with the aim to present the Bank's business results, environment, trends and important guidelines for the future. The representatives of the Bank's highest management were available also for additional questions, opinions and comments from the employees who attended the meeting. In the fall, we organized the event with different, less formal approach, namely as inter-divisional event which were meant to be informative, of networking nature, motivational and also fun. We continued informing our colleagues about recent development in the field of HR programs and projects, we inform the employees about career opportunities in the Bank and the parent group UniCredit, whereby we don't forget also different categories of employees who are absent for a longer period of time for different reasons. We regularly send them special issues of banking news: "Greetings from the Bank" are intended for female and male employees who have been absent for a longer period of time, either on maternity leave or absent due to health issues, while "Greetings from Slovenia" are intended for those who continue their career on an assignment abroad in the form of secondment. In this way, we aim to keep in touch with employees, to share with them useful information and current events in the Bank and to enable them easier reintegration into the working environment.

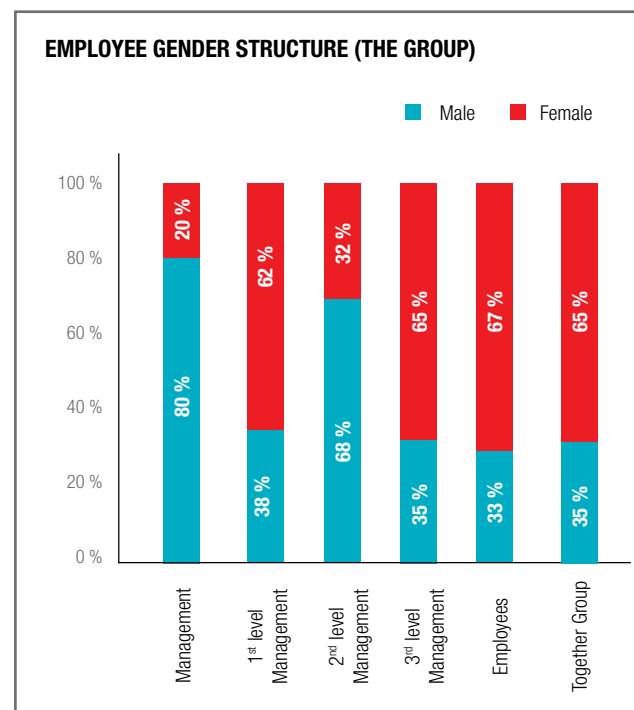
Since we are a part of the international network and some employees are seconded to our Bank from other members of the parent group UniCredit, we prepared a special manual to welcome them in English (UniCredit Bank »Expat Survival Kit«), in order to make their transition into the new working environment as smooth as possible and to familiarize them with local culture and habits.

### NUMBER OF EMPLOYEES AND EMPLOYMENT

In line with the internal policy of parent group UniCredit, in the area

of hiring we follow the principle of equality which is – in addition to transparency – the key principle which provides equal employment opportunities to all applicants for employment, regardless of gender or other personal circumstance.

At the parent group UniCredit, it is considered that diverse workforce stimulates the plurality of opinions and innovation as well as contributes to the creation of a positive working environment. Since we are aware that the path to embracing the culture of inclusion is long and complicated, we at the parent group UniCredit are committed to respecting equal dignity and equal opportunities for all employees, regardless of age, gender, disability, sexual orientation and any personal characteristic or circumstance such as personal and corporate culture, geographic origin and place of residence, religion, employment contract, career role and position within an organization. Regarding the gender category, the parent group is convinced that from this point of view more balanced working groups at all organizational levels would contribute to more successful growth in a rapidly changing global society, thus creating value for our customers, for communities in which we live and for our shareholders. Thus, the global equality policy deals in particular with the gender equality. Its goal is to create a fair, respectful and inclusive working environment, where employees are appreciated based on their own merits and where everyone has equal opportunities for career advancement and success, regardless of gender. The policy defines principles and guidelines for the promotion of procedures and practices in the area of human resources which motivate the planning of gender balanced managerial structure. In the latter, men and women are represented in a such a ratio which reflects the ratio of number of employees and where the contribution of both genders in the decision-making procedures at all organizational levels is equally appreciated.



# Corporate Sustainability

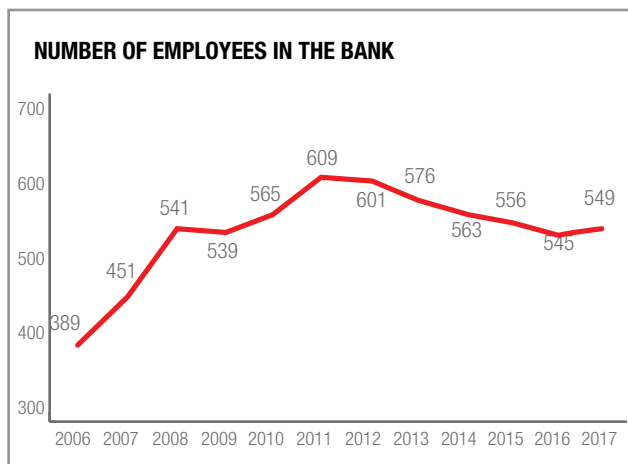
The average age of the Group's employees is 40 years. The gender structure of the staff comprises of 64 % of women and 36 % men. Care for diversity among our employees is also reflected in the mixed employee structure (namely, seven employees or 1 % are expatriates, which is a result of the employee development programs within the parent group UniCredit) and structure of managers by gender, as the gender ratio at management level is balanced and amounts to 49 % men and 51 % female.

In the last years, the Bank has been streamlining external hiring and paying increasing attention to internal hiring and in particular to boosting inter-divisional transfer of knowledge and skills. In recent years, the focus on internal labour market has resulted in decreased number of new employees, whereby we however focus on new young employees to whom we offer traineeship.

In the year 2017, there were on average 543 employees employed with the Bank, and as of 31 December 2017 that number stood at 549 female and male employees. At UniCredit Leasing, d.o.o. the average number of employees amounted to 17, and as of the year end 2017 there were 19 employees. The consolidated number of employees thus amounted to an average of 560 employees and as of 31 December 2017 there were 568 employees. The Bank is included into a consolidated business report of the controlling company UniCredit SpA, Therefore, in line with paragraph 6 of Article 70c of the Companies Act it is not subject to the preparation of the Statement on non-financial operations.

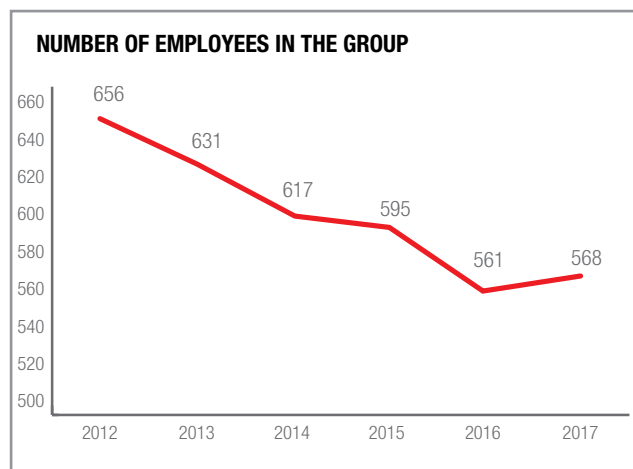
In 2017 as compared to the preceding year, we recorded a 0.7-percent increase in the number of employees. At UniCredit Leasing, d.o.o. the number of employees remained at approximately same level as compared to the preceding year, whereby quite a few employees went over to the Bank or from the Bank to Leasing. On a consolidated basis, as a Group we record a 1.2-percent increase in the number of employees, which is primarily a result of increased hiring in sales.

In addition to full-time employees, in 2017 we have additionally engaged 44 students on average for part-time additional tasks.



In 2017, seven employees were acquiring knowledge and experience on temporary assignments abroad (five employees in Austria and one employee in Italy).

In total, 96 % of employees are employed on the basis of a collective agreement and the others on the basis of individual agreements. In 2017, 72 new employees joined our ranks in total. On 31 December 2017, the Group had 43 fixed-term employees, of which 13 trainee employees, which is a total of 30.2 % of fixed-term employees over the year.



There were 265 employees employed with the Group for more than 10 years, of which 77 for more than 20 years. As of 31 December 2017, 17 female employees were on maternity leave (2.9 % of the total employee population) and throughout the year there were on average 17 female employees on maternity leave per month. 18 children in total were born to our employees. 7 colleagues took paternity leave. Pursuant to the Parental Protection and Family Benefits Act (ZSDP-1), 37 employees work part-time.

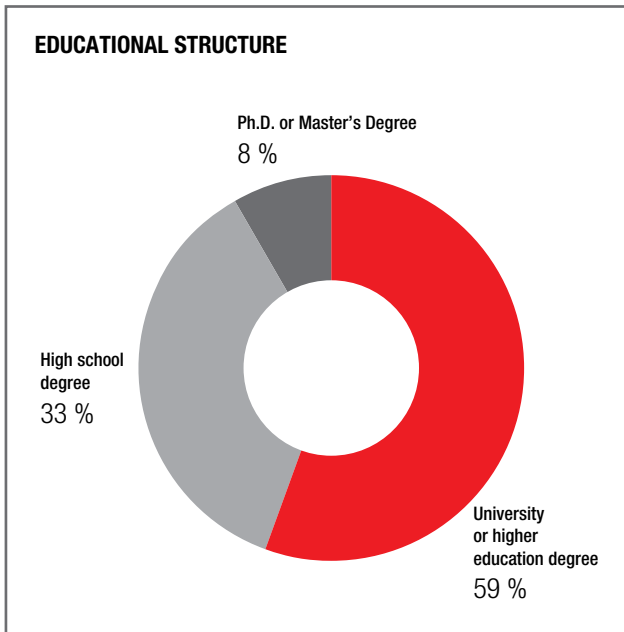
## EDUCATIONAL STRUCTURE

The Group and its employees pay particular attention to knowledge and education, as evidenced by available data showing that 8 % of the Group's employees hold a Master's or Ph.D. degree; 59 % of employees hold higher or university education degrees, while 33 % of employees have high school diplomas. Education structure has thus remained on approximately same level as in the preceding year.

## TRAINING AND EDUCATION

In 2017, the Bank allocated 0.17 % of total revenue toward external training, while the amount spent for educational purposes somewhat exceeded the amount from the previous year. In addition to participation at trainings offered by the parent group UniCredit or by external providers of trainings, recently the Bank has been promoting to a significantly larger extent the transfer of knowledge within the internal banking trainings, while also using a more modern and cost-effective educational method – web learning.





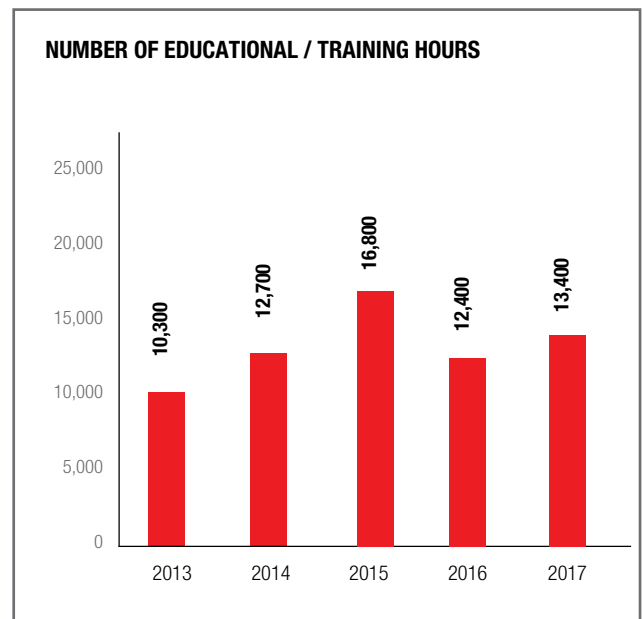
The key to long-term cooperation with customers is a professional relationship, which requires continuous employee training. The Bank has therefore established a comprehensive training program that provides the necessary skills to different profiles of advisors for a variety of customer needs. We are aware that the expected level of knowledge of employees can only be achieved through organized and planned education. Constant changes in the market, adjustment of offer to customers and the development of applications and products require permanent education of bank employees. Through education, we want to provide advisors with the necessary knowledge and skills to work effectively with customers. Education includes product knowledge, knowledge of applications, the legislative area, as well as practical knowledge. Training programs are conducted by internal and external contractors, and with them, the Bank also seeks to increase the motivation and commitment of employees.

In 2017, the Bank put a lot of emphasis on training the leaders who were trained in providing feedback to employees, which is important also in the personnel development process and in the effectiveness management system which has been running for many years. Additionally, we provided for training of young leaders who attended a 2-day leadership skills workshop. In line with the parent group's guidelines, the Agile manager was appointed at the Bank and consequently a larger number of employees were included into trainings of agile thinking, acting and project management. In addition to the aforementioned, other regular trainings also took place which were added based on current needs in the framework of the Bank's operations.

In the Retail and Small Business division all employees engaged in the process of approving consumer loans for real estate passed the necessary e-training and thus fulfilled the criteria from the

new Consumer Loan Act. All new colleagues in the sales network participated in workshops on recognizing authenticity and adequacy of cash and on determining authenticity of documents and safety in business units. Additionally, the advisors were included in practically oriented sales trainings with a focus on resolving complaints and successful closing of sales. The employees of the division Retail and Small Business Banking regularly attended internal process and product trainings, while a lot of attention was on trainings in the field of the anti-money laundering and financing terrorism.

Primarily with the help of own experts, internal trainings for advisors in the Corporate and investment banking division are taking place offering useful and applicable knowledge. The trainings are designed in a practical way, with products being presented through case studies, frequently asked questions by advisors and customers, they include customers' perspective, the entire process from the request until conclusion of a deal, key advantages of the product or service and characteristics of contractual relationships. Of course, a mandatory training topic was also the compliance of operations and prevention of money laundering. In 2017, quite a few advisors participated in practically designed workshop on successful closing of sales.



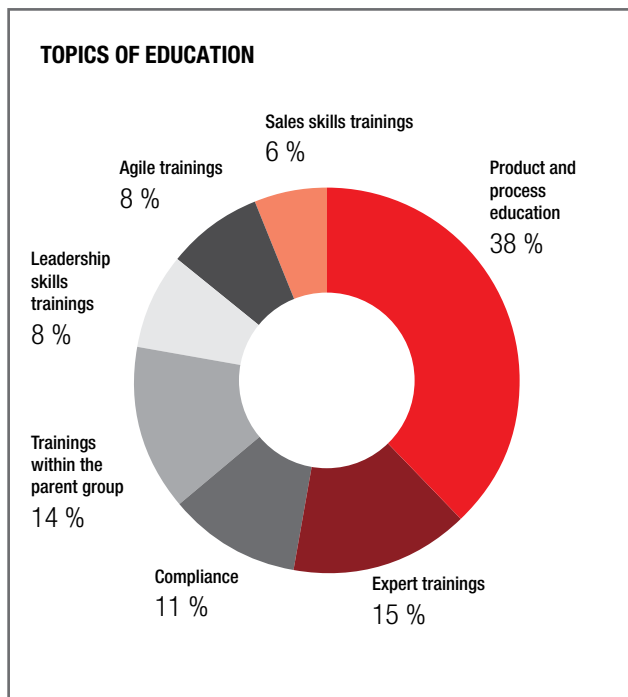
In 2017, we conducted a total of 13,400 hours of educational and training activities which is 8 % more than the preceding year. The average was slightly below 25 teaching hours per employee, with an average cost of education and training per employee amounting to over 203 euros.

The topics covered by training and educational activities included mostly banking specific topics. In the context of e-learning, all employees were invited to participate in web seminars in the field

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of compliance of operations, code of conduct, conflict of interest, prevention of market abuse, prevention of money laundering and financing terrorism, protection of personal data, and risk management. More than 180 employees attended the e-training in the area of safety and health at work and fire safety, while new employees were also included in the seminar on the IT system security. In 2017, e-learning represented already as much as 40 % of total hours of educational and training.

The share of internal trainings amounted to 40 %, with greatest focus on trainings on products and processes, workshops on agile operations and project management, prevention of money laundering and financing terrorism, compliance of operations and risk management.



In the area of licenses, last year five employees passed the exam which was one of the criteria for obtaining the licence for performing insurance mediation operations. As of the end of 2017, there were a total of 97 employees holding a license for the sale of mutual funds, 75 employees had a license for insurance mediation, and 18 employees had a stock exchange license.

Within the total quota of 13,400 educational and training hours, the activities in the field of product and process trainings account for as much as 38 %, followed by: expert trainings by external providers with 15-percent share, trainings at the parent group UniCredit with 14-percent share, trainings and education in the field of compliance of operations with 11-percent share, trainings of agile project management and leadership skills workshops (both with 8-percent share), while the remaining 6 % belong to sales trainings.

## EMPLOYEE DEVELOPMENT AND REMUNERATION

For several years now, the parent group has been systematically taking care of the development of key employees through two development programs, which are carried out at the level of the parent group UniCredit as well as at the Bank's level: the Executive Development Plan – EDP (development of leaders) and through the Talent Management Review program – TMR (development of talents). For the latter, a prerequisite for finding talents is of course always a definition what is considered as a talent. We are convinced that each employee has some kind of talent. However, in the framework of the TMR program we focus on identifying and developing leadership skills. Namely, by means of the TMR program the Bank and the UniCredit Group aim in a deliberate and systematic way to ensure the continuity of leadership on key positions and to motivate individual progress of employees.

In 2017, similar to the preceding year we identified 33 perspective employees – talents, which represents 6 % of the total population and trained them for potential leadership roles in the future throughout the year. 31 individuals or 5.8 % of employees (the leadership structure) were included into the Executive Development Plan (EDP) program, which is 0.1 percentage point more than in the preceding year.

Within the parent group UniCredit there are many opportunities for additional training and education in international teams and in an international environment. The “CEE has no boundaries” program should be mentioned aimed at international mobility of talents and at acquiring and sharing specific work experiences in the form of “on-the-job” learning and development. In addition, with the help of volunteers from the parent group, we developed and launched in June 2017 a new digital space named MarketPlace which directly connects employees willing to share their skills and know-how with those looking for specific experience for the implementation of a specific task or project.

The essence of all the programs is care for continuity of employee development, their skills and knowledge as well as the care for ensuring new generations of capable leaders and experts who will provide for long-term stability and growth of the Bank's operations and consequently of the entire parent group UniCredit.

We systematically take care of employee development also with the help of the “Performance Management” system. The latter is IT supported with local application and is basically comprised of two parts – annual personal (development) interview whereby the leader and employee set goals and define the developmental and career path of the employee once per year and interview focused on planning and evaluation of goals which takes place three times per year. During these interviews both the employee and leader evaluate past performance and plan goals and development for the next period. The application enables better efficiency of implementation, all information in one place and better transparency.

The annual development interview represents a foundation for employee development and we consider it to be a competitive advantage, as assessment of quantitative and qualitative objectives as well as behaviour and skills is the foundation for such an interview. The result of performance management is better familiarity with the goals and strategy of the Bank and of the individual organizational units, exchange of opinions regarding success at work and therefore greater employee satisfaction.

In 2017, we switched to the system of more frequent conversations, as we want to increase communication between the leaders and employees and because we believe we can be more successful with clear and measurable goals and harmonized directions. With the new approach we want to adequately remunerate the achievements and efforts of our employees, while at the same time motivating them for proactivity. Finally, the latter is what our customers expect from us. Also, we pay particular attention to the remuneration system for our employees in the sales network.

Based on the parent group's system, already in 2015, we created the remuneration system for special categories of employees based on the new legislative regulations. The system defines the creation of a joint fund for variable compensation, it defines special indicators serving as a mechanism for verifying whether the so-called malus condition applies, methods of further adjustment of a joint fund for variable compensation and the deferred payment scheme. The payment of variable compensation is divided into phases, so that it correlates with the appropriate risk time horizon, whereby in this way we ensure adequate distribution of variable compensation which is linked to results, in cash and in instruments, immediately and with time delay, and by taking into consideration the mandatory retention period.

We believe that with the "Performance Management" system we contribute to the sustainability of operations and to ensuring the achievement of positive results in the long run.

## **SURVEY ON EMPLOYEE SATISFACTION**

Within the parent group UniCredit, we have been conducting a survey on employee satisfaction (People Survey) since 2006. We conduct the survey regularly, every two years, and in the meantime, once per year, we measure a »pulse« of employee satisfaction with short satisfaction surveys. Thus, year after year we measure the progress we have made in our efforts to maintain and increase business success and create a working environment, where employees can fully express their potential. Feedback information help us to improve the quality of relations and the satisfaction of our employees and, consequently, of our clients.

The last survey at the parent group level took place from 8 until 29 November 2017, when we invited our colleagues to evaluate their perception of the Bank and of certain aspects of the working environment via a web survey. The UniCredit Group will receive the results in the beginning of 2018 and based on them adequate action

plan of key activities will be prepared for the increase of employee satisfaction. Based on preliminary survey on employee satisfaction, already in 2017, the Group created and carried out the plan of more detailed and goal-oriented communication with employees in the light of more effective informing and direct communication as well as oriented employee development. In the area of leaders' development, additional trainings were carried out, while we also performed the assessment of leadership skills at different levels, according to the 360-degree method. Based on the latter, individual action plan for further development was prepared.

## **"FAMILY-FRIENDLY COMPANY" CERTIFICATE**

At the Bank, we are proud of the fact that in 2017 we obtained the extension of full "Family-friendly Company" Certificate. In line with this, we pay a lot of attention to families and to helping the employees balance their professional and private lives. Among the measures that were already implemented, we must highlight the children bonus which means that all the parents whose children first start school are given the option to accompany their children to school on the first day of school and are given special paid leave. Parents, who are starting to introduce their children to kindergarten, can organize their working hours in a flexible manner during the week of introduction to kindergarten. In addition, pursuant to the legislation in force, our female and male employees who should opt for shorter work day can do so after returning from maternity leave and we encourage them to choose a 4-hour work day with a 55 % salary.

All the Bank's employees are also offered counselling in the area of interpersonal relationships at work and in their private life. Psychological counselling or »life coaching« was enabled by the Bank to offer its employees the possibility of help in situations which are not necessarily directly related to the working environment, but which can impact motivation, commitment and interpersonal relationships in the working environment.

Being aware of the importance of social responsibility, we also offer our employees the possibility of an extra day payable to do voluntary work in one of the non-for-profit organizations.

## **TAKING CARE OF EMPLOYEES**

Systematic monitoring of our employees' health is our obligation and commitment as well as our expressed support of employees. In line with the legislation, during last year we thus conducted preliminary or periodic medical examinations and in November, we traditionally provided our employees with the option for a flu vaccination. Additionally, the Bank takes out a group insurance against accidents for all its employees.

Educational activities regarding safety and health at work and fire protection are also a component of professional training of all employees. As prescribed by the law, we therefore organize the trainings required in this context every year, namely the training

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“Fire protection” and “Safe and healthy work”. Every employee must attend such trainings as soon as possible after commencing their employment and these skills must be periodically renewed in accordance with our Safety Statement with Risk Assessment. The latter has been carried out since 2014 in the electronic format (e-learning) which enables employees’ greater flexibility regarding the conduction of training as well as taking a test.

Also in 2017, the employees participated in sports activities and networking through the sports association Tilda. The latter organized sports events, co-financed cultural performances and took care of get-togethers for the New Year and at several other occasions.

## Client Relations

The parent group UniCredit follows five fundamental principles, which are also the basis for operations in our Bank. The first of these principles states: »Customer first«. The clients are therefore at the focus of our attention, they are the reason we exist as a bank, create products and services, and together with comprehensive and innovative solutions provide an optimal user experience.

As a bank and financial institution, we are committed to pursuing continuous and comprehensive legislative changes that require constant adjustments and operations in an increasingly demanding regulatory framework; while on the other hand, the entire banking sector faces the challenges of rapid technological development and new technologies in the field of financial services provision. The latter also implies the emergence of non-banking providers, as technological advances with the development of online and mobile banking opened the door to the industry for new generations of financial products, which are increasing the ever stronger competition in payment services provision.

If yesterday we only focused on the question of whether or not our clients are satisfied, the changes and technological innovations are the reason why today we also wonder about the extent to which our clients are loyal to us. The extensive offer of emerging innovative technological financial solutions enables clients to easily replace one bank with another, which can better meet their financial needs. Today, a modern client is a conscious consumer who follows trends and opts for simple, fast and optimal payment services, and also wants modern and secure digital applications and platforms that enable him to maintain contact with their bank anywhere and anytime.

Every year, the parent group UniCredit conducts customer satisfaction survey and 2017 was no exception. The survey is conducted twice a year among clients of various banks on the Slovenian market. Last year, we changed the methodology of the research to find out whether a client who knows us would recommend us to their friends, acquaintances or business partners, while on the other hand also trying to determine how much we are recognizable on the market as a bank. We were again pleased to receive the results of the survey,

as the clients gave us the highest position among all the banks in Slovenia.

As we are aware that satisfaction or dissatisfaction is the most genuine and realistic at the moment when the customer has a specific user experience with a particular service, the Bank has also introduced Instant Feedback survey. In this way, we wanted to get the most fresh and sincere feedback from each customer who visited our business unit and had contact with our relationship managers. We were happy to receive every response, rating and commentary, as they helped us to record a realistic picture of the quality of our services and compliance with the set standards.

Customer relationship standards, which we have established in the Bank years ago, enable us to follow the set image we want to have. By written rules and principles of business behavior, we have enabled each new colleague who joins us in the sales network to get acquainted with them and integrate them into their daily working environment. As a bank, we are highly aware that our relationship managers are the ones who make the first and deepest impression on every client who comes to our business unit, but at the same time we know that the front line cannot work successfully without adequate backend support. In the Bank, we therefore ensure that all employees are aware of the importance of their own added value because with their actions, respect for the working environment and all employees, as well as with the values we live, we indirectly contribute to the realization and ensuring of the external image of the Bank.

Client trust today is largely linked to the digital impact, which has immense power due to mass social networks and online connections. This must also be followed by a modern bank, and its transformation requires a digital mindset. UniCredit Banka Slovenija d.d. successfully follows technological innovations as it was the first bank in Slovenia to introduce digital innovations such as Mobile Bank GO!, a mobile bank for businesses, fast payment function for frequent transactions, a mobile token, a tablet mobile bank, and a fingerprint identification option. Since October 2017, we have also been providing, as the first Slovenian bank, online opening of a bank account; on a computer, mobile phone or tablet. With this innovation we approached everyone who does not want to waste time with opening a business account by visiting a business unit, while at the same time we have provided them with a user experience from their home sofa. By opening an account online, a new client acquires a bank package, which includes banking products most frequently used by the modern consumer. In order to support new customers, we have also established a “virtual business unit” which assists clients, who decide to open an account via a web channel, in the process of registering and using our services. “Virtual relationship manager” is thus a relationship manager with all the features of a relationship manager in a business unit, but with more advanced and customer-friendly communication.

In the past year, we changed the existing online bank with a new version, since all the innovations we continue to introduce to our offer also require technological changes and adjustments. With a completely digital user experience, we want to primarily bring the

Bank closer to digital generations, which, according to all researches, are distinguished by the values established on digital platforms. Respect, social entrepreneurship and a high level of individual responsibility are just some of the values advocated by the young and younger generations, but they are the basis of their consumer and, above all, 'digital' mindset.

Speaking about the needs of a modern consumer, we must not ignore the fact that clients today demand personalized banking advice for improved money management, they want the help of a bank with important decisions such as buying a property or planning a retirement, and similar. They need the right information at the right time. Therefore, as a bank, we do not want to neglect the importance of a business unit, since a genuine contact with a relationship manager, who has all the necessary expertise, is still invaluable. The appropriate knowledge and professional competence of each relationship manager is the basis for us, but nevertheless business excellence as one of the goals of our standards requires that every individual also has communication skills, emotional and social intelligence, the right measure of empathy to recognize and understand the needs of clients, and ultimately self-reflection, which enables us to respond adequately in a complex and sometimes stressful working environment. That is why the Bank pays considerable attention to the relevant trainings and workshops, with which employees can constantly gain or refresh their knowledge in various fields, so that we can achieve our business objectives faster and nurture more genuine interpersonal relationships.

We live in a time where we are witnessing an extremely rapid development of innovative technology that defines and enforces its own rules in social and economic relations. Digital evolution promotes the development of new skills, sets new rules for possession, as well as transmission of all kinds of personal information and changes existing business and economic practices. The digital world has completely transformed the world of communication, entertainment, shopping, and, last but not least, payment and financial services. The traditional bank we knew yesterday is in the process of transformation, which also UniCredit Banka Slovenija d.d. is aware of. By developing new innovative customer solutions, finding synergies between all segments of our operations and responsible risk management, we build the reputation of the Bank and create trust among stakeholders and all our colleagues. Only in this way can we grow, develop, adapt to changes, and by joint efforts create a bank of the future.

## Media Relations

We are aware that good relations with the media are an important element of reputation and visibility of the Bank in the eyes of the public. Media representatives are still who the public, including our existing and potential clients, truly trust. In our communication with them, we strive for professionalism, responsiveness and proactivity in terms of informing the public about issues that might be of interest to them.

In 2017, we received 221 sets of questions from journalists and appeared in 1,413 media reports. Throughout the year, we provided the media with press releases on the events in the Bank, on new products, awards received, charity events etc.

Journalists were invited to selected events for clients, where we hosted visible representatives of the Bank the parent group UniCredit analysts. In this way, we opened the door to first-hand information about the current situation in the financial markets.

We remain responsible in our role as educator of the public on financial topics, also by inviting business journalists to the Euromoney conferences, sponsored by the parent group UniCredit, which always organizes a well-attended press event on the occasion and presents the results on the analysis of economic trends.

We often offer extensive information on topics that the journalists are interested in and help them make their contributions more professional. We give them access to experts, the Bank's management board and representatives of the parent group UniCredit. In this way, we create positive connections with this important segment of our society.

## Relations with Suppliers

In line with the Integrity Charter and Global Procurement Charter of the parent group UniCredit, the Bank builds a relationship with suppliers based on transparency, mutual respect and trust, while also taking into consideration other ethical and legislative norms.

In order to ensure greater transparency and cost effectiveness, the Bank has a centralized procurement process. We use a web application provided by the parent group UniCredit for registering requests for proposals and documenting proposals of suppliers. According to the nature of request we invite for cooperation several suppliers and select the most appropriate one according to the predefined criteria. When processing proposals, we take into consideration different criteria for selection of suppliers, where – in addition to the price – we also consider other criteria, such as quality, potential evaluation of past cooperation with a supplier, mutual cooperation with the Bank, terms of payment, warranty, after sales activities, social responsibility (green procurement), etc.

The outsourcing management function provides additional controls and transparency of operations with suppliers.

In line with the Anti-Corruption Policy of the parent group UniCredit, we perform due diligence of our suppliers. With the goal of protecting confidential data (business secret), the Bank signs a nondisclosure agreement prior to starting business cooperation with a supplier.

When selecting its suppliers, the Bank is unbiased, as this is the only way to make the relationships with suppliers our competitive advantage and a foundation for solid mutual cooperation.

# Corporate Sustainability

## Sponsorships

As a member of the parent group UniCredit, in 2017 the Bank entered into its 9<sup>th</sup> season of sponsorship of the UEFA Champions League, thus strengthening its reputation and brand awareness. The Bank approached its existing and potential clients with sponsor features at qualification matches in Maribor, where it hosted important customers, but also with football-themed advertising campaigns and prize winning games.

With the goal of active networking and creating new sales opportunities, among other sports events the Bank supported also the 44<sup>th</sup> Golf week in Bled.

For the sixth consecutive year, the Bank continued its partnership with the Medical Chamber of Slovenia. It offered physicians – private individuals and doctors who have a private practice attractive offer of selected banking products.

By supporting the Finance magazine's project Izvozniki.si the Bank contributed both financially and in terms of content to the establishment of a healthy and open economic environment which promotes successful development of the Slovenian export companies as well as the country and society at large. The portal izvozniki.si is intended for connecting the Slovenian exporters and it represents a source of useful information, best practices, case studies and exporters' experience.

The Bank contributed to the promotion of exports also through the sponsorship of the Slovenian-Italian forum and the Slovenian-German Chamber of Commerce. As a partner of the Manager Association for many years, the Bank also contributed to development of the Slovenian management and to the competitiveness of its economy.

In the field of culture, as part of the 65<sup>th</sup> Ljubljana Festival the Bank supported one of the performances of the new musical Vesna, prepared according to motives from the Slovenian movies with the same title. This romantic comedy charmed various generations of dance and singing fans in Ljubljana's Križanke.

In the period before Christmas, the Bank supported the traditional 25<sup>th</sup> Managers' Concert – a central cultural, networking and donor event of the Slovenian business audience whose mission is to create opportunities for the development of young music talents. The concert featured the performances of the RTV Slovenia Symphony Orchestra under the baton of maestro George Pehlivanian as well as soloists: mezzo-soprano Irena Yebuah Tiran, sopranos Mojca Bitenc and Ana Berus, tenor Mark Brajnik and baritone Luka Brajnik.

## Donations

The Bank's efforts to support and give back to the environment in which it operates are mainly focused on supporting charitable activities to help underprivileged children and youth, as well as sports, culture and socially beneficial events.

Among other things, we helped the Pod strehco Institute with a donation in 2017. It combines five humanitarian organizations into a comprehensive humanitarian activity related to improved food use, involving socially vulnerable people in joint intergenerational programs in conjunction with local communities in order to facilitate the reestablishment of the normal living environment of socially endangered families.

We supported the Fotografija Gallery, whose vision is to popularize high-quality photography and bring it closer to the wider Slovenian public with a dual role, namely the creation and expansion of the photo market in Slovenia, as well as education of the interested public about what photography art is and what it can offer us.

For the 12<sup>th</sup> consecutive year, the Bank made a New Year donation to support humanitarian and socially beneficial projects. Thus, the Bank made a donation to the Friends of Youth Association of Ljubljana Moste Polje, with which it enjoys a long-standing partnership, to provide children from socially disadvantaged backgrounds with a hot school meal within the "Botrstvo" project. This humanitarian project was also supported by our colleagues with their own funds. We also helped children from socially deprived families by collecting school supplies, books and food.

# Report from the Supervisory Board

## General

In 2017, the Supervisory Board of UniCredit Banka Slovenija d.d. monitored and oversaw the current business operations of the Bank and the Group (hereinafter together referred to as: the Bank), the financial results attained and the work of its Management Board, in accordance with its powers, authorizations and duties as set out in the Articles of Association of the Bank and in the Rules of Procedure of the Supervisory Board, as well as based on the provisions in force of the Companies Act and the Banking Act and respective executive regulations. At the Supervisory Board's regular sessions, the Bank's Management Board kept the members of the Supervisory Board informed of the following issues: all important business events in the Bank and other activities related to the Bank's operating business; the economic and political environment; important changes of legislation that affected the Bank's operating business; and the Bank's achieved financial results as compared to the adopted financial plan of operations. The Management Board also regularly informed the Supervisory Board about the expected financial results until the end of the fiscal year and about their fulfilment as well as about business initiatives, in particular in the field of digitalization.

In 2017, several changes occurred in the structure of the Bank's Supervisory Board. Taking into consideration the expiration of mandate of the Supervisory Board member Giuseppe Verrascina on 30 April 2017 and the resignation of the Supervisory Board member Mariya Mihaylova Lerch as of 31 March 2017, at the Bank's Annual Meeting of Shareholders on 4 April 2017 Helmut Franz Haller, Laura Kristina Bendeković and Stefano Cotini were appointed as the members of the Supervisory Board. Further on, the Deputy Chairman of the Supervisory Board Marco Lotteri was appointed Chairman of the Supervisory Board at the Supervisory Board's meeting on 3 May 2017, while Helmut Franz Haller was appointed Deputy Chairman. In line with the Bank's Fit & Proper Policy, the assessment procedure regarding suitability and adequacy for the newly appointed members of the Supervisory Board was carried out and sent to the regulatory body. Further on, on 30 September 2017 the member of the Supervisory Board Stefano Cotini resigned. The Supervisory Board of the Bank is thus composed of four members, namely: Marco Lotteri (Chairman), Helmut Franz Haller (Deputy Chairman), Franco Andreetta and Laura Kristina Bendeković. Despite the specific ownership structure, whereby UniCredit S.p.A. is a 100-percent owner of the Bank, two Supervisory Board members (Franco Andreetta and Stefano Cotini – by taking into consideration his actual membership in the Bank's Supervisory Board almost throughout the entire fiscal year 2017) are not employed with the parent group UniCredit, but as external experts in the area of accounting and financial business contributed to a high-quality and transparent performance of the Supervisory Board in the year 2017. Moreover, the members of the Supervisory Board are not personally, directly or indirectly, involved in the ownership structure nor are they in any business relationship with the Bank, thus avoiding any potential conflicts of interest. Nonetheless, the parent group UniCredit has adequate mechanisms to control and solve potential conflicts of interest, should they occur.

In the year 2017, the Bank's Supervisory Board met and adopted resolutions at four regular meetings. All members of the Supervisory Board were present at the second, third and fourth regular meeting, while Giuseppe Verrascina excused his absence at the first meeting. In line with legal provisions, its powers as set out in the Articles of Association and in accordance with the Bank's need for efficient work, individual resolutions were also adopted at Supervisory Board correspondence sessions and subsequently presented and validated during the next regular meeting of the Supervisory Board. All decisions or resolutions of the Supervisory Board were adopted unanimously, whereas the members of the Supervisory Board, present at individual meetings, expressed with arguments their standpoints with regard to their adoption and actively participated in the discussion. Also, members of the Supervisory Board regularly participated in trainings and education in the fields which are important for high-quality and effective fulfilment of tasks.

The Supervisory Board thoroughly examined respective submitted materials and reports of the Supervisory Board Audit Committee and other committees and requested their supplementations when necessary. Moreover, the Supervisory Board verified its activities on a regular basis and thus additionally contributed to the expertise and quality of its work. During monitoring the Bank's operations, the Supervisory Board obtained and analysed both the materials containing data on the performance of the Bank itself as well as of its affiliated company UniCredit Leasing, leasing, d.o.o. The Supervisory Board therefore deems its work in 2017 as quality and on high ethical standing, professional and in line with the valid legislation and internal rules of the parent group UniCredit.

## Important Supervisory Board Decisions

At its 71<sup>st</sup> regular meeting, on 24 February 2017, the Supervisory Board adopted the Annual Report of the Bank's operations for 2016, proposed to the Bank's General Meeting of Shareholders the nomination of an External Auditor on the basis of the Audit Committee proposal, provided its opinion on the Internal Audit unit's Annual Report on internal audit for 2016, and adopted the Resolution on creation of accumulated profit and the Resolution on the use of the net profit for the fiscal year 2016. It was briefed about the Auditor's report of the Authorized Auditing Company for 2016, to which it had no comments, and approved all other documents, on whereupon the General Meeting of Shareholders of the Bank made decisions on 4 April 2017.

At the 72<sup>nd</sup> regular meeting, which took place on 3 May 2017, the Supervisory Board appointed Deputy Chairman of the Bank's Supervisory Board Marco Lotteri as Chairman of the Bank's Supervisory Board and the new member of the Bank's Supervisory Board Helmut Franz Haller as Deputy Chairman of the Bank's Supervisory Board, it reappointed Stefan Vavti as the Bank's Chairman of the Management Board, approved the parent group's strategy of managing risks, valid also for the Bank, the Bank's first quarter results and it was briefed about the content of the report to

# Report from the Supervisory Board

the regulator on the implementation of the internal capital adequacy assessment process (ICAAP) and the internal liquidity adequacy assessment process (ILAAP)

At the 73<sup>rd</sup> regular meeting, which took place on 20 July 2017, the Supervisory Board approved the Governance Rules of the parent group UniCredit, valid also for the Bank, the change of the Annual plan of work for the Bank's Internal Audit department, the Bank's results for the first half year and provided its consent to the Rules on the remuneration system and the Plan of long-term remuneration for key employees.

On 6 November 2017, at their 74<sup>th</sup> regular meeting the Supervisory Board members were briefed about the resignation of the Management Board member Guenter Friedl, responsible for the Finance division, they approved the changes of the Bank's organizational structure, the Rules of management of the parent group UniCredit, valid also for the Bank, the Plan of reform and saving the parent group UniCredit (relevant parts for the Bank) with an Annex for the Bank and approved the Bank's results for the third quarter.

The Supervisory Board participated in the adoption of all measures and activities required to implement the overall business policy of the parent group UniCredit. It approved the development plan and the Bank's basic business policies as well as the Bank's financial plan for 2017. It also adopted and controlled the implementation of the general principles of the compensation policy, rendered its approval on ascertainment of organisation of the internal controls system and framework annual program of the Internal Audit department and oversaw the adequacy of procedures and efficiency of the Internal Audit department functioning. The Supervisory Board also closely monitored the response of the Bank to the current developments in the economy and it was regularly informed about the implementation of the Internal Audit plan of work, approved by the Supervisory Board, and its findings, as well as the inspections conducted by external supervisory institutions. In line with the Bank's risk profile, the Supervisory Board closely monitored the amount of necessary and formed impairments and provisions, the issue of negative interest rates and in general of the Bank's net interest revenues and discussed the findings and recommendations by the bodies of the regulatory supervision of the Bank. The Supervisory Board paid particular attention to monitoring the exposure of the Bank's clients with loans in Swiss francs and the consequences and the Bank's measures regarding it, including the status of received actions against the Bank related to loans linked to Swiss franc as well as the interest groups' activities regarding the legislative settlement of the subject issue.

## Operations of the Supervisory Board Committees

The Audit Committee of the Bank's Supervisory Board had four regular meetings in 2017 (consecutively numbered from 43 to 46). As an advisory body of the Supervisory Board, which consisted of Marco Lotteri (Chairman), Franco Andreetta (member) and Helmut Franz Haller<sup>1</sup> (member), the Audit Committee's operations include assessing, advisory and proposing functions, whereby it supports the Supervisory Board in the fulfilment of its duties and responsibilities regarding: the adequacy and effectiveness of the Bank's internal control procedures, including the assessment and measurement of risks and risk management; the compliance with legislation, rules and policies governing the Bank's operations; the adequacy of accounting standards used for the preparation of financial statements; the adequacy and independence of the external bank auditors and the assurance of an adequate employee structure within the Internal Audit unit.

The Risk Committee which was established in 2015 had six regular meetings in 2017 (consecutively numbered from 1 to 6). As an advisory body of the Supervisory Board, which consists of Marco Lotteri (Chairman) and Helmut Franz Haller (member)<sup>2</sup>, the Risk Committee particularly provides advise to the Supervisory Board regarding the Bank's general tendency to assume risks and risk management strategies and verifies whether in the compensation system the following is being considered: risk, capital, liquidity, probability and time arrangement of the Bank's revenues as well as whether the prices of the Bank's products are in line with the business model and the strategy of managing the Bank's risks. Also, the Risk Committee regularly deals with and reviews credit exposures which are under the Supervisory Board's approval competence as well as current topics related to risk management which are dealt with together with regulators and auditors.

The Nomination Committee which was also established in 2015 had two meetings in 2017. The committee consists of Helmut Franz Haller (Chairman) and Laura Kristina Bendeković and Marco Lotteri (members)<sup>3</sup>. Its main task is to recommend the Supervisory Board the candidates for the Management Board members and to recommend to the Bank's Annual Meeting of Shareholders the candidates for the Supervisory Board members, whereby it considers the Bank's Fit & Proper Policy, required by the EBA Guidelines on assessing adequacy of members of management or supervision bodies and holders of key functions and the Regulation of the Bank of Slovenia on internal governance arrangements, the governing body and the internal

<sup>1</sup> In the year 2017, the members of the Audit Committee were also Mariya Lerch Mihaylova until 31 March 2017, Guisepp Verrascina until 30 April 2017 and Stefano Cotini from 3 May 2017 until 30 September 2017.

<sup>2</sup> In the year 2017, the members of the Risk Committee were also Mariya Lerch Mihaylova until 31 March 2017, Martin Klauzer until 30 April 2017 and Stefano Cotini from 3 May 2017 until 30 September 2017.

<sup>3</sup> In the year 2017, the members of the Nomination Committee were also Mariya Lerch Mihaylova until 31 March 2017 and Martin Klauzer until 30 April 2017.



capital adequacy assessment process for banks and savings banks. Furthermore, it assesses the structure, size, composition and success of functioning of the Management Board and the Supervisory Board and reviews the Management Board's policy regarding selection and appointment of adequate candidates for members of the Bank's management.

The Compensation Committee consists of Laura Kristina Bendeković (Chairwoman) and Franco Andreeta and Marco Lotteri (members)<sup>4</sup>. It was established in 2015, and in 2017 it had three meetings. The Committee provides assessment of compensation policies and practices, prepares proposals of the Management Board or the Supervisory Board decisions regarding compensation and supervises the compensation of persons performing managerial functions regarding the risk management and ensuring compliance of operations.

## Use of Net Profit and Accumulated Profit for Fiscal Year 2017

The Bank's Management Board presented for discussion to the Supervisory Board the Resolution on the use of net profit for the year 2017 in the amount of 38,340,759.56 euros and the draft Resolution on the creation of accumulated profit for the year 2017 in the amount of 38,377,671.73 euros. The Bank's Management Board proposed that part of the Accumulated profit in the amount of EUR 36,270,273.34 is distributed among Shareholders. The rest of the Accumulated profit in the amount 2,107,398.39 remains undistributed. The Bank's Management Board also proposed that the Supervisory Board and the General Meeting of Shareholders adopt the proposed Resolution on the creation of accumulated profit for the year 2017, in accordance with their powers.

The Supervisory Board adopted the Resolution on the use of net profit for 2017, approved the Management Board's proposal for the creation of accumulated profit for the year 2017, and recommended to adopt it in the proposed form at the General Meeting of Shareholders.

## Annual Report for 2017

The Bank's Management Board prepared the Annual Report on the business operations of UniCredit Banka Slovenija d.d. and a consolidated Annual Report for the Group in 2017 (hereinafter together referred to as: the Annual report) and presented them to the Bank's Supervisory Board for review within the legally prescribed deadline. Together with the Annual Report, the Supervisory Board also received the Audit Report on the review of the financial statements for the fiscal year 2017 and an additional Audit report on meeting the criteria for managing risks in the Bank from the first paragraph of

Article 90 of the Banking Act, both prepared by the certified auditing company Deloitte revizija d.o.o.

The Supervisory Board reviewed the Annual Report, submitted by the Bank's Management Board. It established that the Annual Report was consistent with the reports and information on the Bank's performance in 2017, as well as with the reports on the economic and political environment in which the Bank operates and which were presented to the Supervisory Board during the course of the fiscal year. Comparing the Annual Report with the audited financial statements for the fiscal year 2017, the Supervisory Board established that the financial results presented in the Annual Report were consistent with the Audit Report. Based on the Bank's Management Board's reports, the Supervisory Board believes that in 2017 the Management Board took into consideration findings and recommendations by the internal audit and by external auditors and that they carried out all necessary activities for their fulfilment or ensured that all necessary activities would be carried out. In the opinion of the Supervisory Board, both the Management Board and the Supervisory Board fulfilled all their legal requirements in the fiscal year 2017. Based on the regular monitoring of the Bank's operations and the above-mentioned reviews, the Supervisory Board approved the Annual Report on the Bank's business operations in 2017.

The Audit Report on the review of the financial statements for the fiscal year 2017, which was presented to the Supervisory Board along with the Annual Report, also includes the opinion of the certified auditor. The certified auditor issued an unqualified opinion. The Supervisory Board was briefed about the Bank's Audit Report for 2017 and about an additional Audit report on meeting the criteria for risk management for 2017 and has no objections thereto.

## Report on Relations with Related Undertakings for the Year 2017

In line with Article 546.a of the Companies Act, the Bank's Supervisory Board reviewed and verified the Report on relations with related undertakings submitted by the Bank's Management Board, together with the opinion submitted to the subject Report by the certified auditor Deloitte revizija d.o.o., where the latter stated that:

- Based on procedures and the evidence obtained, nothing has come to their attention that would cause them to believe that:
  - the information in the Report on Related Party Relationships for the year ended 31 December 2017 is not presented fairly, in all material respects;
  - the fulfilment of the company's obligations in the scope of the legal transactions presented in the Report, based on the circumstances known at the time of these transaction, was materially disproportionate;
  - that circumstances exist which, in relation to other actions disclosed in the Report, would indicate an assessment of

<sup>4</sup> In the year 2017, the members of the Compensation Committee were also Mariya Lerch Mihaylova until 31 March 2017 and Martin Klauzer until 30 April 2017.

# Report from the Supervisory Board

disadvantages incurred that is substantially different from the assessment presented by the management;  
all of which was considered based on the above criteria.

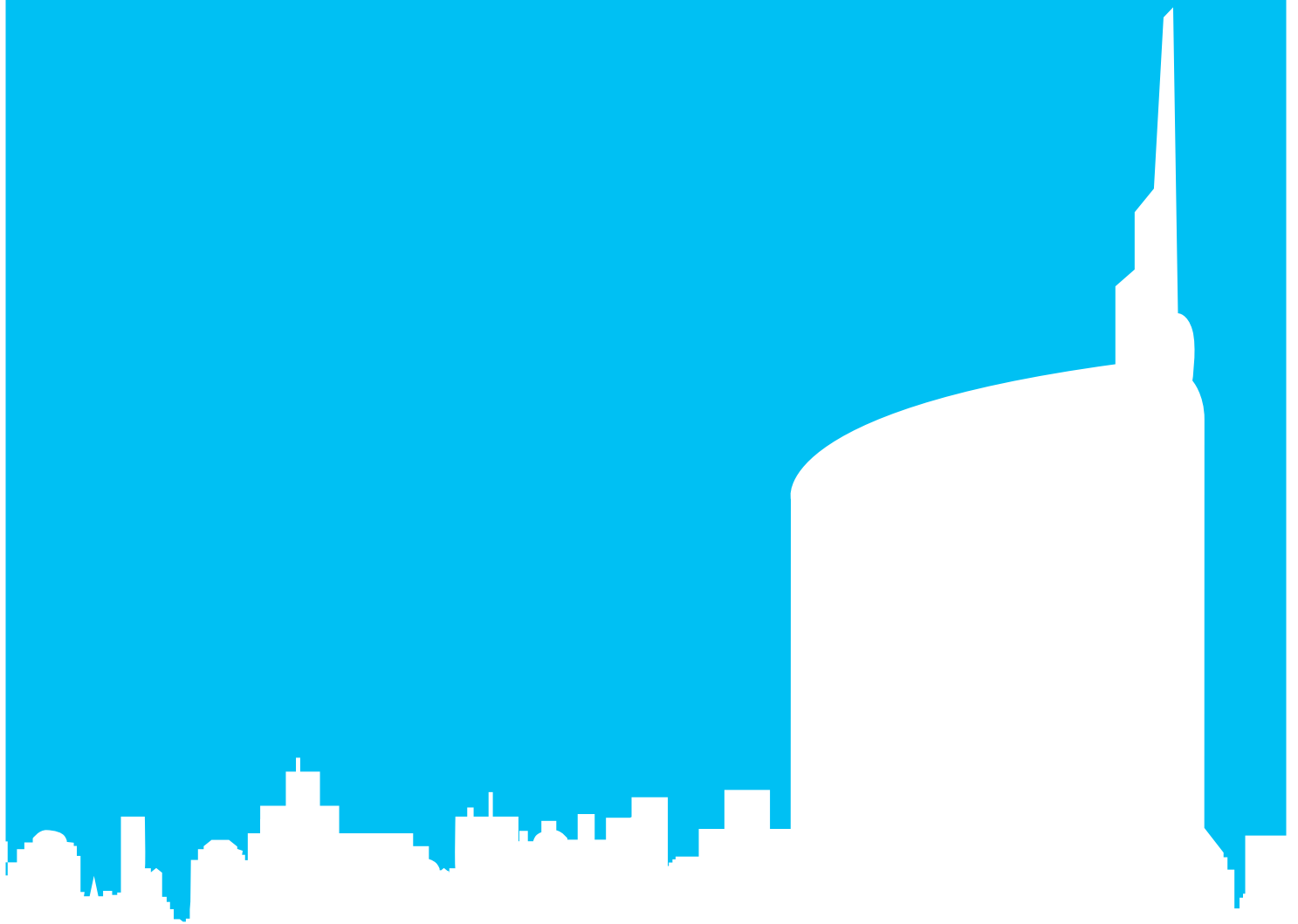
While taking into account continuous monitoring and reviewing of the Bank's operations, as explained in full detail in this Report, the Bank's Supervisory Board establishes that the Report on relations with related undertakings submitted by the Bank's Management Boards as well as the Bank's Management Board statement provided at the end of the Report on relationships with related undertakings, together with the opinion submitted to the subject Report by the certified auditing company Deloitte revizija d.o.o., is adequate.

The Supervisory Board



Marco Lotteri  
Chairman of the Supervisory Board

# One Bank, One UniCredit.



We are a simple, successful pan-European commercial bank, with a fully plugged-in CIB, delivering a unique Western, Central and Eastern European network to our extensive franchise of 25 million clients.

Our strategy is long-term. We are transforming the Group through decisive actions to lay the groundwork for the future, changing the way we work to anticipate our clients' medium-term evolution. Everything we do is designed to make UniCredit a true pan-European Winner.

# Statement of Responsibility

The Management Board is responsible for preparing individual and consolidated financial statements for the financial year. These should give a true and fair view of the state of affairs of UniCredit Banka Slovenija d.d. and of the Group as of the end of the financial year and of the profit or loss and cash flow for that year. The Management Board has prepared individual and consolidated financial statements in line with the going-concern principle.

In preparing the financial statements in the Annual Report for the year ended on 31 December 2017, the Management Board has used appropriate accounting policies, consistently applied and supported them by reasonable and prudent judgments and estimates, and ensured that all accounting standards which they consider significant have been followed.

The Management Board has the responsibility for ensuring that the Bank and the Group keeps accounting records which disclose with reasonable accuracy the Bank's and the Group's financial position and which enable the Management to ensure that the financial statements comply in all material respects with the regulations of the Government of the Republic of Slovenia, the Central Bank of Slovenia and the International Financial Reporting Standards as adopted by the EU. The Management also has a general responsibility to take such steps as are reasonably required to safeguard the assets of the Bank and to prevent and detect any fraud and other irregularities.

On behalf of the Management Board



Stefan Vavti, M. Sc.  
Chairman of the Management Board



Damijan Dolinar, M. Sc., CFA  
Member of the Management Board



Alessandro Pontoglio  
Member of the Management Board



Sergio Marino  
Member of the Management Board

Ljubljana, 20 February 2018

# Report on Relations with Related Undertakings

In line with Articles 545 and 546 of ZGD-1, on 20 February 2018 the Bank's Management Board prepared the Report on relations with related undertakings. The Report outlines all legal transactions which the Bank's Management Board concluded with the companies from the parent group UniCredit during the course of the financial year ending on 31 December 2017.

In line with paragraph 5 of Article 545 of the Companies Act, the Bank's Management Board explains that at conclusion of legal transactions the UniCredit Group's companies did not use their influence in a way that the Bank would perform a harmful financial transaction for itself or that it would act or suspend to act to its own damage and that the Bank, in the circumstances which were known to them at the moment when legal transactions with related parties were performed, for each legal transaction obtained adequate compensation or it was not disadvantaged.

The Report on relationships with related undertakings was reviewed by the auditing company Deloitte revizija d.o.o., Dunajska cesta 165, 1000 Ljubljana.

On behalf of the Management Board



Stefan Vavti, M. Sc.  
Chairman of the Management Board



Damijan Dolinar, M. Sc., CFA  
Member of the Management Board



Alessandro Pontoglio  
Member of the Management Board



Sergio Marino  
Member of the Management Board

Ljubljana, 20 February 2018

# Report of Auditors

# Deloitte.

Deloitte Revizija d.o.o.  
Dunajska cesta 165  
1000 Ljubljana  
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www.deloitte.si

## INDEPENDENT AUDITOR'S REPORT to the owners of Unicredit banka d.d.

### Opinion

We have audited the accompanying financial statements of Unicredit banka d.d. (hereinafter 'the Company'), which comprise the statement of financial position as at 31 December 2017, and the statement of comprehensive income, statement of changes in equity and cash flow statement for the year then ended, and notes to the financial statements, including a summary of significant accounting policies.

In our opinion, the accompanying financial statements present fairly, in all material respects, the financial position of the Company as at 31 December 2017, and its financial performance and its cash flows for the year then ended in accordance with the International Financial Reporting Standards as adopted by the EU (hereinafter 'IFRSs').

### Basis for Opinion

We conducted our audit in accordance with the International Standards on Auditing (ISA). Our responsibilities under those standards are further described in the *Auditor's Responsibilities for the Audit of the Financial Statements* section of our report. We are independent of the Company in accordance with the International Ethics Standards Board for Accountants' Code of Ethics for Professional Accountants (IESBA Code) and other ethical requirements that are relevant to our audit of the financial statements in Slovenia, and we have fulfilled our other ethical responsibilities in accordance with these requirements. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

### Key Audit Matters

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

Risk	Procedures to address risk
<p>Loan portfolio impairment</p> <p>Loan portfolio impairment is explained in Chapter Note Use of estimates and judgements (accounting policies) and Note 5 (value and assumptions)</p> <p>The bank management's decision as to when and to what extent loan portfolio impairment should be recognised requires high level of judgement/assessment. Due to the importance of the said assessment and of the quantity of the loan portfolio and the respective impairments for the financial statements, this accounting estimate is considered a key audit matter. As at 31 December 2017, the gross exposure of loan portfolio amounts to EUR 1.875.731 thousand, while the relevant impairment is recognised in the amount of EUR 68.203 thousand. The basis for impairment calculation and recognition is determined in the bank's accounting policies, i.e. financial</p>	<p>During the performance of our audit procedures, we examined the structure and efficiency of key controls regarding impairment of the loan portfolio:</p> <ul style="list-style-type: none"> <li>- Control over the adequacy of client classification;</li> <li>- Control over the regular recognition of individual impairments;</li> <li>- Control over obtaining the latest valuations as the basis for determining the value of collateral.</li> </ul> <p>In line with the methodology, we analysed a sample of clients from the loan portfolio to assess if impairment occurred for those</p>

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<p>assets arising from loans and guarantees are classified as individually or collectively impaired assets.</p> <p>The clients who are not recorded as delinquent are impaired collectively, whereas the Bank takes into account their classification by credit ratings. In order to calculate the need for collective impairments, management considers factors, such as loan quality, size of portfolio, and economic factors, including the analysis of past payment discipline in individual classes. Impairments regarding losses incurred but not reported (IBNR) are posted monthly and are created based on the portfolio quality. IBNR therefore represent general impairments.</p> <p>Individual impairments are recognised (at a client or operation level) by taking into account the following criteria:</p> <ul style="list-style-type: none"> <li>• In estimating cash flows, the Bank assesses both the client's financing activities and its past payment (in)discipline and repayment method;</li> <li>• Potential breach of loan contracts or contractual terms;</li> <li>• Bankruptcy or other legal proceedings that can result in Bank's incurring losses from such investments;</li> <li>• Information with the potential impact on repayment shortfalls.</li> </ul> <p>The clients in corporate segment for which significant loan delinquency is recorded are impaired individually, while the retail segment clients with the same characteristics are impaired collectively, unless the Bank assesses that its exposure to such retail clients as significant.</p> <p>The Bank performs daily assessments of client quality and recognises monthly impairments and provisions accordingly. This procedure is entirely subject to internal instructions and a proper IT support.</p>	<p>clients and if it was identified on time and in the right amounts.</p> <p>The adequacy of impairment methodology and policies was independently assessed for individually impaired exposures from the sample. We have prepared an independent assessment of impairment based on the information in respect of individual clients and on the applied impairment methodology (expected discounted cash flows from the operations or realisation of collateral). Where necessary, auditor's experts (certified appraisers) were engaged to assess the adequacy of provided collateral. During the procedures, we were focused also on any indicators of potential bias or errors on the side of management.</p> <p>For exposures subject to the group impairment, we examined if the methodology used to assess expected credit losses for the discussed portfolio was adequate. We examined internal policies, methodologies and work instructions. We analysed the sample to find out if the Bank had exercised the collective impairment policy consistently and if appropriate parameters had been used for the individual transactions.</p> <p>When assessing the adequacy of general collective impairments, we also checked the accuracy of key credit risk parameters (as appropriate). If the accuracy could not be assessed, benchmarks or system parameters were used.</p>
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### Other Information

The other information comprises the information included in the annual report, other than the financial statements and our auditor's report thereon. We obtained the other information before the auditor's report date except for the Supervisory Board report, which will be made available subsequently. Management is responsible for the other information.

Our opinion on the financial statements does not cover the other information.

In connection with our audit of the financial statements, our responsibility is to read the other information and, in doing so, consider whether the other information is materially inconsistent with the financial statements, legal requirements or our knowledge obtained in the audit, or otherwise appears to be materially misstated. In addition, we assess whether the other information has been prepared, in all material respects, in accordance with applicable law or regulation, in particular, whether the other information complies with law or regulation in terms of formal requirements and procedure for preparing the other information in the context of materiality, i.e. whether any non-compliance with these requirements could influence judgments made on the basis of the other information.

Based on the procedures performed, to the extent we are able to assess it, we report that:

- The other information describing the facts that are also presented in the financial statements is, in all material respects, consistent with the financial statements; and
- The other information is prepared in compliance with applicable law or regulation.

# Report of Auditors

In addition, our responsibility is to report, based on the knowledge and understanding of the Company obtained in the audit, on whether the other information contains any material misstatement of fact. Based on the procedures we have performed on the other information obtained, we have not identified any material misstatement of fact.

## **Responsibilities of Management, Supervisory Board and Audit Committee for the Financial Statements**

Management is responsible for the preparation and fair presentation of the financial statements in accordance with IFRSs, and for such internal control as management determines is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

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

Supervisory Board and Audit Committee are responsible for overseeing the Company's financial reporting process.

## **Auditor's Responsibilities for the Audit of the Financial Statements**

Our objectives are to obtain reasonable assurance about whether the 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 ISAs 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 financial statements.

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

- Identify and assess the risks of material misstatement of the 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 Company's internal controls.
- 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 and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the entity'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 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 entity to cease to continue as a going concern.



- Evaluate the overall presentation, structure and content of the financial statements, including the disclosures, and whether the financial statements represent the underlying transactions and events in a manner that achieves fair presentation.

With Supervisory Board and Audit Committee we communicate the planned scope and timing of the audit and significant findings from the audit, including significant deficiencies in internal control we have identified during our audit.

We also provide Supervisory Board and Audit Committee with the statement of compliance with relevant ethical requirements regarding independence, and we communicate with them all relationships and other matters for which it may reasonably be thought to bear on independence, and, if appropriate, all the related safeguards.

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

#### **Other reporting obligations as required by EU Regulation No. 537/2014**

In compliance with the Article 10(2) of EU Regulation No. 537/2014, we provide the following information in our independent auditor's report, which is required in addition to the requirements of International Standards on Auditing:

##### Appointment of the Auditor and the Period of Engagement

We were reappointed as the statutory auditor of the Company by the shareholder on General Shareholders' Meeting held on 20 April 2016. Our total uninterrupted engagement has lasted 5 years.

##### Consistence with the Additional Report to the Audit Committee

We confirm that our audit opinion on the financial statements expressed herein is consistent with the additional report issued to the Audit Committee of the Company on 21 February 2018 in accordance with the Article 11 of Regulation (EU) No. 537/2014 of the European Parliament and the Council.

# Report of Auditors

## Provision of Non-audit Services

We declare that no prohibited non-audit services referred to in the Article 5(1) of Regulation (EU) No. 537/2014 of the European Parliament and the Council were provided.

There are no services, in addition to the statutory audit, which we provided to the Company and its controlled undertakings, and which have not been disclosed in the Annual Report.

DELOITTE REVIZIJA d.o.o.

Anja Gorenc  
Certified Auditor

***For signature please refer to the original  
Slovenian version.***

**Deloitte.**  
DELOITTE REVIZIJA D.O.O.  
Ljubljana, Slovenija 3

Ljubljana, 26 February 2018

**TRANSLATION ONLY – SLOVENIAN ORIGINAL PREVAILS**

## INDEPENDENT AUDITOR'S REPORT to the owners of Unicredit banka d.d.

### Opinion

We have audited the accompanying financial statements of Unicredit banka d.d. its subsidiaries (hereinafter 'the Group'), which comprise the consolidated statement of financial position as at 31 December 2017, and the consolidated income statement, consolidated statement of other comprehensive income, consolidated statement of changes in equity and consolidated cash flow statement for the year then ended, and notes to the consolidated financial statements, including a summary of significant accounting policies.

In our opinion, the accompanying consolidated financial statements present fairly, in all material respects, the consolidated financial position of the Company as at 31 December 2017, and its consolidated financial performance and its consolidated cash flows for the year then ended in accordance with the International Financial Reporting Standards as adopted by the EU (hereinafter 'IFRSs').

### Basis for Opinion

We conducted our audit in accordance with the International Standards on Auditing (ISA). 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 Company in accordance with the International Ethics Standards Board for Accountants' Code of Ethics for Professional Accountants (IESBA Code) and other ethical requirements that are relevant to our audit of the financial statements in Slovenia, and we have fulfilled our other ethical responsibilities in accordance with these requirements. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

### 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.

Risk	Procedures to address risk
<p><b>Loan portfolio impairment</b></p> <p>Loan portfolio impairment is explained in Chapter Note Use of estimates and judgements (accounting policies) and Note 5 (value and assumptions)</p> <p>The group management's decision as to when and to what extent loan portfolio impairment should be recognised requires high level of judgement/assessment. Due to the importance of the said assessment and of the quantity of the loan portfolio and the respective impairments for the financial statements, this accounting estimate is considered a key audit matter. As at 31 December 2017, the gross exposure of loan portfolio amounts to EUR 1,936,147 thousand, while the relevant impairment is recognised in the amount of EUR 85,659 thousand. The basis for impairment calculation and recognition</p>	<p>During the performance of our audit procedures, we examined the structure and efficiency of key controls regarding impairment of the loan portfolio:</p> <ul style="list-style-type: none"> <li>- Control over the adequacy of client classification;</li> <li>- Control over the regular recognition of individual impairments;</li> <li>- Control over obtaining the latest valuations as the basis for determining the value of collateral.</li> </ul> <p>In line with the methodology, we analysed a sample of clients from the loan portfolio to</p>

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# Report of Auditors

is determined in the group's accounting policies, i.e. financial assets arising from loans and guarantees are classified as individually or collectively impaired assets.

The clients who are not recorded as delinquent are impaired collectively, whereas the group takes into account their classification by credit ratings. In order to calculate the need for collective impairments, management considers factors, such as loan quality, size of portfolio, and economic factors, including the analysis of past payment discipline in individual classes. Impairments regarding losses incurred but not reported (IBNR) are posted monthly and are created based on the portfolio quality. IBNR therefore represent general impairments.

Individual impairments are recognised (at a client or operation level) by taking into account the following criteria:

- In estimating cash flows, the Bank assesses both the client's financing activities and its past payment (in)discipline and repayment method;
- Potential breach of loan contracts or contractual terms;
- Bankruptcy or other legal proceedings that can result in Bank's incurring losses from such investments;
- Information with the potential impact on repayment shortfalls.

The clients in corporate segment for which significant loan delinquency is recorded are impaired individually, while the retail segment clients with the same characteristics are impaired collectively, unless the group assesses that its exposure to such retail clients as significant.

The group performs daily assessments of client quality and recognises monthly impairments and provisions accordingly. This procedure is entirely subject to internal instructions and a proper IT support.

assess if impairment occurred for those clients and if it was identified on time and in the right amounts.

The adequacy of impairment methodology and policies was independently assessed for individually impaired exposures from the sample. We have prepared an independent assessment of impairment based on the information in respect of individual clients and on the applied impairment methodology (expected discounted cash flows from the operations or realisation of collateral). Where necessary, auditor's experts (certified appraisers) were engaged to assess the adequacy of provided collateral. During the procedures, we were focused also on any indicators of potential bias or errors on the side of management.

For exposures subject to the group impairment, we examined if the methodology used to assess expected credit losses for the discussed portfolio was adequate. We examined internal policies, methodologies and work instructions. We analysed the sample to find out if the Bank had exercised the collective impairment policy consistently and if appropriate parameters had been used for the individual transactions.

When assessing the adequacy of general collective impairments, we also checked the accuracy of key credit risk parameters (as appropriate). If the accuracy could not be assessed, benchmarks or system parameters were used.

## Other Information

The other information comprises the information included in the annual report, other than the financial statements and our auditor's report thereon. We obtained the other information before the auditor's report date except for the Supervisory Board report, which will be made available subsequently. Management is responsible for the other information.

Our opinion on the consolidated financial statements does not cover the other information.

In connection with our audit of the consolidated financial statements, our responsibility is to read the other information and, in doing so, consider whether the other information is materially inconsistent with the consolidated financial statements, legal requirements or our knowledge obtained in the audit, or otherwise appears to be materially misstated. In addition, we assess whether the other information has been prepared, in all material respects, in accordance with applicable law or regulation, in particular, whether the other information complies with law or regulation in terms of formal requirements and procedure for preparing the other information in the context of materiality, i.e. whether any non-compliance with these requirements could influence judgments made on the basis of the other information.

Based on the procedures performed, to the extent we are able to assess it, we report that:

- The other information describing the facts that are also presented in the consolidated financial statements is, in all material respects, consistent with the consolidated financial statements; and

- The other information is prepared in compliance with applicable law or regulation.

In addition, our responsibility is to report, based on the knowledge and understanding of the Group obtained in the audit, on whether the other information contains any material misstatement of fact. Based on the procedures we have performed on the other information obtained, we have not identified any material misstatement of fact.

### **Responsibilities of Management, Supervisory Board and Audit Committee for the Consolidated Financial Statements**

Management is responsible for the preparation and fair presentation of the consolidated financial statements in accordance with IFRSs, 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 unless management either intends to liquidate the Group or to cease operations, or has no realistic alternative but to do so.

Supervisory Board and Audit Committee 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 ISAs 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 ISAs, 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 controls.
- 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 and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the entity'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

# Report of Auditors

based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the entity 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 achieves fair presentation.
- Obtain sufficient appropriate audit evidence concerning the financial statements of group companies or their business activities in order to express an opinion on the consolidated financial statements. We are responsible for conducting, overseeing and performing the audit of the Group. We have sole responsibility for the audit opinion expressed.

With Supervisory Board and Audit Committee we communicate the planned scope and timing of the audit and significant findings from the audit, including significant deficiencies in internal control we have identified during our audit.

We also provide Supervisory Board and Audit Committee with the statement of compliance with relevant ethical requirements regarding independence, and we communicate with them all relationships and other matters for which it may reasonably be thought to bear on independence, and, if appropriate, all the related safeguards.

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

## **Other reporting obligations as required by EU Regulation No. 537/2014**

In compliance with the Article 10(2) of EU Regulation No. 537/2014, we provide the following information in our independent auditor's report, which is required in addition to the requirements of International Standards on Auditing:

### Appointment of the Auditor and the Period of Engagement

We were reappointed as the statutory auditor of the Company by the shareholder on General Shareholders' Meeting held on 20 April 2016. Our total uninterrupted engagement has lasted 5 years.

### Consistence with the Additional Report to the Audit Committee

We confirm that our audit opinion on the financial statements expressed herein is consistent with the additional report issued to the Audit Committee of the Company on 21 February 2018 in accordance with the Article 11 of Regulation (EU) No. 537/2014 of the European Parliament and the Council.

Provision of Non-audit Services

We declare that no prohibited non-audit services referred to in the Article 5(1) of Regulation (EU) No. 537/2014 of the European Parliament and the Council were provided.

There are no services, in addition to the statutory audit, which we provided to the Company and its controlled undertakings, and which have not been disclosed in the Annual Report.

DELOITTE REVIZIJA d.o.o.

Anja Gorenc  
Certified Auditor

***For signature please refer to the original  
Slovenian version.***

**Deloitte.**  
DELOITTE REVIZIJA D.O.O.  
Ljubljana, Slovenija 2

Ljubljana, 26 February 2018

**TRANSLATION ONLY – SLOVENIAN ORIGINAL PREVAILS**

# Financial Statements

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# Statement of Financial Position

EUR '000	Item	Note	Bank		Group	
			31/12/2017	31/12/2016	31/12/2017	31/12/2016
	Cash, cash balances with the Central Bank and demand deposits to banks	1	412,560	309,308	412,560	311,313
	Financial assets held for trading	2	6,932	20,118	6,932	20,118
	Available-for-sale financial assets	3	397,142	432,924	397,142	432,924
	Derivatives - hedge accounting	4	11,334	10,995	11,334	10,995
	Loans and receivables	5	1,852,776	1,763,959	1,898,469	1,823,786
	To banks		40,994	14,660	40,994	14,660
	To customers		1,807,528	1,745,593	1,850,488	1,801,272
	Other financial assets		4,254	3,706	6,987	7,854
	Held-to-maturity financial assets	6	7,202	7,127	7,202	7,127
	Fair value changes of the hedged items in portfolio interest rate risk	7	(2,418)	40	(2,418)	40
	Property, plant and equipment	8	3,629	4,823	5,550	7,184
	Investment property	9	-	-	1,419	2,689
	Intangible assets	10	15,458	16,644	15,755	16,927
	Investments in subsidiaries, associates and joint ventures	11	1	1	-	-
	Tax assets	12	-	4,516	3,644	7,775
	Current tax assets		-	-	-	358
	Deferred tax assets		-	4,516	3,644	7,417
	Other assets	13	1,254	758	2,096	2,072
	<b>TOTAL ASSETS</b>		<b>2,705,870</b>	<b>2,571,213</b>	<b>2,759,685</b>	<b>2,642,950</b>
	Financial liabilities held for trading	14	7,075	20,463	7,075	20,463
	Derivatives - hedge accounting	15	19,256	49,105	19,256	49,105
	Financial liabilities measured at amortised cost	16	2,383,064	2,240,643	2,419,270	2,293,348
	Deposits from banks and central banks		144,801	233,773	144,801	233,773
	Deposits from customers		1,957,535	1,754,696	1,950,780	1,753,418
	Loans from banks and central banks		256,366	232,389	298,193	285,514
	Other financial liabilities		24,362	19,785	25,496	20,643
	Fair value changes of the hedged items in portfolio interest rate risk	17	-	1,263	-	1,263
	Provisions	18	14,484	9,807	14,484	10,171
	Tax liabilities	12	3,073	2,465	3,465	2,465
	Current tax liabilities		1,215	2,465	1,607	2,465
	Deferred tax liabilities		1,858	-	1,858	-
	Other liabilities	19	1,674	1,691	3,132	2,494
	<b>TOTAL LIABILITIES</b>		<b>2,428,626</b>	<b>2,325,437</b>	<b>2,466,682</b>	<b>2,379,309</b>
	Share capital	20	20,384	20,384	20,384	20,384
	Share premium	21	107,760	107,760	107,760	107,760
	Fair value reserves	22	26,087	19,078	26,087	19,078
	Reserves from profit	23	84,635	84,635	102,500	98,573
	Retained earnings including profit / loss from current year	24	38,378	13,919	36,272	17,846
	<b>TOTAL EQUITY</b>		<b>277,244</b>	<b>245,776</b>	<b>293,003</b>	<b>263,641</b>
	<b>TOTAL LIABILITIES AND EQUITY</b>		<b>2,705,870</b>	<b>2,571,213</b>	<b>2,759,685</b>	<b>2,642,950</b>

In the Group's Statement, the equity as a whole is the equity of the Bank's shareholders. The notes form an integral part of the financial statements.



Stefan Vavti, M. Sc.  
Chairman of the Management Board



Damijan Dolinar, M. Sc., CFA  
Member of the Management Board



Sergio Marino  
Member of the Management Board



Alessandro Pontoglio  
Member of the Management Board

# Statement of Comprehensive Income

## Statement of Income

EUR '000 Item	Note	Bank		Group	
		2017	2016	2017	2016
Interest income	25	55,652	58,452	59,505	62,415
Interest expense	26	(12,359)	(16,514)	(12,689)	(17,325)
<b>Interest net income</b>		<b>43,293</b>	<b>41,938</b>	<b>46,816</b>	<b>45,090</b>
Dividend income	27	140	8	140	8
Fee and commission income	28	32,201	30,421	32,209	30,814
Fee and commission expenses	29	(8,038)	(7,492)	(8,188)	(7,713)
<b>Fee and commission net income</b>		<b>24,163</b>	<b>22,929</b>	<b>24,021</b>	<b>23,101</b>
Realised gains and losses on financial assets and liabilities not measured at fair value through profit or loss	30	216	11,281	216	11,330
Gains and losses on financial assets and liabilities held for trading	31	1,724	3,192	1,724	3,192
Fair value adjustments in hedge accounting	32	(5,710)	(6,763)	(5,710)	(6,763)
Exchange gains / (losses)	33	2,364	470	2,352	447
Gains and losses on derecognition of assets other than held for sale	34	(649)	(82)	(551)	(77)
Other operating net income / (loss)	35	(1,110)	228	(310)	1,745
Administrative costs	36	(36,866)	(34,028)	(38,080)	(35,349)
Depreciation	37	(5,170)	(5,722)	(5,937)	(6,893)
Provisions	38	(4,716)	(606)	(4,352)	(300)
Impairments	39	29,033	(17,391)	23,479	(15,062)
Profit or loss from non-current assets held for sale	40	4	2	4	379
<b>PROFIT / LOSS BEFORE TAX</b>		<b>46,716</b>	<b>15,456</b>	<b>43,812</b>	<b>20,848</b>
Corporate income tax	41	(8,375)	(1,592)	(7,577)	(3,056)
<b>NET PROFIT / LOSS FOR THE FINANCIAL YEAR</b>		<b>38,341</b>	<b>13,864</b>	<b>36,235</b>	<b>17,792</b>
Basic and diluted earning per share (EUR)	24	7.84	2.84	7.41	3.64

In the Group's Statement, the net profit as a whole is a net profit of the Bank's shareholders.

## Statement of Other Comprehensive Income

EUR '000 Item	Note	Bank		Group	
		2017	2016	2017	2016
<b>Net profit or loss for the financial year after tax</b>		<b>38,341</b>	<b>13,864</b>	<b>36,235</b>	<b>17,792</b>
<b>Other comprehensive income after tax</b>	<b>22</b>	<b>7,007</b>	<b>5,100</b>	<b>7,007</b>	<b>5,100</b>
<b>Items that will not be reclassified to profit or loss</b>		<b>17</b>	<b>(5)</b>	<b>17</b>	<b>(5)</b>
Actuarial gains (losses) on defined benefit pension plans		19	-	19	-
Income tax relating to items that will not be reclassified		(2)	(5)	(2)	(5)
<b>Items that may be reclassified to profit or loss</b>		<b>6,990</b>	<b>5,105</b>	<b>6,990</b>	<b>5,105</b>
Cash flow hedges (effective portion)	22	4,059	5,050	4,059	5,050
Valuation gains (losses) taken to equity		(837)	5,050	(837)	5,050
Transfer to profit or loss		4,896	-	4,896	-
Available-for-sale financial assets	22	4,571	1,653	4,571	1,653
Valuation gains (losses) taken to equity		4,561	9,876	4,561	9,876
Transferred to profit or loss		10	(8,223)	10	(8,223)
Income tax relating to components of other comprehensive income	22	(1,640)	(1,598)	(1,640)	(1,598)
<b>TOTAL COMPREHENSIVE INCOME FOR THE YEAR AFTER TAX</b>		<b>45,348</b>	<b>18,964</b>	<b>43,242</b>	<b>22,892</b>

In the Group's Statement, the comprehensive income after tax as a whole is a comprehensive income of the Bank's shareholders. The notes form an integral part of the financial statements.



Stefan Vavti, M. Sc.  
Chairman of the Management Board



Damijan Dolinar, M. Sc., CFA  
Member of the Management Board



Sergio Marino  
Member of the Management Board



Alessandro Pontoglio  
Member of the Management Board

# Statement of Changes in Equity

Bank  
2017

Item	Fair value reserves							Retained earnings including profit / loss from current year	Total Equity
	Share capital	Share premium	Cash flow hedge	Available-for-sale financial assets	Actuarial gains (losses) on defined benefit pension plans	Reserves from profit			
<b>OPENING BALANCE FOR THE REPORTING PERIOD</b>	20,384	107,760	907	17,665	506	84,635	13,919	245,776	
<b>Total comprehensive income for the year, net of income tax</b>	-	-	3,288	3,703	18	-	38,341	45,350	
Appropriation of (accounting for) dividends	-	-	-	-	-	-	(13,882)	(13,882)	
<b>CLOSING BALANCE FOR THE REPORTING PERIOD</b>	20,384	107,760	4,195	21,368	524	84,635	38,378	277,244	
<b>BALANCE SHEET AVAILABLE PROFIT FOR FINANCIAL YEAR</b>							38,378	38,378	

2016

Item	Fair value reserves							Retained earnings including profit / loss from current year	Total Equity
	Share capital	Share premium	Cash flow hedge	Available-for-sale financial assets	Actuarial gains (losses) on defined benefit pension plans	Reserves from profit			
<b>OPENING BALANCE FOR THE REPORTING PERIOD</b>	20,384	107,760	(3,262)	16,729	511	84,635	29,677	256,434	
<b>Total comprehensive income for the year, net of income tax</b>	-	-	4,169	936	(5)	-	13,864	18,964	
Appropriation of (accounting for) dividends	-	-	-	-	-	-	(29,622)	(29,622)	
<b>CLOSING BALANCE FOR THE REPORTING PERIOD</b>	20,384	107,760	907	17,665	506	84,635	13,919	245,776	
<b>BALANCE SHEET AVAILABLE PROFIT FOR FINANCIAL YEAR</b>							13,919	13,919	

## Statement of Changes in Equity

Group  
2017

Item	Fair value reserves							Retained earnings including profit / loss from current year	Total Equity
	Share capital	Share premium	Cash flow hedge	Available-for-sale financial assets	Actuarial gains (losses) on defined benefit pension plans	Reserves from profit			
<b>OPENING BALANCE FOR THE REPORTING PERIOD</b>	20,384	107,760	907	17,665	506	98,573	17,846	263,641	
<b>Total comprehensive income for the year, net of income tax</b>	-	-	3,288	3,703	18	-	36,235	43,244	
Appropriation of (accounting for) dividends	-	-	-	-	-	-	(13,882)	(13,882)	
Transfer of net profit to reserves from profit	-	-	-	-	-	3,928	(3,928)	-	
Rounding	-	-	-	-	-	(1)	1	-	
<b>CLOSING BALANCE FOR THE REPORTING PERIOD</b>	20,384	107,760	4,195	21,368	524	102,500	36,272	293,003	
<b>BALANCE SHEET AVAILABLE PROFIT FOR FINANCIAL YEAR</b>							36,272	36,272	

2016

Item	Fair value reserves							Retained earnings including profit / loss from current year	Total Equity
	Share capital	Share premium	Cash flow hedge	Available-for-sale financial assets	Actuarial gains (losses) on defined benefit pension plans	Reserves from profit			
<b>OPENING BALANCE FOR THE REPORTING PERIOD</b>	20,384	107,760	(3,262)	16,729	511	99,528	28,721	270,371	
<b>Total comprehensive income for the year, net of income tax</b>	-	-	4,169	936	(5)	-	17,792	22,892	
Appropriation of (accounting for) dividends	-	-	-	-	-	-	(29,622)	(29,622)	
Transfer of net loss of UniCredit leasing d.o.o. to reserves from profit	-	-	-	-	-	(955)	955	-	
<b>CLOSING BALANCE FOR THE REPORTING PERIOD</b>	20,384	107,760	907	17,665	506	98,573	17,846	263,641	
<b>BALANCE SHEET AVAILABLE PROFIT FOR FINANCIAL YEAR</b>							17,846	17,846	

In the Group's Statement, the equity as a whole is equity of the Bank's shareholders.

The notes form an integral part of the financial statements.



Stefan Vavti, M. Sc.  
Chairman of the Management Board



Damijan Dolinar, M. Sc., CFA  
Member of the Management Board



Sergio Marino  
Member of the Management Board



Alessandro Pontoglio  
Member of the Management Board

# Statement of Cash Flows

EUR '000		Bank		Group	
		2017	2016	2017	2016
<b>A.</b>	<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>				
<b>a)</b>	<b>Total profit or loss before tax</b>	<b>46,716</b>	<b>15,456</b>	<b>43,812</b>	<b>20,848</b>
	Depreciation	5,170	5,722	5,937	6,893
	Impairments / (reversal of impairments) of loans and receivables	(31,399)	19,900	(27,198)	16,672
	Impairments of tangible assets, investment property, intangible fixed assets and other assets	638	9	638	204
	Net (gains) / losses from exchange differences	(2,364)	(470)	(2,353)	(448)
	Net (gains) / losses from financial assets held to maturity	(355)	5,619	(355)	5,619
	Net (gains) / losses from sale of tangible assets and investment properties	(4)	(2)	73	(216)
	Other (gains) / losses from financing activities	(9,769)	721	(9,769)	721
	Other adjustments to total profit or loss before tax	(26,857)	(835)	(27,058)	(1,086)
	<b>Cash flow from operating activities before changes in operating assets and liabilities</b>	<b>(18,224)</b>	<b>46,120</b>	<b>(16,273)</b>	<b>49,207</b>
<b>b)</b>	<b>(Increases) / decreases in operating assets (excl. cash and cash equivalents)</b>	<b>(22,102)</b>	<b>(14,935)</b>	<b>(11,708)</b>	<b>(2,662)</b>
	Net (increase) / decrease in financial assets held for trading	8,230	127	8,230	127
	Net (increase) / decrease in financial assets available for sale	40,243	24,064	40,243	24,064
	Net (increase) / decrease in loans and receivables	(75,664)	(37,180)	(65,743)	(26,033)
	Net (increase) / decrease in assets-derivatives - hedge accounting	3,129	(1,431)	3,129	(1,431)
	Net (increase) / decrease in other assets	1,960	(515)	2,432	612
<b>c)</b>	<b>(Increases) / decreases in operating liabilities</b>	<b>163,180</b>	<b>63,502</b>	<b>147,336</b>	<b>47,167</b>
	Net increase / (decrease) in financial liabilities held for trading	274	(147)	274	(147)
	Net increase / (decrease) in deposits, loans and receivables measured at amortised cost	148,603	83,795	132,104	67,819
	Net increase / (decrease) in liability-derivatives - hedge accounting	15,582	(21,433)	15,582	(21,433)
	Net increase / (decrease) in other liabilities	(1,279)	1,287	(624)	928
<b>d)</b>	<b>Cash flow from operating activities (a+b+c)</b>	<b>122,854</b>	<b>94,687</b>	<b>119,354</b>	<b>93,713</b>
<b>e)</b>	<b>Income taxes (paid) refunded</b>	<b>(2,481)</b>	<b>-</b>	<b>(3,825)</b>	<b>(1,344)</b>
<b>f)</b>	<b>Net cash flow from operating activities (d+e)</b>	<b>120,373</b>	<b>94,687</b>	<b>115,529</b>	<b>92,369</b>
<b>B.</b>	<b>CASH FLOWS FROM INVESTING ACTIVITIES</b>				
<b>a)</b>	<b>Receipts from investing activities</b>	<b>320</b>	<b>532</b>	<b>5,183</b>	<b>7,206</b>
	Receipts from the sale of tangible assets and investment properties	40	12	4,903	6,686
	Other receipts from investing activities	280	520	280	520
<b>b)</b>	<b>Cash payments on investing activities</b>	<b>(3,687)</b>	<b>(2,507)</b>	<b>(5,711)</b>	<b>(4,858)</b>
	(Cash payments to acquire tangible assets and investment properties)	(534)	(618)	(2,505)	(2,864)
	(Cash payments to acquire intangible assets)	(3,153)	(1,889)	(3,206)	(1,994)
<b>c)</b>	<b>Net cash flow from investing activities (a-b)</b>	<b>(3,367)</b>	<b>(1,975)</b>	<b>(528)</b>	<b>2,348</b>
<b>C.</b>	<b>CASH FLOWS FROM FINANCING ACTIVITIES</b>				
<b>b)</b>	<b>Cash payments on financing activities</b>	<b>(13,882)</b>	<b>(59,723)</b>	<b>(13,882)</b>	<b>(59,723)</b>
	(Dividends paid)	(13,882)	(29,622)	(13,882)	(29,622)
	(Cash repayments of subordinated liabilities)	-	(30,101)	-	(30,101)
<b>c)</b>	<b>Net cash flow from financing activities (a-b)</b>	<b>(13,882)</b>	<b>(59,723)</b>	<b>(13,882)</b>	<b>(59,723)</b>
<b>C.</b>	<b>Effects of change in exchange rates on cash and cash equivalents</b>	<b>(3,222)</b>	<b>1,485</b>	<b>(3,222)</b>	<b>1,485</b>
<b>D.</b>	<b>Net increase in cash and cash equivalents (Af+Bc)</b>	<b>103,124</b>	<b>32,989</b>	<b>101,119</b>	<b>34,994</b>
<b>E.</b>	<b>Opening balance of cash and cash equivalents (Note 42)</b>	<b>316,861</b>	<b>282,387</b>	<b>318,866</b>	<b>282,387</b>
<b>F.</b>	<b>Closing balance of cash and cash equivalents (C+D+E) (Note 42)</b>	<b>416,763</b>	<b>316,861</b>	<b>416,763</b>	<b>318,866</b>

The notes form an integral part of the financial statements.



Stefan Vavti, M. Sc.  
Chairman of the Management Board



Damijan Dolinar, M. Sc., CFA  
Member of the Management Board



Sergio Marino  
Member of the Management Board



Alessandro Pontoglio  
Member of the Management Board

# Summary of Accounting Policies

## General Information

UniCredit Banka Slovenija d.d. is a commercial bank incorporated in Slovenia. It provides a wide variety of financial services to corporate and individual customers. The Bank was registered as a joint-stock company on 24 January 1991. The Bank's legal address is Šmartinska 140, Ljubljana, Slovenia. On 31 December 2017, the Bank was operating a total of 26 branches throughout Slovenia. The Bank is a subsidiary of UniCredit S.p.A. with registered office in Milan, Piazza Gae Aulenti 3 - Tower A, Italy, which is also the ultimate parent company of the Group. The Bank's Financial Statements are part of consolidated Financial Statements of the parent group UniCredit, which can be seen on <https://www.unicredit.it/>.

UniCredit Banka Slovenija d.d. has authorization to perform banking services pursuant to Article 5 of the Banking Act (hereinafter referred to as: the ZBan-2). Banking services include accepting deposits from the public and granting loans for its own account.

The Bank has an authorization to perform mutually recognized and additional financial services.

The Bank may perform the following mutually recognized financial services, pursuant to Article 5 of the ZBan-2:

- Accepting deposits and other repayable funds;
- Granting loans, including:
  - Consumer loans,
  - Mortgage loans,
  - Factoring (with or without recourse),
  - Financing of commercial transactions, including forfeiting;
- Financial leasing: giving assets in leasing, where all material risks and benefits which derive from ownership rights over assets, are transferred to the lessee, whereby transfer of the ownership right to the lessee is possible but not inevitable;
- Payment services;
- Issuing and management of other payment instruments;
- Issuing guarantees and other commitments;
- Trading for own account or for account of customers in:
  - Money market instruments,
  - Foreign exchange, including currency exchange transactions,
  - Financial futures and options,
  - Exchange and interest-rate instruments,
  - Transferable securities;
- Participation in the issuance of securities and services related to such issues;
- Advice to undertakings on capital structure, business strategy and related issues and advice as well as services related to mergers and the purchase of undertakings;
- Portfolio management and advice;
- Investment and ancillary investment services and operations.

The Bank may perform the following additional financial services, pursuant to Article 6 of the ZBan-2:

- Insurance brokerage in accordance with the law governing the insurance business;
- Custodian services according to the law governing investment funds and management companies;

- Provision of financial leasing and
- Intermediation in the sale and buying-in of investment diamonds and in the sale of investment gold.

These unconsolidated and consolidated financial statements were approved for issue by the Management Board on 27 February 2018.

## Summary of Significant Accounting Policies

The principal accounting policies applied in the preparation of these financial statements are set out below. These policies have been consistently applied to both years presented.

### STATEMENT OF COMPLIANCE

These financial statements have been prepared in accordance with the International Financial Reporting Standards and interpretations approved by the International Accounting Standards Board (IASB) as endorsed by the European Commission up to 31 December 2017 (hereinafter referred to as: IFRS).

### BASIS FOR MEASUREMENT

These financial statements are prepared in accordance with the IFRS, whereby basis for measurement is historical cost, except for measurement of financial assets held for trading, financial assets designated at fair value through profit or loss, available-for-sale financial assets and all derivatives, where basis for measurement is their fair value.

### CONSOLIDATED FINANCIAL STATEMENTS

In 2015, the Bank became a 100-percent owner of the company UniCredit Leasing, d.o.o.. Therefore, it prepares also consolidated financial statements. They comprise of the financial statements of UniCredit Banka Slovenija d.d. as a parent company and of the financial statements of UniCredit Leasing, d.o.o. as a subsidiary.

The accounting policies of the subsidiary are uniform with the accounting policies of the Bank. The intragroup assets and liabilities are eliminated in full. The income and expenses of a subsidiary are included in the consolidated financial statements.

Subsidiary:

Company name: UNICREDIT LEASING, leasing, d.o.o.  
 Abbreviated name: UNICREDIT LEASING, d.o.o.  
 Address: Šmartinska cesta 140, 1000 Ljubljana  
 Own equity on 31 December 2017: 15,759 thousand euros  
 Profit and loss for 2017: loss 2,106 thousand euros  
 Bank's direct share in the subsidiary's equity: 100 %

### USE OF ESTIMATES AND JUDGMENTS

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

Estimates and underlying assumptions are reviewed on an ongoing basis. Revisions to accounting estimates are recognized in the period in which the estimate is revised and in any future periods affected. In continuation, two most important accounting estimates are explained, while others are explained among accounting policies.

#### (a) Determining Fair Values

The Bank revalues on a daily basis its derivatives, trading assets as well as the available-for-sale portfolio to the fair value of the instrument. However, the determination of fair value for these financial instruments requires the use of valuation techniques in case there is no observable market price. For financial instruments which trade infrequently and have little price transparency, the fair value is less objective and requires a varying degree of judgment depending on different factors.

According to the definition of the fair value, in line with IFRS 13, the Bank classifies financial assets in three levels, as follows:

- Level 1: Quoted price on open market for identical instrument is used as fair value.
- Level 2: Fair value is determined using the valuation models, which are based primarily on observable inputs on active markets. Level 2 includes also financial assets whose fair value is based on the quoted price for an identical instrument, but for which there is no active market.
- Level 3: Fair value is determined using the valuation models, which are based primarily on unobservable inputs. An input qualifies as an observable input if it is directly observable as a market price or may be derived from an observable price. Examples of Level 3 inputs are historical volatility or interest rates for currencies and maturities for which there are no observable financial instruments. If the value of a financial instrument is based on non-observable inputs, the value of these inputs at the end of the reporting period may be selected from a range of reasonable possible alternatives. For the purpose of preparing the financial statements, the reasonable values selected for such nonobservable inputs are in line with prevailing market conditions and the Bank's valuation verification approach.

#### (b) Impairments and provisions

##### **Impairments of financial assets measured at amortized cost and provisions for off-balance-sheet items**

The Group has a defined procedure and internal policy for monitoring financial assets and provisions for assumed obligations and forming impairments. In its policy of forming impairments, the Group follows the guidelines of the parent Group, the Bank of Slovenia's Decision on the assessment of loss from credit risks of banks and saving banks and the IFRS.

In line with Article 10 of the Decision on the assessment of loss from credit risks of banks and saving banks, the impairment of a financial asset represents the difference between the carrying amount and the recoverable amount. The recoverable amount is defined as the present value (discounted value) of estimated future cash flows with the application of the original effective interest rate. The effective

interest rate is the interest rate that exactly discounts estimated future cash flows through the expected lifetime of a financial asset, or when appropriate, a shorter period to the net carrying amount of a financial asset. The calculation includes all received and given fees and amounts in accordance with the contract.

The amount of provision for assumed obligations per off-balance-sheet items equals expected loss based on assessed indicators PD (Probability of Default), EAD (Exposure at Default) and LGD (Loss given Default). The discount rate should not include risks because of which future cash flows were already adjusted.

The Bank monitors customers' rating based on the data obtained from their application with the Bank and data obtained for existing clients based on their operations with the Bank and external information. Internally, the clients are classified into 26 credit rating classes depending on their probability of default.

The Group uses two approaches for impairments – individual and portfolio approach.

For clients where there are no significant delays with settlement of obligations, the Group forms collective impairments based on classification of customers into credit rating classes. When calculating the need for collective impairments, the Management of the Group considers factors such as credit quality, portfolio size and economic factors including analysis of past repayment discipline in those classes. Impairments for incurred but not reported (IBNR) losses are booked on a monthly basis, based on portfolio quality. IBNR thus represents general impairments.

The Group forms individual impairments (on a client or transaction level) by taking into consideration the following criteria:

- In estimating these cash flows, the Group evaluates counterparty's financial situation, past repayment discipline and repayment pattern;
- Eventual breakage of loan contracts or conditions;
- Bankruptcy or any other legal proceedings that can result in loss for the Group;
- Information that might have impact on shortfall of received repayments to the Group.

For corporate customers which are in significant delay with the settlement of their obligations the impairments of financial assets at the Bank are assessed individually, while in the retail segment they are assessed on portfolio basis or individually in case when the Bank assesses the exposure as significant. UniCredit Leasing, d.o.o. forms individual impairments on a portfolio basis for all exposures, except for the customers with the exposure of over 200 thousand euros which are treated individually.

The Group assesses customer quality on a daily basis and based on this at least once per month it forms necessary impairments and provisions. The entire procedure is regulated with the internal instruction and has adequate IT support.

## Summary of Accounting Policies

### Impairments of available-for-sale financial assets

Same objective evidence also indicates the impairment of financial assets available for sale. A loss due to impairment is recognized when a significant or long-term decline in fair value occurs below the purchase value of those financial assets. The same objective evidence indicates the impairment of available-for-sale financial assets. The Bank uses a significant or long-lasting decrease of fair value below its purchase value as objective evidence of impairment of available-for-sale equity instruments. Whenever the Bank determines on such basis that financial asset is impaired, the entire valuation loss of that instrument is recognized in the Statement of Income.

More details can be found in the Risk report.

### CHANGES IN ACCOUNTING POLICIES

In 2017, the Bank and the Group did not change their accounting policies.

### NEW AND AMENDED STANDARDS IN 2017

The following amendments to the existing standards and new interpretations issued by the International Accounting Standards Board (IASB) and adopted by the EU are effective for the current reporting period:

- Amendments to IAS 7 “Statement of Cash Flows” - Disclosure Initiative – adopted by EU on 6 November 2017 (effective for annual periods beginning on or after 1 January 2017),
- Amendments to IAS 12 “Income Taxes” - Recognition of Deferred Tax Assets for Unrealised Losses – adopted by EU on 6 November 2017 (effective for annual periods beginning on or after 1 January 2017).
- Amendments to various standards “Improvements to IFRSs (cycle 2014-2016)” resulting from the annual improvement project of IFRS (IFRS 1, IFRS 12 and IAS 28) primarily with a view to removing inconsistencies and clarifying wording – adopted by the EU on 8 February 2018 (amendments to IFRS 12 are to be applied for annual periods beginning on or after 1 January 2017).

The adoption of these amendments to the existing standards has not led to any changes in the Bank’s and the Group’s accounting policies.

### NEW STANDARDS AND INTERPRETATIONS NOT YET ADOPTED

At the date of authorisation of these financial statements, the following new standards and amendments to standards issued by the IASB and adopted by the EU are not yet effective:

- IFRS 9 “Financial Instruments” - adopted by the EU on 22 November 2016 (effective for annual periods beginning on or after 1 January 2018),
- IFRS 15 “Revenue from Contracts with Customers” and amendments to IFRS 15 “Effective date of IFRS 15” - adopted by the EU on 22 September 2016 (effective for annual periods beginning on or after 1 January 2018),
- Amendments to IFRS 15 “Revenue from Contracts with Customers” - Clarifications to IFRS 15 Revenue from Contracts with Customers – adopted by the EU on 31 October 2017 (effective for annual periods beginning on or after 1 January 2018).

- IFRS 16 “Leases” – adopted by the EU on 31 October 2017 (effective for annual periods beginning on or after 1 January 2019),
- Amendments to IFRS 4 “Insurance Contracts” - Applying IFRS 9 Financial Instruments with IFRS 4 Insurance Contracts – adopted by the EU on 3 November 2017 (effective for annual periods beginning on or after 1 January 2018 or when IFRS 9 “Financial Instruments” is applied first time),
- Changes of different standards 'Improvements of IFRS (period 2014-2016)', arising from the annual project for the IFRS improvement (IFRS 1, IFRS 12 and IAS 28), primarily in order to eliminate non-conformity and to provide explanation of the text – adopted by the EU on 8 February 2018 (changes of IFRS 1 and IAS 28 are effective for annual periods beginning on or after 1 January 2018).

The Group anticipates that the adoption of these new standards and amendments to the existing standards will have no material impact on the financial statements of the Group in the period of initial application, except IFRS 9 and IFRS 16. Adoption of IFRS 16 will increase balance sheet of the Bank, as it has several offices in operating lease.

With particular reference to IFRS 9, we highlight the following:

- It will introduce significant changes, compared to IAS 39, to the classification and measurement of loans and debt instruments based on the “business model” and on the characteristics of cash flows of financial instrument (SPPI - Solely Payments of Principal and Interests criteria);
- It requires the classification of equity instruments at fair value either through profit or loss or through “other comprehensive income”. In the second case, unlike previous requirements for available for sale assets set by IAS 39, IFRS 9 has eliminated the request to recognize impairment losses and provide for, in case of disposal of instruments, the gain or losses from disposal shall be recycled to other equity reserve and not to profit and loss accounts;
- It will introduce a new accounting model for impairments, based on (i) expected losses approach substituting the current approach based on incurred losses, and (ii) will introduce the concept of “lifetime” expected losses, and consequently an anticipation and a structural increase of the provisioning with particular reference to credit losses;
- It works on the hedge accounting model rewriting the rules for the designation of hedge accounting relationship and for the verification of its effectiveness in order to achieve stronger alignment between the hedge accounting treatment and the underlying risk management logic. It should be noted that the principle allows the entity to make use of the possibility to continue to apply IAS 39 hedge accounting rules until the IASB has completed the project on defining macro-hedging rules; and
- It changes the accounting treatment of “own credit risk”, in other words changes in fair value of issued debt liabilities that are designated at fair value not attributable to changes of own credit price. The new accounting standard requires these changes to be recognized in specific equity reserve, rather than in the income statement, as requested under IAS 39, therefore removing a volatility source from the economic results.



In order to grant prompt compliance with the requirements set by the accounting principles, the parent group UniCredit has activated a project, that is in its final phase, with the aim to create accounting and risk monitoring methodologies harmonized across the parent group's Legal Entities.

Mirroring the main changes required by IFRS 9, the parent group-wide project has been organized through work-streams specifically:

- The Classification and Measurement work-stream, aimed at reviewing the classification of financial instruments according to the new IFRS 9 criteria,
- The Impairment work-stream, aimed at developing and implementing models and methodologies for impairment calculation.

These work-streams are further integrated through specific work-stream dedicated to adapting the models and methodologies developed to the peculiarities of Corporate & Investment Banking (CIB).

The entire project is being developed with the involvement of all relevant departments of the Bank and with an active involvement of the Board of Directors and Senior Management.

With reference to the "Classification and Measurement" work-stream, the Group has:

- Identified the criteria, based on the new business model and on features of the associated contractual cash flows, for the classification of financial instruments in the new categories foreseen by the accounting standard;
- Applied the criteria identified for the classification of the existing portfolio.

The analysis of the business model has been performed by mapping the business areas composing the parent group UniCredit and by attributing them a specific business model.

In this regard, a "held to collect" or "held to collect and sell" business model has been attributed to the business areas composing the banking portfolio of the parent group UniCredit in relation to the reasons why the instrument has been acquired or originated and to the expected turnover of financial instruments.

In this context, possible sales of financial instruments are considered as compliant with the "held to collect" business model in case of (i) securitization transactions that do not achieve the derecognition of the underlying loans, (ii) sales determined by adverse change in the credit risk of the counterparty, (iii) sales that are infrequent or not significant to be evaluated case by case.

The business model "other" has been assigned to the business areas composing the trading portfolio of the parent group UniCredit in order to reflect the trading intent.

For the classification of financial assets in the new IFRS 9 categories, the analysis of the business model is complemented by the analysis of the contractual cash flows ("SPPI Test").

In this regard, the parent group UniCredit has developed processes and systems aimed at analyzing the portfolio of securities and loans in order to assess whether the features of their contractual cash flows allow their measurement at amortized cost ("held to collect" portfolio) or at fair value through comprehensive income ("held to collect and sell" portfolio).

This analysis is performed either contract by contract or by clusters, defined based on the features of the asset, and using a specific internally developed tool (SPPI Tool) in order to analyze the feature of the contracts in comparison with IFRS 9 requirements or making use of an external data provider.

In this context, the result of the SPPI test is not affected by the prepayment features with negative compensation embedded in the contract.

Equity instruments will be measured at fair value through profit or loss or comprehensive income depending on their features and the reasons for which they have been acquired. Units in investment funds will be measured at fair value through profit or loss following regulatory requirements that exclude the possibility to consider these instruments as equity instruments.

With reference to the "Impairment" work-stream, the parent group UniCredit impairment models have been adapted to comply with the new accounting requirements, also following the "Guidelines on credit institutions' credit risk management practices and accounting for expected credit losses" issued by the EBA.

The applicable asset perimeter subject to expected losses calculation has been extended in order to include, in addition to financial assets at amortized cost and the applicable off-balance-sheet exposures, all credit exposures assets classified at fair value through other comprehensive income.

Furthermore, specific adjustments have been developed on the Probability of Default (PD), Loss Given Default (LGD) and Exposure at Default (EAD) parameters to compound the Expected Credit Loss (ECL), and a new model has been developed to assess the Stage Allocation on unimpaired assets, at transaction level, between Stage 1 and Stage 2.

The main difference between the two stages refers to the time horizon which the ECL is expected to be calculated on. As a matter of fact, for Stage 1 transactions a "1 year" ECL is required, while for Stage 2 transactions a "Lifetime" ECL applies.

For PD, LGD and EAD, specific adjustments are applied to parameters already calculated for "regulatory" purposes, in order to ensure full consistency, net of different regulatory requirements, between regulatory and accounting treatment. The main adjustments are such to:

- Remove the conservatism required for regulatory purposes only;
- Introduce a "point in time" adjustment, instead of the "through the cycle" adjustment embedded in the regulatory parameters;
- Include forward-looking information;

## Summary of Accounting Policies

- Extend the credit risk parameters in a multiyear perspective.

Regarding the lifetime PDs, the through-the-cycle PD curves obtained by fitting the observed cumulated default rates have been calibrated to reflect a point in time and forward-looking expectation about the portfolio default rates.

Recovery rates embedded in the through the cycle LGD have been adjusted to remove margin of conservatism and to reflect the most recent recovery rate trend as well as expectation about future trend and discounted at the effective interest rate or its best approximation.

The lifetime EAD has been obtained by extending the 1Y regulatory or managerial model, removing margin of conservatism and including expectation about future drawing levels.

The Expected Credit Loss derived from such adjusted parameters has been compounded also taking into consideration macroeconomic forecasts and applying multiple scenarios to the forward-looking component.

The process set up to include such macroeconomic forecast processes used at parent group UniCredit for other risk relevant purposes (i.e. processes adopted for translating macro-economic forecasts into Expected Credit Losses within both the EBA Stress Test and ICAAP framework) and leverages on the independent function of UniCredit Research as well.

A key aspect deriving from the new model in compounding the final Expected Credit Loss is represented by the Stage allocation model, aimed at allocating credit transactions between Stage 1 and Stage 2 (Stage 3 being equivalent to Impaired assets), whereas Stage 1 mainly includes (i) newly originated exposures, (iii) exposures with “no significant deterioration in credit quality since initial recognition” or (iii) “low credit risk” exposures at the reporting date.

At the parent group UniCredit, the stage allocation assessment includes a combination of relative and absolute triggers. Main triggers include:

- Relative comparison, at transaction level, between the PD at origination and the PD at each reporting date, both calculated through internal models, with thresholds set in such a way to consider all key variables of each transaction that could affect the Bank’s expectation about PD changes over time (e.g. age, maturity, level of PD at origination);
- Absolute triggers such as backstops required by the regulation (i.e. 30 days past due)
- Other internal relevant triggers (e.g. new classifications to Forborne).

On assets represented by securities, the parent group UniCredit has opted, fully in compliance with the applicable standard, to apply the “low credit risk exemption” on investment grade securities.

Also, impairment calculated on “Impaired Assets” has been adjusted as required by the new regulation, in order to include (i) adjustments on both collectively and individually assessed transactions, in terms of

point in time, forward looking adjustments and (ii) multiple scenarios applicable to this class of assets.

In defining the perimeter of impaired assets, the Definition of Default currently applied within the UniCredit Group has been adopted, already incorporating some of the key principles embedded in the Definition of Default guidelines issued by the EBA, such as the assessment of impairment or default, in vast majority of group entities, by considering the overall exposure to a given debtor (so called “debtor approach”).

With reference to hedge accounting, the Group opted to keep applying the existing hedge accounting requirements in IAS 39 for all hedge accounting until the IASB will complete its project on accounting for macro hedging.

With reference to the implementation of the methodological framework and tools described above in the daily operations, the Group has designed, in line with the project timeline, the final IT architecture and is finalizing the development of the organizational processes and procedures.

The Group plans to use the transitional relief allowed by the standard and will not publish comparatives figures in the 2018 financial reports.

The parent group’s UniCredit IFRS 9 project is part of the European Central Bank Thematic Review.

In this regard, we highlight that from the analysis performed so far, no criticalities have arisen that may cast doubts on the overall adequacy of the mentioned methodological approaches, pursuant to the requirements of the new principle.

At the date of first time application, the main impacts of IFRS 9 on the UniCredit Group are expected to come from the application of the new model for impairment based on an expected losses approach, which is expected to cause an increase of write-downs made on financial assets (especially loans and receivables with customers), as well as the application of the new transfer logic between the different Stages provided for by the new standard. In particular, a greater volatility is expected to be generated in the financial results between different reporting periods due to dynamic changes between different “Stages” of the financial assets recognized in the financial statements (especially between “Stage1” which will include the new positions originated as well as all performing loans, and “Stage2” which will include positions in financial instruments that have suffered a significant credit risk deterioration since initial recognition).

Adjustments to the carrying value of financial instruments due to the IFRS 9 transition will be accounted for through Equity as of 1 January 2018 and they will have an impact on CET 1 – gross of tax effect – that can be estimated in the range around 0 bps.

With reference to the “Classification and Measurement”, no significant reclassifications of loans and debt instruments at fair value through profit or loss due to the characteristics of the cash flows

(SPPI criterion) are expected. Consequently, the effect on CET 1 can be preliminarily estimated in the range of around 0 bps on CET 1 gross of tax effect.

Upon entering into force of IFRS 9, a review of the regulatory treatment for the calculation of the capital absorption of expected credit losses (CRD/CRR) is foreseen.

In that regard, the EU Regulation No. 2017-2395, issued on 27 December 2017, allows, as an option, financial institutions to adopt a transitional regime where the additional Loan Loss Provisions could be included in CET1 with a “phase-in” mechanism over 5 years starting from 2018. The parent group UniCredit at consolidated level will not adopt this transitional regime.

### NEW STANDARDS AND AMENDMENTS TO THE EXISTING STANDARDS ISSUED BY THE IASB BUT NOT YET ADOPTED BY THE EU

At present, IFRS as adopted by the EU do not significantly differ from regulations adopted by the IASB except for the following new standards, amendments to the existing standards and new interpretation, which were not endorsed for use in EU as of 27 February 2018:

- IFRS 14 “Regulatory Deferral Accounts” (effective for annual periods beginning on or after 1 January 2016) - the European Commission has decided not to launch the endorsement process of this interim standard and to wait for the final standard,
- IFRS 17 “Insurance Contracts” (effective for annual periods beginning on or after 1 January 2021),
- Amendments to IFRS 2 “Share-based Payment” - Classification and Measurement of Share-based Payment Transactions (effective for annual periods beginning on or after 1 January 2018),
- Amendments to IFRS 9 “Financial Instruments” - Prepayment Features with Negative Compensation (effective for annual periods beginning on or after 1 January 2019),
- Amendments to IFRS 10 “Consolidated Financial Statements” and IAS 28 “Investments in Associates and Joint Ventures” - Sale or Contribution of Assets between an Investor and its Associate or Joint Venture and further amendments (effective date deferred indefinitely until the research project on the equity method has been concluded),
- Amendments to IAS 28 “Investments in Associates and Joint Ventures” - Long-term Interests in Associates and Joint Ventures (effective for annual periods beginning on or after 1 January 2019),
- Amendments to IAS 40 “Investment Property” - Transfers of Investment Property (effective for annual periods beginning on or after 1 January 2018),
- Amendments to various standards “Improvements to IFRSs (cycle 2014-2016)” resulting from the annual improvement project of IFRS (IFRS 1, IFRS 12 and IAS 28) primarily with a view to removing inconsistencies and clarifying wording (amendments to IFRS 12 are to be applied for annual periods beginning on or after 1 January 2017 and amendments to IFRS 1 and IAS 28 are to be applied for annual periods beginning on or after 1 January 2018),
- Amendments to various standards due to “Improvements to IFRSs (cycle 2015-2017)” resulting from the annual improvement project of IFRS (IFRS 3, IFRS 11, IAS 12 and IAS 23) primarily with a view

- to removing inconsistencies and clarifying wording (effective for annual periods beginning on or after 1 January 2019),
- IFRIC 22 “Foreign Currency Transactions and Advance Consideration” (effective for annual periods beginning on or after 1 January 2018),
- IFRIC 23 “Uncertainty over Income Tax Treatments” (effective for annual periods beginning on or after 1 January 2019).

The Group anticipates that the adoption of these new standards and amendments to the existing standards will have no material impact on the financial statements of the Group in the period of initial application.

### FOREIGN CURRENCY TRANSLATION

Functional and presentation currency: Items included in the financial statements for both years, 2017 and 2016, are measured in euros, which is the Group’s functional and presentation currency.

Transactions and balances: Foreign currency transactions are translated into the functional currency using the European Central Bank exchange rates at the dates of transactions. Foreign exchange gains and losses resulting from the settlement of such transactions and from the translation at year-end exchange rates of monetary assets and liabilities denominated in foreign currencies are recognized in the Statement of Income except when deferred in equity as qualifying cash flow hedges and available-for-sale investments.

Forward transactions denominated in a foreign currency are translated into euro using the forward rate.

The spot rates of exchange used in preparation of the Group’s balance sheet as of the reporting date were as follows:

Currency	31/12/2017	31/12/2016
CHF	1.1702	1.0739
USD	1.1993	1.0541

### OFFSETTING FINANCIAL ASSET AND FINANCIAL LIABILITY

Financial asset and financial liability are offset and their net amount is presented in the Statement of Financial Position only when there is a legally enforceable right to offset the recognized amounts and it is intended either to settle on a net basis, or to realize the asset and settle the liability simultaneously.

### FINANCIAL ASSETS

The Group classifies its financial assets into the following categories:

- Financial assets at fair value through profit or loss,
- Loans and receivables,
- Held-to-maturity investments, and
- Available-for-sale financial assets.

The Group determines the classification of its investments at initial recognition.

All financial assets held by the Group are recognized and derecognized using settlement date accounting. When a financial asset is recognized initially, the Group measures it at its fair value

## Summary of Accounting Policies

plus, in the case of a financial asset not-at-fair-value through profit or loss, transaction costs that are directly attributable to the acquisition of the financial asset.

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

The Group derecognizes a financial liability when its contractual obligations are discharged or cancelled or expire.

### (a) Financial Assets at Fair Value through Profit or Loss

This category contains financial assets held for trading and those which are upon initial recognition designated by the Group as at fair value through profit or loss.

- A financial asset is classified as held for trading if it is acquired or incurred principally for the purpose of selling or repurchasing in the near term or if it is a part of portfolio of identified financial instruments that are managed together and for which there is evidence of a recent actual pattern of short-term profit-taking. Derivatives are also categorized as held for trading unless they are designated as hedging instruments.

Subsequent to the initial recognition, these financial assets are accounted for and stated at their fair value, which is the price quoted on recognized stock exchanges or calculated by valuation models. The fair value model separates the interest rate risk and the credit spread for a particular security. The credit spread gets updated regularly according to the benchmark and frequency agreed for the single name.

The Group includes realized and unrealized gains and losses in the Statement of Income, line "Gains and losses on financial assets and liabilities held for trading". Interest earned on trading securities is accrued on a daily basis and reported in "Interest income" in the Statement of Income.

- The Group's financial assets are designated at fair value through profit or loss when doing so significantly reduces measurement inconsistencies that would arise if the related derivatives were treated as held for trading and the underlying financial instruments were measured at effective interest method.

Loans measured at fair value through profit or loss are fixed-rate loans which are hedged at the loans' reference rate with interest rate swaps. Loans are designated at their fair value through profit or loss in order to avoid a mismatch in the presentation of the economic content of a transaction. The Group determines the fair value of loans at least once per month. In 2016 and 2017, the Group did not designate loans measured at fair value through profit or loss.

### (b) Loans and Receivables

Loans and receivables are non-derivative financial assets with fixed or determinable payments that are not quoted in an active market, other than:

- Those that the Group intends to sell immediately or in the short term, which are classified as held for trading, and those that the Group upon initial recognition designates as at fair value through profit or loss;
- Those that the Group upon initial recognition designates as available-for-sale;
- Those for which the holder may not recover substantially all of its initial investment, other than because of credit deterioration.

Loans and receivables are reported at amortized cost. The Group recognizes loans and receivables on the settlement date or when it becomes a part of contractual provisions in a financial instrument and derecognizes them on the settlement date or when the contractual rights to the cash flows from the financial asset expire.

Interest income on impaired loans and receivables is recognized if the Group expects its payment.

In the chapter "Use of estimates and judgments" it is described how the Group impairs loans

Loans and receivables include also the item "Other financial assets": these are receivables for fees outside the scope of calculation of the amortized cost of financial assets, accrued revenue for banking products, receivables for sold financial assets, trade receivables and receivables in the settlement of business relationships.

### (c) Held-to-maturity Investments

Held-to-maturity investments are non-derivative financial assets with fixed or determinable payments and fixed maturities that the Group has the positive intention and ability to hold to maturity.

Held-to-maturity investments are measured at amortized cost. In the chapter Use of estimates and judgments it is defined how the Group impairs them.

### (d) Available-for-sale Financial Assets

Available-for-sale financial assets are those non-derivative financial assets that are designated as available for sale or are not classified as loans and receivables, held-to-maturity investments or financial assets at fair value through profit or loss. This portfolio includes both equity and debt securities.

Subsequent to their initial recognition, available-for-sale financial assets are re-measured at their fair value. Since the market value as quoted on the stock exchange regularly doesn't reflect the fair value of a bond the fair value of the securities is determined with the fair value model which separates the interest rate risk and the credit spread for a particular security. The credit spread gets updated regularly according to the benchmark and frequency agreed for the

single name. The Group assesses fair value of non-quoted equity instruments by using appropriate models.

A fair value change on an available-for-sale financial asset is recognized directly in the Statement of Other Comprehensive Income, except for impairment losses and foreign exchange gains and losses, until the financial asset is derecognized, at which time the cumulative gain or loss previously recognized in equity is recognized in Statement of Income. However, interest calculated are accrued daily using the effective interest method and are recognized in Statement of Income. Dividends on an available-for-sale equity instrument are recognized in Statement of Income when the Group's right to receive payment is established.

In the chapter "Use of estimates and judgments" it is defined how the Group impairs them.

## DERIVATIVE FINANCIAL INSTRUMENTS

In the normal course of business, the Group is a party to contracts for derivative financial instruments, which represent a very low initial investment compared to the notional value of the contract. The derivative financial instruments used include interest rate, currency and commodity forward, swap, and option contracts. These financial instruments are used by the Group to hedge interest rate risk and currency exposures associated with its transactions in financial markets, to open its positions actively and to sell those instruments to the customers.

Derivative financial instruments are recognized at their fair value. Fair values are obtained from quoted market prices, discounted cash flow models and options pricing models as appropriate. Fair value of derivative financial instruments includes adjustments for the counterparty credit risk, funding risk, close-out costs and OIS discounting. Changes in the fair value of derivative financial instruments that do not qualify for hedge accounting are recognized in the "Gains and losses on financial assets and liabilities held for trading" as they arise.

All derivatives are carried as assets when the fair value is positive and as liabilities when the fair value is negative.

Fair value of interest and currency derivatives is their market price in the front-end system Murex. Murex is the parent group's "Markets and Treasury" IT platform.

## HEDGING

### a) Fair Value Hedge

In accordance with IAS 39 fair value hedge is hedge of the exposure to changes in fair value of a recognised asset or liability or an unrecognised firm commitment, or an identified portion of such an asset, liability or firm commitment, that is attributable to a particular risk and could affect profit or loss.

The Group hedges a single financial assets or financial liabilities and a portfolio of financial assets or financial liabilities. IAS 39 does not

permit designation of a net amount including assets and liabilities.

The Group uses as hedging instruments interest rate swaps. The gain or loss from remeasuring the hedging instrument at fair value is recognised in profit or loss. If the hedged item is otherwise measured at cost, the gain or loss on the hedged item attributable to the hedged risk adjusts the carrying amount of the hedged item and is recognised in profit or loss. Recognition of the gain or loss attributable to the hedged risk in profit or loss instead in other comprehensive income applies if the hedged item is an available-for-sale financial asset.

For a fair value hedge of the interest rate exposure of a portion of a portfolio of financial assets or financial liabilities, the requirement in paragraph above may be met by presenting the gain or loss attributable to the hedged item either in a single separate line item within assets or liabilities.

The Group discontinues prospectively the hedge accounting if:

- the hedging instrument expires or is sold, terminated or exercised
- the hedge no longer meets the criteria for hedge accounting
- the Group revokes the designation

### b) Cash Flow Hedge

In accordance with the IFRS, cash flow hedges serve to hedge uncertain (variable) cash flows in the future. For this purpose, interest cash flows of the hedged items and related derivatives designated as hedging instruments are projected into the future (forecasted transactions). The hedge relates to the exposure to variability in cash flows associated with recognized assets or recognized liabilities or a planned or forecasted transaction (or portions of the three) which will affect reported net income. In the case of cash flow hedge accounting, the hedging instrument is recognized at its fair value.

The hedged items are interest cash flows (forecasted transactions) of underlying transactions. The underlying transactions in a cash flow hedge may be any customer or securities transaction, on the assets side or on the liabilities side of balance sheet, in which the interest rate is sensitive to changes in money market rates. Hedging instruments are any derivatives that can hedge the exposure to variability in the relevant cash flows.

Changes in fair value are separated into an effective portion attributable to the hedge and an ineffective portion not attributable to the hedge. A hedge is considered as effective if, for each time bucket, the netted cash flows associated with the hedging instruments are in range 80 % to 125 % to the cash flows of the hedged item(s). The effective portions are recognized directly in equity (Fair value reserves, Cash flow hedge). The ineffective portion of the gain or loss on the hedging instrument is recognized in the Statement of Income. To avoid ineffectiveness, projections are made, especially for limits and potential causes of ineffectiveness. The Market Risk department runs an efficiency test at the end of each month. Changes in the fair value of derivative financial instruments arising from the counterparty credit risk are recognized in the Statement of Income, in item "Fair value adjustments in hedge accounting".

## Summary of Accounting Policies

The Group discontinues the hedge accounting when the hedging instrument is terminated. The cumulative gain or loss on the hedging instrument that has been recognized in other comprehensive income from the period when the hedge was effective is reclassified from equity to profit or loss in the same period during which the forecasted cash flows affect profit or loss.

Cash flow hedge is used by the Group for managing interest rate risk in accordance with IAS 39.83. The derivatives are not attributed to individual transactions.

### PROPERTY, PLANT AND EQUIPMENT AND INTANGIBLE ASSETS

Property, plant and equipment as well as intangible assets are initially recognized at cost. The Group has chosen the measurement after recognition cost model, which means that an asset is carried at its cost less any accumulated depreciation and any accumulated impairment losses.

Depreciation is calculated on a straight-line basis. Land and assets in the course of construction are not depreciated.

The useful lives are set out below:

	31/12/2017	31/12/2016
Buildings	33 years	33 years
Leasehold improvements	10 years	10 years
Hardware	4 - 6 years	4 - 6 years
Furniture, devices and motor vehicles	4 - 10 years	4 - 10 years
Intangible assets - software	7 years	7 years

The Group periodically reviews the useful life and amends the period of depreciation if appropriate.

Leasehold improvements are capitalized and depreciated over the lesser of their useful life or the remaining lease term on a straight-line basis.

If of a minor nature, repairs and renewals are charged to the Statement of Income when the expenditure is incurred.

The Group assesses whether property, plant and equipment and intangible assets may be impaired. If impairment indicators exist, the Group carries out the impairment test and estimates the recoverable amount (higher of fair value less costs to sell or value in use). If the recoverable amount of an asset is less than its carrying amount, the carrying amount of the asset is reduced to its recoverable amount. That reduction is an impairment loss.

A reversal of an impairment loss for an asset is recognized in Statement of Income.

The carrying amount of an item of property, plant and equipment is derecognized on disposal or when no future economic benefits are expected from its use or disposal. The gain or loss arising from

derecognition of an item is included in Statement of Income when the item is derecognized. The gain or loss arising from derecognition of an asset is determined as the difference between the net disposal proceeds, if any, and the carrying amount of the item.

### INVESTMENT PROPERTY

UniCredit Leasing, d.o.o. and consequently the Group own property for the purpose of earning rents. They are at initial recognition measured at cost and are amortized with the same depreciation rates as Property, plant and equipment.

### INVESTMENTS IN SUBSIDIARIES, ASSOCIATES AND JOINT VENTURES

The investments in subsidiaries, associates and joint ventures, which are not quoted, and their fair value cannot be reliably measured, are valued at cost.

### LEASES

#### a) The Group as lessor

The Group provides assets under finance leases. In case of finance lease, majority of risks and rewards incidental to legal ownership are transferred to the lessee. Net investment in the lease is recognized as assets held under a finance lease in item Loans and receivables. Finance income reflects a constant periodic rate of return on the lessor's net investment in the finance lease.

UniCredit Leasing, d.o.o. provides also assets under operating leases. As a consequence, the Group is the lessor also under operating lease. Assets subject to operating leases are recognized in Statement of Financial Position as Investment property, if they are immovable or as Property, plant and equipment, if they are movables. They are depreciated on a straight-line basis over the lease term. Also lease income (excluding receipts for services provided such as insurance and maintenance) is recognised on a straight-line basis over the lease term in item "Other operating net income / (loss)".

#### b) The Group as lessee

The Group has its premises under an operating lease. Lease payments are recognised as an expense on a straight-line basis over the lease term.

### OTHER ASSETS

Other assets consist of inventories, receivables for granted advances and other assets that are not disclosed under any other item.

### FINANCIAL LIABILITIES

The Group measures financial liabilities at amortized cost, except "Financial liabilities held for trading" and "Derivatives – hedge accounting", which represent negative market value of derivatives and are measured at fair value.

Other financial liabilities include liabilities for fees outside the scope of calculation of amortized cost of financial liabilities, liabilities for

purchased financial assets, liabilities in the account from business relationships, liabilities to suppliers and other business liabilities corresponding to the definition of a financial instrument.

## PROVISIONS

A provision is recognized when the Group has a present obligation as a result of a past event and when 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 obligation.

Provisions are recognized for the following:

- Potential losses relevant to the risks resulting from off-balance-sheet items;
- Jubilee awards and severance payments;
- Pending or threatened litigation;
- Other events, where the possibility of the outflow of the financial assets is very high.

## STATEMENT OF CASH FLOWS

For the purpose of the Statement of Cash Flows, cash is defined as cash in hand and current accounts with banks, including the compulsory minimum reserve with the Bank of Slovenia. Cash equivalents are short-term, highly liquid investments that are readily convertible to known amounts of cash and which are subject to an insignificant risk of changes in value.

The Group prepares the Statement of Cash Flows using the indirect method. To present cash flows in its operation, the Group complements the total profit or loss before tax with the effect of the following non-cash positions: depreciation, impairment, gains and losses from exchange differences, gains and losses from financial assets held to maturity, gains and losses from sale of tangible and intangible assets, from financing activities, net unrealized gains in fair value reserves from financial assets available for sale and from hedging of cash flows against risks. In accordance with the Decision on books of account and annual reports of banks and savings banks, the Group uses the direct method to present cash flows in investing and cash flows in financing, regardless of the fact that it prepares the statement of cash flows using the indirect method.

## EMPLOYEE BENEFITS

The Group provides its employees with jubilee awards and severance payments. The employees are entitled to claim jubilee awards in circumstances where they have been employed by their employer for a defined period of time. The employees are entitled to receive severance payments if they are employed by the Bank or by the Leasing until their retirement age and were employed by the Bank or by the Leasing for a minimum defined period.

Present value of the obligations for payment of jubilee awards and severance payments is calculated by an independent qualified actuary using the projected unit credit method. The key actuarial assumptions included in the calculation of the obligation are the following:

- The discount rate determined by reference to the market yields as of the balance sheet date on corporate bonds for the Euro-zone; it amounts to 1.75 % for 2017 and 2016;

- Estimated future salary increases;
- Mortality rates – Slovenian mortality table 2000-2002;
- Fluctuation (termination without payment) depending on past experience in service time;
- Retirement age: 63 years for women and 65 years for men;
- Current employee data (the length of employment, age, gender, average salary);
- Average monthly salary in the Republic of Slovenia.

The amount of obligations arising from jubilee awards and severance payments is recognized as present value of expected future cash outflows. The actuarial gains and losses for severance payments are recognized in the Fair value reserves.

The Group additionally provides short-term benefits to its employees such as contributions to retirement pension insurance and recognizes the costs of these contributions as incurred.

## SHARE-BASED PAYMENT

In accordance with IFRS 2, the parent group established a medium/long-term share options and performance shares program, granting equity instruments by UniCredit Italiano S.p.A. The program was established to encourage affiliation and motivation of selected managers and employees to achieve strategic goals of the parent group. Share-based payment transactions are equity-settled. In compliance with the IFRS, the subsidiaries, whose employees have been granted equity instruments by the parent company, must pay the latter for the allocation granted to their employees.

## SHAREHOLDERS' EQUITY

Shareholders' equity is composed of paid-in share capital, share premium, fair value reserves (fair value reserves from financial assets available-for-sale, fair value reserves from cash flow hedge and for actuarial gains and losses on severance payments), reserves from profit, retained earnings and net profit for the year. Only retained earnings including income from current year are payable.

## FINANCIAL COMMITMENTS AND CONTINGENCIES

Off-balance-sheet commitments from guarantees, both financial and service, represent irrevocable obligations that the Bank will make payments in the event a customer cannot fulfil its obligations vis-à-vis third parties. They are measured in accordance with IAS 37 until criteria for recognition in the Statement of Financial Position is met.

A documentary letter of credit is an irrevocable undertaking of the issuing bank acting at the request of a customer (buyer) to make payment to the beneficiary (seller) or to pay or accept bills of exchange drawn by the beneficiary against stipulated documents, provided all terms and conditions of the letter of credit are complied with. The documentary letters of credit are collateralized depending on the creditworthiness of the customer and on the same basis as guarantees or loans.

The primary purpose of unused credit facilities (loan commitments) is to ensure that funds are available to a customer as required. Commitments to grant loans issued by the Bank represent issued loan commitments and the unused part of approved overdraft loans.

## Summary of Accounting Policies

The risk associated with off-balance-sheet financial commitments and contingent liabilities is assessed similarly as for loans to customers taking into account the financial position and activities of the entity to which the Bank issued the guarantee and taking into account the collateral obtained.

### INTEREST INCOME AND EXPENSE

Interest income and expense are recognized in the Statement of Income using the effective interest rate method. Interest income on non-performing claims is recognized, when paid.

### FEE AND COMMISSION INCOME AND EXPENSE

Fees and commissions are in principle recognized upon completion of the underlying transaction. Fees and commissions charged for longer periods are being accrued. Fees and commissions included in calculation of effective interest rate are recognized within interest income and expense.

### TAXATION

Taxes are calculated in accordance with the Corporate Income Tax regulations. Generally, the taxable profit is based on the profit or loss recognized in the Statement of Income prepared pursuant to the IFRS. It is adjusted for tax purposes as follows from the tax regulations.

Tax expense (tax income) comprises current tax expense (current tax income) and deferred tax expense (deferred tax income).

For year 2017, the corporate income tax rate for current tax is 19 % (17 % for the year 2016), whereas for deferred tax it is the same for both years, namely 19 %.

Deferred taxes are provided for temporary differences arising between the tax bases of assets and liabilities and their carrying amount in Statement of Financial Position.

Deferred tax liabilities are the amounts of income taxes payable in future periods in respect of taxable temporary differences.

Deferred tax assets are the amounts of income taxes recoverable in future periods in respect of deductible temporary differences, the carry-forward of unused tax losses and the carry-forward of unused tax credits.

The Group is subject to various indirect operating taxes. These are included as a component of administrative expenses. The financial services tax is deducted from income, to which it relates.

### FIDUCIARY ACTIVITIES AND AGENCY SERVICES

Assets managed by the Bank in its capacity as a nominee, trustee or agent are not assets of the Bank and are accordingly not part of the Bank's financial statements. Fee income, which the Bank earns by providing these services, is recognized as Fee from agency services and commission operations in the Bank's Statement of Income.

### REGULATORY REQUIREMENTS

The Group is subject to the Bank of Slovenia's regulatory requirements. These regulations include limits and other restrictions pertaining to minimum capital adequacy requirements, the classification of loans and off-balance-sheet commitments and provisioning to cover credit risk, liquidity, interest rate, and foreign currency position. Notes on fiduciary activities and agency services are also required by the Bank of Slovenia, not by IFRS. As of 31 December 2017, the Group and its operations were in compliance with all regulatory requirements.

### RELATED PARTIES

Related parties are those counterparties that represent:

- Enterprises that directly or indirectly through one or more intermediaries control or are controlled by, or are under common control by, the reporting enterprise;
- Key management personnel, that is, those persons having the authority and responsibility for planning, directing and controlling the activities of the Group;
- Close members of the families of such individuals, who include that person's children and spouse or domestic partner, children of that person's spouse or domestic partner; and dependants of that person or that person's spouse or domestic partner;
- Enterprises in which a substantial interest in the voting power is owned directly or indirectly by any person described above or over which such a person is able to exercise a significant influence. This includes enterprises owned by directors or major shareholders of the Group and enterprises that have a member of key management in common with the Group.

In considering each possible related-party relationship, attention is directed to the substance of the relationship and not merely to the legal form.



# Notes on the Financial Statements

## Notes on the Statement of Financial Position

### Note 1: Cash, cash balances with the Central Bank and demand deposits to banks

EUR '000	Bank		Group	
	31/12/2017	31/12/2016	31/12/2017	31/12/2016
<b>Cash</b>	<b>10,943</b>	<b>12,586</b>	<b>10,943</b>	<b>12,586</b>
<b>Balances with the Central Bank</b>	<b>359,410</b>	<b>19,761</b>	<b>359,410</b>	<b>19,761</b>
Minimum reserve with the Central Bank	359,410	19,761	359,410	19,761
<b>Demand deposits to banks</b>	<b>42,207</b>	<b>276,961</b>	<b>42,207</b>	<b>278,966</b>
<b>Total</b>	<b>412,560</b>	<b>309,308</b>	<b>412,560</b>	<b>311,313</b>

The European Central Bank (ECB) requires credit institutions established in the participating Member States to hold minimum reserves; they are to be held on accounts with the ECB and participating national central banks. It is essential that credit institutions hold their balances only with the participating national central banks.

Liabilities owed to any other credit institution and participating national central bank and liabilities owed to the ECB shall be excluded from the reserve base.

#### Demand deposits to banks

EUR '000	Bank		Group	
	31/12/2017	31/12/2016	31/12/2017	31/12/2016
Gross value	42,207	276,975	42,207	278,980
Impairment	-	(14)	-	(14)
<b>Net value - Total</b>	<b>42,207</b>	<b>276,961</b>	<b>42,207</b>	<b>278,966</b>

#### Impairment on demand deposits to banks

EUR '000	Bank		Group	
	2017	2016	2017	2016
<b>Opening Balance</b>	<b>(14)</b>	<b>(10)</b>	<b>(14)</b>	<b>(10)</b>
Increases	-	(3)	-	(3)
Losses on foreign exchange differences	-	(1)	-	(1)
Decreases	14	-	14	-
<b>Closing Balance</b>	<b>-</b>	<b>(14)</b>	<b>-</b>	<b>(14)</b>

### Note 2: Financial assets held for trading

For both years, the Note refers to the Bank and to the Group.

EUR '000	31/12/2017			31/12/2016		
	Level 1	Level 2	Total	Level 1	Level 2	Total
<b>Loans</b>	<b>5</b>	<b>-</b>	<b>5</b>	<b>20</b>	<b>-</b>	<b>20</b>
<b>Derivatives held for trading</b>	<b>-</b>	<b>6,927</b>	<b>6,927</b>	<b>-</b>	<b>20,098</b>	<b>20,098</b>
Forwards	-	929	929	-	9,359	9,359
Options	-	70	70	-	94	94
Swaps	-	5,928	5,928	-	10,645	10,645
<b>Total</b>	<b>5</b>	<b>6,927</b>	<b>6,932</b>	<b>20</b>	<b>20,098</b>	<b>20,118</b>

All financial assets held for trading were designated as such upon initial recognition.

## Notes on the Financial Statements

## Annual changes, debt instruments

EUR '000	2017	2016
<b>Opening Balance</b>	-	-
<b>Increases</b>	<b>149,875</b>	<b>115,146</b>
Purchase	149,875	115,146
<b>Decreases</b>	<b>(149,875)</b>	<b>(115,146)</b>
Sales / Redemption	(149,875)	(115,146)
<b>Closing Balance</b>	-	-

## Annual changes, equity instruments

EUR '000	2017	2016
<b>Opening Balance</b>	-	-
<b>Increases</b>	<b>8,970</b>	<b>15</b>
Purchase	8,970	15
<b>Decreases</b>	<b>(8,970)</b>	<b>(15)</b>
Sales / Redemption	(8,970)	(15)
<b>Closing Balance</b>	-	-

## Note 3: Available-for-sale financial assets

For both years, the Note refers to the Bank and to the Group.

EUR '000	31/12/2017				31/12/2016			
	Level 1	Level 2	Level 3	Total	Level 1	Level 2	Level 3	Total
Equity instruments	-	22,868	1,169	24,037	-	22,897	958	23,855
Bonds, Republic of Slovenia	-	355,228	-	355,228	-	350,424	-	350,424
Bonds, banks	-	5,548	-	5,548	-	46,405	-	46,405
Bonds, corporates	-	12,329	-	12,329	-	12,240	-	12,240
<b>Total</b>	-	<b>395,973</b>	<b>1,169</b>	<b>397,142</b>	-	<b>431,966</b>	<b>958</b>	<b>432,924</b>

## Annual changes, equity instruments

EUR '000	2017		2016	
	Total	Level 3	Total	Level 3
<b>Opening Balance</b>	<b>23,855</b>	<b>958</b>	<b>25,556</b>	<b>2,685</b>
<b>Increases</b>	<b>339</b>	<b>339</b>	<b>1,020</b>	<b>994</b>
Purchase	-	-	766	766
Gains on foreign exchange differences	-	-	225	225
Positive changes in fair value - recognized in other comprehensive income	339	339	29	3
<b>Decreases</b>	<b>(157)</b>	<b>(128)</b>	<b>(2,721)</b>	<b>(2,721)</b>
Sales / Redemption	(19)	(19)	(2,556)	(2,556)
Losses on foreign exchange differences	(109)	(109)	(165)	(165)
Negative changes in fair value - recognized in other comprehensive income	(29)	-	-	-
<b>Closing Balance</b>	<b>24,037</b>	<b>1,169</b>	<b>23,855</b>	<b>958</b>

The whole amount of income for level 3 refers to assets, which are included in the balance as of 31 December 2016 and 2017.

### Annual changes, debt instruments

EUR '000	2017		2016	
	Total	Level 3	Total	Level 3
<b>Opening Balance</b>	<b>409,069</b>	-	<b>429,735</b>	-
<b>Increases</b>	<b>137,080</b>	-	<b>259,869</b>	-
Purchase	129,757	-	247,336	-
Positive changes in fair value - recognized in other comprehensive income	7,323	-	12,533	-
<b>Decreases</b>	<b>(173,044)</b>	-	<b>(280,535)</b>	-
Sales / Redemption	(166,744)	-	(268,768)	-
Negative changes in fair value - recognized in other comprehensive income	(6,300)	-	(11,767)	-
<b>Closing Balance</b>	<b>373,105</b>	-	<b>409,069</b>	-

## Note 4: Derivatives - hedge accounting

For both years, the Note refers to the Bank and to the Group.

EUR '000	31/12/2017	31/12/2016
	Level 2	Level 2
<b>Instruments for hedging single financial instrument</b>	<b>41</b>	-
Fair value hedge	41	-
<b>Instruments for hedging portfolio of financial instruments</b>	<b>11,293</b>	<b>10,995</b>
Fair value hedge	3,553	868
Cash flow hedge	7,740	10,127
<b>Total</b>	<b>11,334</b>	<b>10,995</b>

## Note 5: Loans and receivables

### Loans and receivables to banks

EUR '000	Bank		Group	
	31/12/2017	31/12/2016	31/12/2017	31/12/2016
Short-term loans	39,710	11,284	39,710	11,284
Claims arising from pledged collateral	1,284	3,376	1,284	3,376
<b>Total</b>	<b>40,994</b>	<b>14,660</b>	<b>40,994</b>	<b>14,660</b>

The Bank did not recognize any impairments on Loans and receivables to banks on 31 December 2016 nor on 31 December 2017 as there was no evidence for impairment.

## Notes on the Financial Statements

## Loans and receivables to customers

## Bank

EUR '000	31/12/2017			31/12/2016		
	Gross value	Impairment	Net value	Gross value	Impairment	Net value
<b>Loans</b>						
<b>Short-term</b>	<b>158,464</b>	<b>(16,020)</b>	<b>142,444</b>	<b>193,917</b>	<b>(17,042)</b>	<b>176,875</b>
Corporates	127,297	(13,690)	113,607	112,878	(13,527)	99,351
Financial institutions	2,468	(36)	2,432	50,521	(7)	50,514
Public sector	206	-	206	199	-	199
Private customers	25,662	(2,090)	23,572	27,466	(2,854)	24,612
Sole traders	2,760	(186)	2,574	2,783	(645)	2,138
Non-profit institutions serving households	71	(18)	53	70	(9)	61
<b>Long-term</b>	<b>1,717,149</b>	<b>(52,178)</b>	<b>1,664,971</b>	<b>1,658,046</b>	<b>(89,449)</b>	<b>1,568,597</b>
Corporates	565,958	(34,393)	531,565	595,483	(51,986)	543,497
Financial institutions	162,445	(3,712)	158,733	83,849	(20,230)	63,619
Public sector	261,158	(97)	261,061	253,260	(140)	253,120
Private customers	715,577	(13,368)	702,209	714,036	(16,651)	697,385
Sole traders	10,237	(527)	9,710	9,286	(337)	8,949
Non-profit institutions serving households	1,774	(81)	1,693	2,132	(105)	2,027
<b>Finance lease</b>						
<b>Long-term</b>	<b>118</b>	<b>(5)</b>	<b>113</b>	<b>123</b>	<b>(2)</b>	<b>121</b>
Corporates	118	(5)	113	123	(2)	121
<b>Total</b>	<b>1,875,731</b>	<b>(68,203)</b>	<b>1,807,528</b>	<b>1,852,086</b>	<b>(106,493)</b>	<b>1,745,593</b>

On 31 December 2017, the balance of loans to employees amounted to 19,370 thousand euros and to 21,253 thousand euros on 31 December 2016.

**Group**

EUR '000	31/12/2017			31/12/2016		
	Gross value	Impairment	Net value	Gross value	Impairment	Net value
<b>Loans</b>						
<b>Short-term</b>	<b>158,408</b>	<b>(16,057)</b>	<b>142,351</b>	<b>144,016</b>	<b>(17,068)</b>	<b>126,948</b>
Corporates	127,342	(13,727)	113,615	112,883	(13,527)	99,356
Financial institutions	2,367	(36)	2,331	589	(7)	582
Public sector	206	-	206	199	-	199
Private customers	25,662	(2,090)	23,572	27,492	(2,880)	24,612
Sole traders	2,760	(186)	2,574	2,783	(645)	2,138
Non-profit institutions serving households	71	(18)	53	70	(9)	61
<b>Long-term</b>	<b>1,580,173</b>	<b>(52,206)</b>	<b>1,527,967</b>	<b>1,608,569</b>	<b>(89,495)</b>	<b>1,519,074</b>
Corporates	565,997	(34,421)	531,576	595,698	(52,028)	543,670
Financial institutions	25,430	(3,712)	21,718	34,072	(20,230)	13,842
Public sector	261,158	(97)	261,061	253,261	(140)	253,121
Private customers	715,577	(13,368)	702,209	714,097	(16,655)	697,442
Sole traders	10,237	(527)	9,710	9,309	(337)	8,972
Non-profit institutions serving households	1,774	(81)	1,693	2,132	(105)	2,027
<b>Finance lease</b>						
<b>Short-term</b>	<b>300</b>	<b>(33)</b>	<b>267</b>	<b>586</b>	<b>(76)</b>	<b>510</b>
Corporates	268	(1)	267	586	(76)	510
Private customers	32	(32)	-	-	-	-
<b>Long-term</b>	<b>197,266</b>	<b>(17,363)</b>	<b>179,903</b>	<b>167,849</b>	<b>(13,109)</b>	<b>154,740</b>
Corporates	160,853	(16,402)	144,451	137,557	(11,282)	126,275
Public sector	1,351	(1)	1,350	1,614	-	1,614
Private customers	12,041	(619)	11,422	9,251	(602)	8,649
Sole traders	23,021	(341)	22,680	19,407	(1,225)	18,182
Non-profit institutions serving households	-	-	-	20	-	20
<b>Total</b>	<b>1,936,147</b>	<b>(85,659)</b>	<b>1,850,488</b>	<b>1,921,020</b>	<b>(119,748)</b>	<b>1,801,272</b>

On 31 December 2017, the balance of loans to employees amounted to 20,108 thousand euros and to 21,625 thousand euros on 31 December 2016.

**Impairment on loans and receivables to customers**

EUR '000	Bank		Group	
	2017	2016	2017	2016
<b>Opening Balance</b>	<b>(106,493)</b>	<b>(180,521)</b>	<b>(119,748)</b>	<b>(196,739)</b>
Increases	(39,820)	(31,980)	(47,594)	(34,872)
Losses on foreign exchange differences	(1,570)	(5,293)	(1,570)	(5,293)
Increases recognized as interest expense	(10,119)	(14,709)	(10,119)	(14,709)
Decreases	68,526	8,134	72,098	13,989
Decreases due to write-offs	8,953	88,294	8,953	88,294
Gains on foreign exchange differences	2,169	5,121	2,169	5,121
Decreases recognized as interest income	10,151	24,461	10,151	24,461
<b>Closing Balance</b>	<b>(68,203)</b>	<b>(106,493)</b>	<b>(85,660)</b>	<b>(119,748)</b>

## Notes on the Financial Statements

**Finance lease**

EUR '000	Bank				Group			
	31/12/2017		31/12/2016		31/12/2017		31/12/2016	
	Gross investment in the lease	Present value of minimum lease payments	Gross investment in the lease	Present value of minimum lease payments	Gross investment in the lease	Present value of minimum lease payments	Gross investment in the lease	Present value of minimum lease payments
Not later than one year	40	36	39	34	61,950	57,451	48,097	43,363
Later than one year and not later than five years	92	86	92	88	117,171	110,492	98,936	92,800
Later than five years	-	-	-	-	12,864	12,257	20,221	19,347
<b>Total</b>	<b>132</b>	<b>122</b>	<b>131</b>	<b>122</b>	<b>191,985</b>	<b>180,200</b>	<b>167,254</b>	<b>155,510</b>

EUR '000	Bank		Group	
	31/12/2017	31/12/2016	31/12/2017	31/12/2016
Unearned finance income	10	9	11,785	11,744
Accumulated allowance for uncollectible minimum lease payments receivable	(5)	(2)	(17,396)	(13,185)

The Bank and the Group don't have unguaranteed residual values accruing to the benefit of the lessor and also not contingent rents recognised as income in the period.

**Other financial assets**

EUR '000	Bank		Group	
	31/12/2017	31/12/2016	31/12/2017	31/12/2016
Claims for fees	828	719	828	719
Impairment on claims for fees	(32)	(45)	(32)	(45)
Accrued income	772	719	772	719
Claims arising from past due derivatives	41	312	41	312
Impairment of past due derivatives	-	(263)	-	(263)
Claims arising from the settlement of transactions	2,440	1,850	2,440	1,850
Other financial assets	205	414	4,264	5,891
Impairment on other financial assets	-	-	(1,326)	(1,329)
<b>Total</b>	<b>4,254</b>	<b>3,706</b>	<b>6,987</b>	<b>7,854</b>

**Impairment on other financial assets**

EUR '000	Bank		Group	
	2017	2016	2017	2016
<b>Opening Balance</b>	<b>(308)</b>	<b>(6,608)</b>	<b>(1,637)</b>	<b>(7,944)</b>
Increases	(136)	(490)	(136)	(490)
Decreases	412	6,790	415	6,797
<b>Closing Balance</b>	<b>(32)</b>	<b>(308)</b>	<b>(1,358)</b>	<b>(1,637)</b>

The majority of the decrease in impairment on other financial assets derives from their sale

## Note 6: Held-to-maturity financial assets

For both years, the Note refers to the Bank and to the Group.

EUR '000	31/12/2017	31/12/2016
Bonds, Republic of Slovenia	7,202	7,127
<b>Total</b>	<b>7,202</b>	<b>7,127</b>

### Annual changes

EUR '000	2017	2016
<b>Opening Balance</b>	<b>7,127</b>	<b>13,266</b>
<b>Increases</b>	<b>280</b>	<b>312</b>
Purchase	280	312
<b>Decreases</b>	<b>(205)</b>	<b>(6,451)</b>
Redemption	(205)	(6,451)
<b>Closing Balance</b>	<b>7,202</b>	<b>7,127</b>

## Note 7: Fair value changes of the hedged items in portfolio interest rate risk - assets

For both years, the Note refers to the Bank and to the Group.

EUR '000	31/12/2017	31/12/2016
Fair value changes of the hedged items in portfolio interest rate risk - assets	(2,418)	40
<b>Total</b>	<b>(2,418)</b>	<b>40</b>

## Note 8: Property, plant and equipment

### Bank

EUR '000	2017				Total
	Leasehold improvements	Computer hardware	Other equipment	Work in progress	
<b>Cost</b>					
<b>Opening Balance</b>	<b>10,658</b>	<b>6,341</b>	<b>6,245</b>	<b>9</b>	<b>23,253</b>
Additions	28	-	-	507	535
Transfer from work in progress	-	424	86	(510)	-
Disposals	(211)	(1)	(173)	-	(385)
<b>Closing Balance</b>	<b>10,475</b>	<b>6,764</b>	<b>6,158</b>	<b>6</b>	<b>23,403</b>
<b>Depreciation</b>					
<b>Opening Balance</b>	<b>8,256</b>	<b>5,123</b>	<b>5,051</b>	<b>-</b>	<b>18,430</b>
Depreciation for the year	681	595	335	-	1,611
Disposals	(130)	-	(137)	-	(267)
<b>Closing Balance</b>	<b>8,807</b>	<b>5,718</b>	<b>5,249</b>	<b>-</b>	<b>19,774</b>
<b>Net book value</b>					
<b>Opening Balance</b>	<b>2,402</b>	<b>1,218</b>	<b>1,194</b>	<b>9</b>	<b>4,823</b>
<b>Closing Balance</b>	<b>1,668</b>	<b>1,046</b>	<b>909</b>	<b>6</b>	<b>3,629</b>

## Notes on the Financial Statements

EUR '000	2016				Total
	Leasehold improvements	Computer hardware	Other equipment	Work in progress	
<b>Cost</b>					
<b>Opening Balance</b>	<b>10,612</b>	<b>6,088</b>	<b>6,132</b>	<b>372</b>	<b>23,204</b>
Additions	49	-	-	570	619
Transfer from work in progress	-	633	300	(933)	-
Disposals	(3)	(380)	(187)	-	(570)
<b>Closing Balance</b>	<b>10,658</b>	<b>6,341</b>	<b>6,245</b>	<b>9</b>	<b>23,253</b>
<b>Depreciation</b>					
<b>Opening Balance</b>	<b>7,554</b>	<b>4,919</b>	<b>4,822</b>	<b>-</b>	<b>17,295</b>
Depreciation for the year	704	583	397	-	1,684
Disposals	(2)	(379)	(168)	-	(549)
<b>Closing Balance</b>	<b>8,256</b>	<b>5,123</b>	<b>5,051</b>	<b>-</b>	<b>18,430</b>
<b>Net book value</b>					
<b>Opening Balance</b>	<b>3,058</b>	<b>1,169</b>	<b>1,310</b>	<b>372</b>	<b>5,909</b>
<b>Closing Balance</b>	<b>2,402</b>	<b>1,218</b>	<b>1,194</b>	<b>9</b>	<b>4,823</b>

## Group

EUR '000	2017						Total
	Leasehold improvements	Computer hardware	Other equipment	Work in progress	Equipment, which is subject to operating lease	Equipment which is subject to operating lease, in progress	
<b>Cost</b>							
<b>Opening Balance</b>	<b>10,672</b>	<b>6,341</b>	<b>6,245</b>	<b>9</b>	<b>5,172</b>	<b>-</b>	<b>28,439</b>
Additions	28	-	-	507	-	1,971	2,506
Transfer from work in progress	-	424	86	(510)	1,971	(1,971)	-
Disposals	(211)	(1)	(173)	-	(4,537)	-	(4,922)
<b>Closing Balance</b>	<b>10,489</b>	<b>6,764</b>	<b>6,158</b>	<b>6</b>	<b>2,606</b>	<b>-</b>	<b>26,023</b>
<b>Depreciation</b>							
<b>Opening Balance</b>	<b>8,259</b>	<b>5,123</b>	<b>5,052</b>	<b>-</b>	<b>2,821</b>	<b>-</b>	<b>21,255</b>
Depreciation for the year	682	595	335	-	663	-	2,275
Disposals	(130)	-	(137)	-	(2,790)	-	(3,057)
<b>Closing Balance</b>	<b>8,811</b>	<b>5,718</b>	<b>5,250</b>	<b>-</b>	<b>694</b>	<b>-</b>	<b>20,473</b>
<b>Net book value</b>							
<b>Opening Balance</b>	<b>2,413</b>	<b>1,218</b>	<b>1,193</b>	<b>9</b>	<b>2,351</b>	<b>-</b>	<b>7,184</b>
<b>Closing Balance</b>	<b>1,678</b>	<b>1,046</b>	<b>908</b>	<b>6</b>	<b>1,912</b>	<b>-</b>	<b>5,550</b>



EUR '000	2016						Total
	Leasehold improvements	Computer hardware	Other equipment	Work in progress	Equipment, which is subject to operating lease	Equipment which is subject to operating lease, in progress	
<b>Cost</b>							
<b>Opening Balance</b>	<b>10,641</b>	<b>6,210</b>	<b>6,242</b>	<b>372</b>	<b>7,365</b>	<b>-</b>	<b>30,830</b>
Additions	49	-	-	570	-	1,205	1,824
Transfer from work in progress	-	633	300	(933)	1,205	(1,205)	-
Disposals	(18)	(502)	(297)	-	(3,398)	-	(4,215)
<b>Closing Balance</b>	<b>10,672</b>	<b>6,341</b>	<b>6,245</b>	<b>9</b>	<b>5,172</b>	<b>-</b>	<b>28,439</b>
<b>Depreciation</b>							
<b>Opening Balance</b>	<b>7,561</b>	<b>5,029</b>	<b>4,909</b>	<b>-</b>	<b>3,659</b>	<b>-</b>	<b>21,158</b>
Depreciation for the year	706	591	402	-	993	-	2,692
Disposals	(8)	(497)	(259)	-	(1,831)	-	(2,595)
<b>Closing Balance</b>	<b>8,259</b>	<b>5,123</b>	<b>5,052</b>	<b>-</b>	<b>2,821</b>	<b>-</b>	<b>21,255</b>
<b>Net book value</b>							
<b>Opening Balance</b>	<b>3,080</b>	<b>1,181</b>	<b>1,333</b>	<b>372</b>	<b>3,706</b>	<b>-</b>	<b>9,672</b>
<b>Closing Balance</b>	<b>2,413</b>	<b>1,218</b>	<b>1,193</b>	<b>9</b>	<b>2,351</b>	<b>-</b>	<b>7,184</b>

The Bank and the Group have contractual commitments for the acquisition of property, plant and equipment in the amount of 111 thousand euros as of 31 December 2017 (as of 31 December 2016: no contractual commitments for the acquisition of property, plant and equipment). The Group cannot sell the leasehold improvements and has no other contractual commitments related to them. The Group did not pledge its property, plant and equipment.

As the Group does not have any borrowing costs related to property, plant and equipment, it did not capitalize them.

## Note 9: Investment property

EUR '000	Bank		Group	
	2017	2016	2017	2016
<b>Cost</b>				
<b>Opening Balance</b>	-	-	<b>2,797</b>	<b>8,887</b>
Additions	-	-	-	846
Disposals	-	-	(1,264)	(6,936)
<b>Closing Balance</b>	<b>-</b>	<b>-</b>	<b>1,533</b>	<b>2,797</b>
<b>Depreciation</b>				
<b>Opening Balance</b>	-	-	<b>108</b>	<b>1,319</b>
Depreciation for the year	-	-	62	126
Disposals	-	-	(56)	(1,337)
<b>Closing Balance</b>	<b>-</b>	<b>-</b>	<b>114</b>	<b>108</b>
<b>Net book value</b>				
<b>Opening Balance</b>	-	-	<b>2,689</b>	<b>7,568</b>
<b>Closing Balance</b>	<b>-</b>	<b>-</b>	<b>1,419</b>	<b>2,689</b>

On 31 December 2017, fair value of investment property amounted to 2,320 thousand euros (on 31 December 2016: 4,295 thousand euros) and it is based on a valuation by an independent appraiser. There are no restrictions on the realisability of investment property.

## Notes on the Financial Statements

In 2017, UniCredit Leasing, d.o.o. received rental income in the amount of 212 thousand euros (in 2016: 353 thousand euros) and it had direct operating expenses in the amount of 95 thousand euros (in 2016: 82 thousand euros). The entire amount of direct operating expenses refers to investment property, which generated rental income in this period.

Investment property was dispossessed from lessees and with the amounts obtained the unsettled claims towards them would be covered. UniCredit Leasing, d.o.o. doesn't have contractual obligations to purchase, construct or develop investment property nor for repairs, maintenance or enhancements.

## Note 10: Intangible assets

## Bank

EUR '000	2017			2016		
	Intangible assets in use	Intangible assets in progress	Total	Intangible assets in use	Intangible assets in progress	Total
<b>Cost</b>						
<b>Opening Balance</b>	<b>35,424</b>	<b>4,456</b>	<b>39,880</b>	<b>32,476</b>	<b>5,515</b>	<b>37,991</b>
Additions	-	2,590	2,590	-	1,889	1,889
Transfer from work in progress	2,424	(2,424)	-	2,948	(2,948)	-
Disposal	(1,032)	-	(1,032)	-	-	-
<b>Closing Balance</b>	<b>36,816</b>	<b>4,622</b>	<b>41,438</b>	<b>35,424</b>	<b>4,456</b>	<b>39,880</b>
<b>Amortization</b>						
<b>Opening Balance</b>	<b>23,236</b>	<b>-</b>	<b>23,236</b>	<b>19,198</b>	<b>-</b>	<b>19,198</b>
Amortization	3,558	-	3,558	4,038	-	4,038
Disposal	(814)	-	(814)	-	-	-
<b>Closing Balance</b>	<b>25,980</b>	<b>-</b>	<b>25,980</b>	<b>23,236</b>	<b>-</b>	<b>23,236</b>
<b>Net book value</b>						
<b>Opening Balance</b>	<b>12,188</b>	<b>4,456</b>	<b>16,644</b>	<b>13,278</b>	<b>5,515</b>	<b>18,793</b>
<b>Closing Balance</b>	<b>10,836</b>	<b>4,622</b>	<b>15,458</b>	<b>12,188</b>	<b>4,456</b>	<b>16,644</b>

## Group

EUR '000	2017			2016		
	Intangible assets in use	Intangible assets in progress	Total	Intangible assets in use	Intangible assets in progress	Total
<b>Cost</b>						
<b>Opening Balance</b>	<b>35,861</b>	<b>4,514</b>	<b>40,375</b>	<b>32,866</b>	<b>5,515</b>	<b>38,381</b>
Additions	5	2,640	2,645	-	1,994	1,994
Transfer from work in progress	2,443	(2,443)	-	2,995	(2,995)	-
Disposal	(1,032)	-	(1,032)	-	-	-
<b>Closing Balance</b>	<b>37,277</b>	<b>4,711</b>	<b>41,988</b>	<b>35,861</b>	<b>4,514</b>	<b>40,375</b>
<b>Amortization</b>						
<b>Opening Balance</b>	<b>23,448</b>	<b>-</b>	<b>23,448</b>	<b>19,372</b>	<b>-</b>	<b>19,372</b>
Amortization	3,599	-	3,599	4,076	-	4,076
Disposal	(814)	-	(814)	-	-	-
<b>Closing Balance</b>	<b>26,233</b>	<b>-</b>	<b>26,233</b>	<b>23,448</b>	<b>-</b>	<b>23,448</b>
<b>Net book value</b>						
<b>Opening Balance</b>	<b>12,413</b>	<b>4,514</b>	<b>16,927</b>	<b>13,494</b>	<b>5,515</b>	<b>19,009</b>
<b>Closing Balance</b>	<b>11,044</b>	<b>4,711</b>	<b>15,755</b>	<b>12,413</b>	<b>4,514</b>	<b>16,927</b>

The Group recognizes as intangible assets exclusively computer software. The Group has no internally generated intangible assets. As of 31 December 2017, the Bank has the contractual commitments for acquisition of intangible assets in the amount of 654 thousand euros (1,235 thousand euros on 31 December 2016) and the Group in the amount of 675 thousand euros (1,235 thousand euros on 31 December 2016).

Since the Group doesn't have any borrowing costs related to intangible assets, it did not capitalize them.

## Note 11: Investments in subsidiaries, associates and joint ventures

EUR '000	Bank		Group	
	31/12/2017	31/12/2016	31/12/2017	31/12/2016
Investments in subsidiaries	1	1	-	-
<b>Total</b>	<b>1</b>	<b>1</b>	<b>-</b>	<b>-</b>

## Note 12: Tax assets and tax liabilities

### Current tax

EUR '000	Bank			Group		
	31/12/2017	31/12/2016	Effect in 2017	31/12/2017	31/12/2016	Effect in 2017
Claims for current tax	2,483	13	2,470	2,496	504	1,992
Offsetting	(2,483)	(13)	(2,470)	(2,496)	(146)	(2,350)
<b>Balance of claims for current tax</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>358</b>	<b>(358)</b>
Liabilities for current tax	3,698	2,478	1,220	4,103	2,611	1,492
Offsetting	(2,483)	(13)	(2,470)	(2,496)	(146)	(2,350)
<b>Balance of liabilities for current tax</b>	<b>1,215</b>	<b>2,465</b>	<b>(1,250)</b>	<b>1,607</b>	<b>2,465</b>	<b>(858)</b>

### Deferred tax

EUR '000	Bank			Group		
	31/12/2017	31/12/2016	Effect in 2017	31/12/2017	31/12/2016	Effect in 2017
Claims balance Statement of Income	4,193	8,926	(4,733)	7,837	11,827	(3,990)
Loans to banks and loans to customers	-	3	(3)	3,514	2,694	820
Available-for-sale financial assets	56	56	-	56	56	-
Property, plant and equipment, Intangible assets, Investment property	62	39	23	192	214	(22)
Provisions	133	129	4	133	164	(31)
Investments	-	334	(334)	-	334	(334)
Loss	3,942	8,365	(4,423)	3,942	8,365	(4,423)
Claims balance fair value reserves	3	-	3	3	-	3
Available-for-sale financial assets	3	-	3	3	-	3
Offsetting	(4,196)	(4,410)	214	(4,196)	(4,410)	214
<b>Balance of claims for deferred tax</b>	<b>-</b>	<b>4,516</b>	<b>(4,516)</b>	<b>3,644</b>	<b>7,417</b>	<b>(3,773)</b>
Liabilities balance equity	6,054	4,410	1,644	6,054	4,410	1,644
Provisions	55	53	2	55	53	2
Cash flow hedge	984	213	771	984	213	771
Available-for-sale financial assets	5,015	4,144	871	5,015	4,144	871
Offsetting	(4,196)	(4,410)	214	(4,196)	(4,410)	214
<b>Balance of liabilities for deferred tax</b>	<b>1,858</b>	<b>-</b>	<b>1,858</b>	<b>1,858</b>	<b>-</b>	<b>1,858</b>

## Notes on the Financial Statements

## Tax loss carried forward

EUR '000	Bank		Group	
	2017	2016	2017	2016
<b>Opening Balance</b>	<b>44,027</b>	<b>44,027</b>	<b>44,027</b>	<b>44,027</b>
Decrease	(23,278)	-	(23,278)	-
<b>Closing Balance</b>	<b>20,749</b>	<b>44,027</b>	<b>20,749</b>	<b>44,027</b>

## Note 13: Other assets

EUR '000	Bank		Group	
	31/12/2017	31/12/2016	31/12/2017	31/12/2016
Claims arising from given prepayments	6	5	197	589
Deferred expenses	322	683	448	841
Accrued income	908	52	835	-
Stock	-	-	598	624
Other assets	18	18	18	18
<b>Total</b>	<b>1,254</b>	<b>758</b>	<b>2,096</b>	<b>2,072</b>

## Note 14: Financial liabilities held for trading

For both years, the Note refers to the Bank and to the Group.

EUR '000	31/12/2017			31/12/2016		
	Level 1	Level 2	Total	Level 1	Level 2	Total
<b>Derivatives held for trading</b>	<b>-</b>	<b>7,031</b>	<b>7,031</b>	<b>-</b>	<b>20,343</b>	<b>20,343</b>
Forwards	-	131	131	-	3,314	3,314
Options	-	68	68	-	93	93
Swaps	-	6,832	6,832	-	16,936	16,936
<b>Other financial liabilities held for trading</b>	<b>44</b>	<b>-</b>	<b>44</b>	<b>120</b>	<b>-</b>	<b>120</b>
<b>Total</b>	<b>44</b>	<b>7,031</b>	<b>7,075</b>	<b>120</b>	<b>20,343</b>	<b>20,463</b>

All financial liabilities held for trading were designated as such upon initial recognition.

## Note 15: Derivatives - hedge accounting

For both years, the Note refers to the Bank and to the Group.

EUR '000	31/12/2017	31/12/2016
	Level 2	Level 2
<b>Instruments for hedging portfolio of financial instruments</b>	<b>19,256</b>	<b>49,105</b>
Fair value hedge	263	47
Cash flow hedge	18,993	49,058
<b>Total</b>	<b>19,256</b>	<b>49,105</b>

## Note 16: Financial liabilities measured at amortised cost

### Deposits from banks and central banks

EUR '000	Bank		Group	
	31/12/2017	31/12/2016	31/12/2017	31/12/2016
On demand from banks	3,571	6,774	3,571	6,774
Short-term deposits from banks	26,004	71,765	26,004	71,765
Long-term deposits from banks	115,226	155,234	115,226	155,234
<b>Total</b>	<b>144,801</b>	<b>233,773</b>	<b>144,801</b>	<b>233,773</b>

### Loans from banks and central banks

EUR '000	Bank		Group	
	31/12/2017	31/12/2016	31/12/2017	31/12/2016
Long-term loans from central banks	244,000	170,000	244,000	170,000
Long-term loans from banks	12,366	62,389	54,193	115,514
<b>Total</b>	<b>256,366</b>	<b>232,389</b>	<b>298,193</b>	<b>285,514</b>

### Deposits from customers

EUR '000	Bank		Group	
	31/12/2017	31/12/2016	31/12/2017	31/12/2016
<b>On demand</b>	<b>1,329,479</b>	<b>1,135,577</b>	<b>1,322,724</b>	<b>1,134,299</b>
Corporates	701,710	616,405	701,710	616,405
Financial institutions	107,737	56,864	100,982	55,586
Public sector	47,702	86,946	47,702	86,946
Private customers	424,102	345,153	424,102	345,153
Sole traders	43,203	24,977	43,203	24,977
Non-profit institutions serving households	5,025	5,232	5,025	5,232
<b>Short-term deposits</b>	<b>297,704</b>	<b>257,053</b>	<b>297,704</b>	<b>257,053</b>
Corporates	171,393	140,341	171,393	140,341
Financial institutions	15,848	6,766	15,848	6,766
Public sector	51,720	27,313	51,720	27,313
Private customers	55,678	79,747	55,678	79,747
Sole traders	39	109	39	109
Non-profit institutions serving households	3,026	2,777	3,026	2,777
<b>Long-term deposits</b>	<b>330,352</b>	<b>362,066</b>	<b>330,352</b>	<b>362,066</b>
Corporates	104,050	83,387	104,050	83,387
Financial institutions	15,855	19,288	15,855	19,288
Public sector	97,281	97,084	97,281	97,084
Private customers	109,786	156,377	109,786	156,377
Sole traders	566	1,100	566	1,100
Non-profit institutions serving households	2,814	4,830	2,814	4,830
<b>Total</b>	<b>1,957,535</b>	<b>1,754,696</b>	<b>1,950,780</b>	<b>1,753,418</b>

## Notes on the Financial Statements

## Other financial liabilities

EUR '000	Bank		Group	
	31/12/2017	31/12/2016	31/12/2017	31/12/2016
Assets for cross-border payment transfers	6,061	4,323	6,061	4,323
Liabilities for fees	49	75	49	75
Liabilities arising from settlement of transactions	6,231	5,462	6,231	5,462
Liabilities to suppliers	915	941	1,405	1,019
Accrued expenses	8,381	6,300	8,692	6,569
Received prepayments and warranties	-	-	335	446
Other financial liabilities	2,725	2,684	2,723	2,749
<b>Total</b>	<b>24,362</b>	<b>19,785</b>	<b>25,496</b>	<b>20,643</b>

## Note 17: Fair value changes of the hedged items in portfolio interest rate risk - liabilities

For both years, the Note refers to the Bank and to the Group.

EUR '000	31/12/2017	31/12/2016
Fair value changes of the hedged items in portfolio interest rate risk - liabilities	-	1,263
<b>Total</b>	<b>-</b>	<b>1,263</b>

## Note 18: Provisions

EUR '000	Bank		Group	
	31/12/2017	31/12/2016	31/12/2017	31/12/2016
For pending legal cases	3,103	1,238	3,103	1,238
For jubilee awards and severance	808	769	808	769
For off-balance sheet items	7,973	5,200	7,973	5,200
Other provisions	2,600	2,600	2,600	2,964
<b>Total</b>	<b>14,484</b>	<b>9,807</b>	<b>14,484</b>	<b>10,171</b>

On 31 December 2017, there were 32 pending litigations for the Bank amounting to a total of 12.1 million euros in which the Bank was involved as a defendant (on 31 December 2016: 5.6 million euros). The company UniCredit Leasing, d.o.o. was involved as a defendant in one pending litigation amounting to a total of 4.8 million euros (on 31 December 2016: 4.9 million euros). In line with the assessment of their outcome, the Group formed adequate provisions for litigations.

Bank  
2017

EUR '000	For pending legal cases	For jubilee awards and severance	For off-balance-sheet items	Other provisions	Total
<b>Opening Balance</b>	<b>1,238</b>	<b>769</b>	<b>5,200</b>	<b>2,600</b>	<b>9,807</b>
<b>Increases</b>	<b>2,278</b>	<b>78</b>	<b>6,792</b>	<b>-</b>	<b>9,148</b>
Balance Statement of Income	2,278	78	6,792	-	9,148
<b>Decreases</b>	<b>(413)</b>	<b>(39)</b>	<b>(4,019)</b>	<b>-</b>	<b>(4,471)</b>
Use of provisions	-	(20)	-	-	(20)
Decreases balance Statement of Income	(413)	-	(4,019)	-	(4,432)
Decreases balance equity	-	(19)	-	-	(19)
<b>Closing Balance</b>	<b>3,103</b>	<b>808</b>	<b>7,973</b>	<b>2,600</b>	<b>14,484</b>

## 2016

EUR '000	For pending legal cases	For jubilee awards and severance	For off-balance-sheet items	Other provisions	Total
<b>Opening Balance</b>	<b>4,024</b>	<b>787</b>	<b>6,797</b>	<b>-</b>	<b>11,608</b>
<b>Increases</b>	<b>-</b>	<b>92</b>	<b>2,219</b>	<b>2,600</b>	<b>4,911</b>
Balance Statement of Income	-	92	2,219	2,600	4,911
<b>Decreases</b>	<b>(2,786)</b>	<b>(110)</b>	<b>(3,816)</b>	<b>-</b>	<b>(6,712)</b>
Use of provisions	(2,374)	(33)	-	-	(2,407)
Decreases balance Statement of Income	(412)	(77)	(3,816)	-	(4,305)
<b>Closing Balance</b>	<b>1,238</b>	<b>769</b>	<b>5,200</b>	<b>2,600</b>	<b>9,807</b>

## Group

## 2017

EUR '000	For pending legal cases	For jubilee awards and severance	For off-balance sheet items	Other provisions	Total
<b>Opening Balance</b>	<b>1,238</b>	<b>769</b>	<b>5,200</b>	<b>2,964</b>	<b>10,171</b>
<b>Increases</b>	<b>2,278</b>	<b>78</b>	<b>6,792</b>	<b>-</b>	<b>9,148</b>
Balance Statement of Income	2,278	78	6,792	-	9,148
<b>Decreases</b>	<b>(413)</b>	<b>(39)</b>	<b>(4,019)</b>	<b>(364)</b>	<b>(4,835)</b>
Use of provisions	-	(20)	-	-	(20)
Balance Statement of Income	(413)	-	(4,019)	(364)	(4,796)
Decreases balance equity	-	(19)	-	-	(19)
<b>Closing Balance</b>	<b>3,103</b>	<b>808</b>	<b>7,973</b>	<b>2,600</b>	<b>14,484</b>

## 2016

EUR '000	For pending legal cases	For jubilee awards and severance	For off-balance sheet items	Other provisions	Total
<b>Opening Balance</b>	<b>4,024</b>	<b>787</b>	<b>6,797</b>	<b>682</b>	<b>12,290</b>
<b>Increases</b>	<b>-</b>	<b>92</b>	<b>2,219</b>	<b>2,600</b>	<b>4,911</b>
Balance Statement of Income	-	92	2,219	2,600	4,911
<b>Decreases</b>	<b>(2,786)</b>	<b>(110)</b>	<b>(3,816)</b>	<b>(318)</b>	<b>(7,030)</b>
Use of provisions	(2,374)	(33)	-	(12)	(2,419)
Balance Statement of Income	(412)	(77)	(3,816)	(306)	(4,611)
<b>Closing Balance</b>	<b>1,238</b>	<b>769</b>	<b>5,200</b>	<b>2,964</b>	<b>10,171</b>

## Note 19: Other liabilities

EUR '000	Bank		Group	
	31/12/2017	31/12/2016	31/12/2017	31/12/2016
Accrued expenses and deferred income	1,211	1,183	1,967	1,790
Liabilities for taxes and contributions	463	508	1,165	704
<b>Total</b>	<b>1,674</b>	<b>1,691</b>	<b>3,132</b>	<b>2,494</b>

## Notes on the Financial Statements

## Note 20: Share capital

EUR '000	Bank		Group	
	31/12/2017	31/12/2016	31/12/2017	31/12/2016
Ordinary shares - subscribed by privates	-	1	-	1
Ordinary shares - subscribed by foreign banks	20,384	20,383	20,384	20,383
<b>Total</b>	<b>20,384</b>	<b>20,384</b>	<b>20,384</b>	<b>20,384</b>

On 31 December 2017, the Bank's share capital amounted to 20,383,765 euros and was comprised of 4,888,193 pieces of ordinary non-par-value shares, which are fully paid. Each primary non-par-value share entitles its holder to one vote when concluding decisions at the Bank's General Meeting of Shareholders, to share in profit (dividend) and to appropriate share in remaining assets after the Bank's liquidation or bankruptcy.

## Note 21: Share premium

EUR '000	Bank		Group	
	31/12/2017	31/12/2016	31/12/2017	31/12/2016
Payments in excess of nominal amounts of paid-up shares	91,736	91,736	91,736	91,736
Share premium reserve	16,024	16,024	16,024	16,024
<b>Total</b>	<b>107,760</b>	<b>107,760</b>	<b>107,760</b>	<b>107,760</b>

## Note 22: Fair value reserves

For both years, the Note refers to the Bank and to the Group.

EUR '000	31/12/2017	31/12/2016
Fair value reserves, Cash flow hedge	4,196	907
Fair value reserves, Available-for-sale financial assets	21,368	17,665
Fair value reserves, Actuarial gains (losses) on defined benefit pension plans	523	506
<b>Total</b>	<b>26,087</b>	<b>19,078</b>

## Fair value reserves, Cash flow hedge

EUR '000	2017	2016
<b>Opening Balance</b>	<b>907</b>	<b>(3,262)</b>
Gross value	1,119	(3,931)
Deferred taxes	(212)	669
<b>Increases</b>	<b>3,289</b>	<b>4,169</b>
Gross value	4,060	5,050
Deferred taxes	(771)	(881)
<b>Closing Balance</b>	<b>4,196</b>	<b>907</b>
Gross value	5,179	1,119
Deferred taxes	(983)	(212)



### Fair value reserves, Available-for-sale financial assets

EUR '000	2017	2016
<b>Opening Balance</b>	<b>17,665</b>	<b>16,729</b>
Gross value	21,808	20,155
Deferred taxes	(4,143)	(3,426)
<b>Increases</b>	<b>6,207</b>	<b>9,773</b>
Gross value	7,663	12,563
Deferred taxes	(1,456)	(2,790)
<b>Decreases</b>	<b>(2,504)</b>	<b>(8,837)</b>
Gross value	(3,091)	(10,910)
Deferred taxes	587	2,073
<b>Closing Balance</b>	<b>21,368</b>	<b>17,665</b>
Gross value	26,380	21,808
Deferred taxes	(5,012)	(4,143)

### Fair value reserves, Actuarial gains (losses) on defined benefit pension plans

EUR '000	2017	2016
<b>Opening Balance</b>	<b>506</b>	<b>511</b>
Gross value	557	557
Deferred taxes	(51)	(46)
<b>Increases</b>	<b>17</b>	<b>(5)</b>
Gross value	19	-
Deferred taxes	(2)	(5)
<b>Closing Balance</b>	<b>523</b>	<b>506</b>
Gross value	576	557
Deferred taxes	(53)	(51)

## Note 23: Reserves from profit

EUR '000	Bank		Group	
	31/12/2017	31/12/2016	31/12/2017	31/12/2016
Mandatory reserves	1,307	1,307	1,307	1,307
Other reserves from profit	83,328	83,328	101,193	97,266
<b>Total</b>	<b>84,635</b>	<b>84,635</b>	<b>102,500</b>	<b>98,573</b>

Other reserves from profit for the Group include the badwill deriving from initial consolidation of the company UniCredit Leasing, d.o.o. in the amount of 14,893 thousand euros.

## Note 24: Retained earnings including profit / loss from current year

EUR '000	Bank		Group	
	31/12/2017	31/12/2016	31/12/2017	31/12/2016
Net profit for the year	38,341	13,864	36,235	17,791
Retained earnings	37	55	37	55
<b>Total</b>	<b>38,378</b>	<b>13,919</b>	<b>36,272</b>	<b>17,846</b>

## Notes on the Financial Statements

## Balance sheet available profit of the Bank

EUR '000	2017	2016
Net profit for the year	38,341	13,864
Retained earnings from previous years	37	55
<b>Balance sheet available profit</b>	<b>38,378</b>	<b>13,919</b>
Distribution of dividends from current year's profit	(38,341)	(13,864)
Distribution of dividends from profit of the previous years	(31)	(18)
Transfer to the following year	6	37

In the year 2017, 13,882 thousand euros of balance sheet available profit was distributed among the shareholders. The Management Board proposed to the Supervisory Board and the General Meeting of Shareholders of the Bank that part of the accumulated profit in the amount of 38.372 thousand euros shall be distributed among the shareholders. The rest of the accumulated profit remains undistributed.

## Basic and diluted earnings per share

EUR 1.000	Bank		Group	
	31/12/2017	31/12/2016	31/12/2017	31/12/2016
(1) Net profit for the year	38,341	13,864	36,235	17,791
(2) Number of shares	4,888,193	4,888,193	4,888,193	4,888,193
(3) Weighted number of shares in the year	4,888,193	4,888,193	4,888,193	4,888,193
<b>(4) Earnings per share in euros (1) / (3)</b>	<b>7.84</b>	<b>2.84</b>	<b>7.41</b>	<b>3.64</b>

Basic and diluted earnings per share are the same.

## Notes on the Statement of Income

## Note 25: Interest income

EUR '000	Bank		Group	
	2017	2016	2017	2016
Interest on financial assets held for trading	3,229	4,467	3,229	4,467
Interest on derivatives used for hedging	2,296	3,036	2,296	3,036
Interest on financial assets available for sale	6,419	8,346	6,419	8,346
Interest on loans and receivables	32,714	38,600	36,567	42,563
To banks	76	168	76	168
To customers	32,638	38,432	36,491	42,395
Interest from impaired loans	9,224	2,248	9,224	2,248
To customers	9,224	2,248	9,224	2,248
Interest on financial assets held to maturity	355	391	355	391
Negative interest on liabilities	1,415	1,364	1,415	1,364
<b>Total</b>	<b>55,652</b>	<b>58,452</b>	<b>59,505</b>	<b>62,415</b>

## Note 26: Interest expense

EUR '000	Bank		Group	
	2017	2016	2017	2016
Interest on Central Bank deposits and loans	-	59	-	59
Interest on financial liabilities held for trading	3,252	4,740	3,252	4,740
Interest on derivatives used for hedging	2,662	2,801	2,662	2,801
Interest on received deposits and loans	5,001	7,977	5,331	8,788
Paid to banks	2,578	3,321	2,855	4,079
Paid to customers	2,423	4,656	2,476	4,709
Negative interest in assets	1,444	937	1,444	937
<b>Total</b>	<b>12,359</b>	<b>16,514</b>	<b>12,689</b>	<b>17,325</b>

## Note 27: Dividend income

For both years, the Note refers to the Bank and to the Group.

EUR '000	2017	2016
Dividends from financial assets available for sale	140	8
<b>Total</b>	<b>140</b>	<b>8</b>

## Note 28: Fee and commission income

EUR '000	Bank		Group	
	2017	2016	2017	2016
Fees from transactions with securities	7,100	5,989	7,100	5,989
Fees from guarantees	2,916	2,840	2,875	2,829
Fees from performing payment services – maintenance of transaction accounts	2,651	2,660	2,651	2,660
Fees from performing payment services – payments	5,481	5,387	5,481	5,387
Fees from performing payment services – card operations	5,071	4,810	5,071	4,810
Fees from performing other payment services	1,973	1,638	1,973	1,638
Fees from loan and lease transactions	5,172	4,850	5,221	5,254
Fees from corporate finance advisory	939	1,680	939	1,680
Fees from other transactions	898	567	898	567
<b>Total</b>	<b>32,201</b>	<b>30,421</b>	<b>32,209</b>	<b>30,814</b>

## Notes on the Financial Statements

## Note 29: Fee and commission expenses

EUR '000	Bank		Group	
	2017	2016	2017	2016
Fees for performed payment services – card operations	2,831	2,512	2,831	2,512
Fees for performed other payment services	2,367	2,212	2,344	2,216
Fees for performed agency services and commission operations	1,397	1,221	1,412	1,221
Fees for performed services for corporate finance advisory	188	188	188	188
Fees for performed other services	1,255	1,359	1,413	1,576
<b>Total</b>	<b>8,038</b>	<b>7,492</b>	<b>8,188</b>	<b>7,713</b>

## Note 30: Realised gains and losses on financial assets and liabilities not measured at fair value through profit or loss

EUR '000	Bank		Group	
	2017	2016	2017	2016
<b>Realised gains</b>	<b>2,603</b>	<b>13,357</b>	<b>2,603</b>	<b>13,406</b>
On available-for-sale financial assets, debt instruments	1,446	8,288	1,446	8,288
On available-for-sale financial assets, equity instruments	17	3,621	17	3,621
On loans	1,115	1,396	1,115	1,396
On other financial assets and liabilities	25	52	25	101
<b>Realised losses</b>	<b>(2,387)</b>	<b>(2,076)</b>	<b>(2,387)</b>	<b>(2,076)</b>
On available-for-sale financial assets, debt instruments	(124)	(37)	(124)	(37)
On available-for-sale financial assets, equity instruments	-	(81)	-	(81)
On loans	(52)	(1,958)	(52)	(1,958)
On other financial assets and liabilities	(2,211)	-	(2,211)	-
<b>Total</b>	<b>216</b>	<b>11,281</b>	<b>216</b>	<b>11,330</b>

## Note 31: Gains and losses on financial assets and liabilities held for trading

For both years, the Note refers to the Bank and to the Group.

EUR '000	2017	2016
Net gains on securities trading	273	175
Net gains on purchase and sale of foreign currencies	2,096	2,580
Net gains / losses on derivatives	(645)	437
<b>Total</b>	<b>1,724</b>	<b>3,192</b>

## Note 32: Fair value adjustments in hedge accounting

For both years, the Note refers to the Bank and to the Group.

EUR '000	2017	2016
Changes in fair value of derivatives used for hedging group financial instruments against interest rate risk	2,609	864
Changes in fair value of derivatives for hedging fair value of instruments - micro	46	-
Changes in fair value of derivatives used for hedging cashflows of group financial instruments - ineffective portion - macro	(5,240)	(6,404)
Changes in fair value of group financial instruments hedged against interest rate risk	(3,125)	(1,223)
<b>Total</b>	<b>(5,710)</b>	<b>(6,763)</b>

Changes in fair value of derivatives used for hedging cashflows include net expense due to termination of instruments for hedging cash flows in the amount of 4,896 thousand euros.

## Note 33: Exchange gains / (losses)

EUR '000	Bank		Group	
	2017	2016	2017	2016
Gains on foreign exchange differences	132,101	185,108	132,143	185,274
Losses on foreign exchange differences	(129,737)	(184,638)	(129,791)	(184,827)
<b>Total</b>	<b>2,364</b>	<b>470</b>	<b>2,352</b>	<b>447</b>

## Note 34: Gains and losses on derecognition of assets other than held for sale

EUR '000	Bank		Group	
	2017	2016	2017	2016
Gains on derecognition	-	-	98	5
Losses on derecognition	(649)	(82)	(649)	(82)
<b>Total</b>	<b>(649)</b>	<b>(82)</b>	<b>(551)</b>	<b>(77)</b>

## Note 35: Other operating net income / (loss)

EUR '000	Bank		Group	
	2017	2016	2017	2016
<b>Gains</b>	<b>1,417</b>	<b>2,278</b>	<b>2,469</b>	<b>4,211</b>
Gains on operational risk	6	4	205	128
Refund of expenses for delegates abroad	954	1,025	1,091	1,138
Gains on leases	93	138	730	1,277
Other gains	364	1,111	443	1,668
<b>Losses</b>	<b>(2,527)</b>	<b>(2,050)</b>	<b>(2,779)</b>	<b>(2,466)</b>
Memberships	(74)	(70)	(74)	(70)
Losses on operational risk	(61)	(39)	(61)	(180)
Bank Resolution Fund	(1,184)	(1,405)	(1,184)	(1,405)
Losses on leases	-	-	(143)	(160)
Other losses	(1,208)	(536)	(1,317)	(651)
<b>Total</b>	<b>(1,110)</b>	<b>228</b>	<b>(310)</b>	<b>1,745</b>

## Notes on the Financial Statements

## Note 36: Administrative costs

EUR '000	Bank		Group	
	2017	2016	2017	2016
Staff costs	23,479	23,031	24,422	24,003
Other administrative costs	13,387	10,997	13,658	11,346
<b>Total</b>	<b>36,866</b>	<b>34,028</b>	<b>38,080</b>	<b>35,349</b>

## Staff costs

EUR '000	Bank		Group	
	2017	2016	2017	2016
Gross salaries	16,615	16,253	17,265	16,936
Contributions for social security	1,096	1,236	1,138	1,285
Contributions for pension insurance	1,326	1,505	1,398	1,583
Other contributions levied on gross salaries	454	29	463	39
Allowance for transport to work and for meals	1,325	1,338	1,361	1,391
Variable salaries	1,334	1,152	1,432	1,218
Other staff costs	1,329	1,518	1,365	1,551
<b>Total</b>	<b>23,479</b>	<b>23,031</b>	<b>24,422</b>	<b>24,003</b>

## Other administrative costs

EUR '000	Bank		Group	
	2017	2016	2017	2016
Operating leasehold on premises	2,009	2,047	1,982	2,052
IT services	2,305	2,447	2,376	2,519
Post and communication	1,287	1,207	1,356	1,267
Consulting and auditing services	2,884	1,260	2,910	1,285
Other outsourced services	790	737	884	884
Marketing	1,132	971	1,132	972
Training	137	117	137	117
Material costs	655	627	664	635
Costs of fixed assets maintenance and security	1,188	776	1,199	796
Insurance	529	533	538	537
Travel costs	140	129	149	136
Supervision costs	331	146	331	146
<b>Total</b>	<b>13,387</b>	<b>10,997</b>	<b>13,658</b>	<b>11,346</b>

Consulting and auditing services include the audit of the financial statements for 2017 in the amount of 191 thousand euros provided by Deloitte revizija, d.o.o.. The latter did not perform non-audit services for the Bank.

The Bank rents several branches and office premises. Rental contracts usually run for up to 15 years with the option to renew or cancel them.

The future minimum lease payments to be paid not later than in one year amount to 1,939 thousand euros, payments to be paid later than in one year and not later than in five years 1,440 thousand euros and payments to be paid later than in five years 170 thousand euros (in 2016: 1,944 thousand euros not later than in one year, payments to be paid later than in one year and not later than in five years 1,442 thousand euros and payments to be paid later than in five years 181 thousand euros).

## Note 37: Depreciation

EUR '000	Bank		Group	
	2017	2016	2017	2016
<b>Depreciation of property, plant and equipment</b>	<b>1,611</b>	<b>1,684</b>	<b>2,275</b>	<b>2,692</b>
Depreciation of leasehold improvements	681	704	682	706
Depreciation of computer hardware	595	583	595	591
Depreciation of other equipment	335	397	998	1,395
<b>Amortisation of intangible assets</b>	<b>3,559</b>	<b>4,038</b>	<b>3,600</b>	<b>4,075</b>
<b>Depreciation of investment property</b>	<b>-</b>	<b>-</b>	<b>62</b>	<b>126</b>
<b>Total</b>	<b>5,170</b>	<b>5,722</b>	<b>5,937</b>	<b>6,893</b>

## Note 38: Provisions

EUR '000	Bank		Group	
	2017	2016	2017	2016
For pending legal cases	1,865	(413)	1,865	(413)
For severance and jubilee salaries	78	15	78	15
For potential losses	-	2,600	(364)	2,294
For off-balance sheet items	2,773	(1,596)	2,773	(1,596)
<b>Total</b>	<b>4,716</b>	<b>606</b>	<b>4,352</b>	<b>300</b>

## Note 39: Impairments

EUR '000	Bank		Group	
	2017	2016	2017	2016
<b>Impairment of financial assets, measured at cost</b>	<b>(37,949)</b>	<b>(70,745)</b>	<b>(33,748)</b>	<b>(73,973)</b>
Increase	39,956	32,473	47,729	35,099
Loans	39,820	31,980	47,593	34,606
Other financial assets	136	493	136	493
Decrease	(77,905)	(103,218)	(81,477)	(109,072)
Loans	(77,479)	(96,428)	(81,051)	(102,282)
Other financial assets	(426)	(6,790)	(426)	(6,790)
<b>Write-offs of financial assets, measured at cost</b>	<b>8,916</b>	<b>88,136</b>	<b>10,269</b>	<b>88,988</b>
Write-offs	8,931	88,294	10,586	89,159
Income from written-off claims	(15)	(158)	(317)	(171)
<b>Impairment on investment property</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>47</b>
Increase	-	-	-	47
<b>Total</b>	<b>(29,033)</b>	<b>17,391</b>	<b>(23,479)</b>	<b>15,062</b>

## Notes on the Financial Statements

## Note 40: Profit or loss from non-current assets held for sale

EUR '000	Bank		Group	
	2017	2016	2017	2016
Profit from non-current assets held for sale	9	2	9	396
Loss from non-current assets held for sale	(5)	-	(5)	(17)
<b>Total</b>	<b>4</b>	<b>2</b>	<b>4</b>	<b>379</b>

## Note 41: Corporate income tax

EUR '000	Bank		Group	
	2017	2016	2017	2016
Current tax	3,643	2,479	3,587	3,321
Deferred tax	4,732	(887)	3,990	(265)
<b>Total</b>	<b>8,375</b>	<b>1,592</b>	<b>7,577</b>	<b>3,056</b>

The amount of corporate income tax entirely affects the dividends, which are proposed to be paid to the shareholders of the Bank.

EUR '000	Bank		Group	
	2017	2016	2017	2016
Profit / loss before taxes	46,716	15,456	43,812	20,848
Theoretical tax (19 % for 2017, 17 % for 2016)	8,876	2,628	8,324	3,544
Tax decrease	(247)	(248)	(985)	(1,644)
for deductible income	(246)	(2)	(936)	(1,014)
previous taxes revocation	(1)	(246)	(49)	(630)
Tax on non-deductible expenses	152	115	1,851	615
Deferred taxes	4,732	(887)	3,990	(265)
Adjustment for the calculated deferred taxes	4,732	(887)	3,990	(265)
Other adjustments	(5,138)	(16)	(5,603)	806
<b>Total</b>	<b>8,375</b>	<b>1,592</b>	<b>7,577</b>	<b>3,056</b>

## Notes to the Statement of Cash Flows

## Note 42: Cash and Cash equivalents

EUR '000	Bank		Group	
	31/12/2017	31/12/2016	31/12/2017	31/12/2016
Cash	10,943	12,586	10,943	12,586
Minimum reserve with the Central Bank	359,410	19,761	359,410	19,761
Demand deposits to banks	42,207	276,974	44,212	278,979
Loans to banks with maturity up to 3 months	4,203	7,540	4,203	7,540
<b>Total</b>	<b>416,763</b>	<b>316,861</b>	<b>418,768</b>	<b>318,866</b>



## Notes to the Commitments and other Off-balance-sheet Items in line with the Bank of Slovenia requirements

### Note 43: Commitments and other Off-balance-sheet Items

For both years, the Note refers to the Bank and to the Group.

EUR '000	31/12/2017	31/12/2016
Guarantees	217,069	201,216
Committed credit and overdraft lines	619,356	536,256
Creditors on spot business	20,264	33,713
Notional amount of derivatives	1,957,406	3,183,714
<b>Total</b>	<b>2,814,095</b>	<b>3,954,899</b>

#### Annual changes, guarantees

EUR '000	2017	2016
<b>Opening Balance</b>	<b>201,216</b>	<b>200,197</b>
<b>Increases</b>	<b>184,513</b>	<b>163,555</b>
Issued guarantees	182,218	161,740
Exchange rate differences	2,295	1,815
<b>Decreases</b>	<b>(168,660)</b>	<b>(162,536)</b>
Redemption	(207)	(188)
Expired guarantees	(165,648)	(160,558)
Exchange rate differences	(2,805)	(1,790)
<b>Closing Balance</b>	<b>217,069</b>	<b>201,216</b>

#### Derivatives

EUR '000	31/12/2017	31/12/2016
Forwards and futures	101,978	241,480
Interest options	16,126	14,201
Interest swaps	1,519,486	2,531,452
Held for trading	643,229	587,339
Held for hedging	876,257	1,944,113
Currency swaps	318,966	395,913
Held for trading	159,676	220,057
Held for hedging	159,290	175,856
Commodity swaps	850	668
<b>Total</b>	<b>1,957,406</b>	<b>3,183,714</b>

The Bank discloses the explanation regarding the uncertainty relating to the financial derivatives through the analysis of the counterparty risk, in the chapter Risk report. The Bank's intention is also to close most of the positions out of derivative business.

## Notes on the Financial Statements

## Note 44: Fiduciary activities

For both years, the Note refers to the Bank and to the Group.

EUR '000	31/12/2017	31/12/2016
Cash from clients for brokerage with financial instruments	10,166	8,855
Receivables from managing financial instruments	43,753	43,423
Receivables from custody business	9,865,590	7,900,720
Receivables from the Central Securities Clearing Corporation for sold financial instruments	19	2
Receivables from settlement systems and institutions for sold financial instruments (buyers)	3,455	7,299
Receivables from settlement business	19	97
Receivables from other businesses on behalf and for account of third parties	147,026	189,499
<b>Assets total</b>	<b>10,070,028</b>	<b>8,149,895</b>
Liabilities to customers from money and financial instruments	53,917	52,278
Liabilities to the Central Securities Clearing Corporation for financial instruments bought	-	96
Liabilities to other settlement systems and institutions for purchased financial instruments (suppliers)	9,869,065	7,907,925
Liabilities to bank for commissions, expenses, etc.	1	-
Liabilities from settlement business	19	97
Liabilities from other businesses on behalf and for account of third parties	147,026	189,499
<b>Liabilities total</b>	<b>10,070,028</b>	<b>8,149,895</b>

## Note 45: Agency services

For both years, the Note refers to the Bank and to the Group.

EUR '000	31/12/2017	31/12/2016
<b>Claims of settlement and transaction accounts for client assets</b>	<b>9,912,817</b>	<b>7,951,444</b>
From financial instruments	9,909,343	7,944,143
To the Central Securities Clearing Corporation or to bank's clearing account for sold financial instruments	19	2
To the settlement systems and institutions for sold financial instruments (buyers)	3,455	7,299
<b>Clients' cash</b>	<b>10,166</b>	<b>8,855</b>
On settlement account for clients' funds	1,876	1,799
On banks' transaction accounts	8,290	7,056
<b>Assets total</b>	<b>9,922,983</b>	<b>7,960,299</b>
<b>Liabilities of settlement account or transaction accounts for clients' funds</b>	<b>9,922,983</b>	<b>7,960,299</b>
To clients from cash and financial instruments	53,917	52,278
To the Central Securities Clearing Corporation or to Bank's clearing account for purchased financial instruments	-	96
To other settlement systems and institutions for purchased financial instruments (suppliers)	9,869,065	7,907,925
To the bank or the bank's settlement account for commissions, expenses, etc.	1	-
<b>Liabilities total</b>	<b>9,922,983</b>	<b>7,960,299</b>
<b>Off-balance-sheet items</b>	<b>9,909,343</b>	<b>7,944,143</b>
<b>Clients' financial instruments, itemised by services</b>	<b>9,909,343</b>	<b>7,944,143</b>
Managing financial instruments	43,753	43,423
Custodian services	9,865,590	7,900,720

### Income and expenses from fees related to investment services and businesses

EUR '000	2017	2016
<b>Income from fees and commission related to investment and subsidiary investment services and businesses for clients</b>	<b>8,041</b>	<b>7,670</b>
Reception, intermediary, and execution of orders	104	60
Management of financial instruments	486	453
Initial public offering and subsequent sales without obligation to buy	498	101
Custodian and related services	6,014	5,376
Consultancy to undertakings on capital structure, industrial strategy and related matters, and advice and services relating to mergers and acquisitions of undertakings	939	1,680
<b>Expenses from fees and commission related to investment and auxiliary investments services and businesses for clients</b>	<b>1,758</b>	<b>1,366</b>
Fees related to the Central Securities Clearing Corporation and to similar organizations	1,758	1,366

## Notes on the Financial Statements

## Note 46: Related parties

The Bank is a subsidiary of UniCredit S.p.A., incorporated in Milan, which owns 100.0 % of the Bank's shares and is the ultimate parent of the Group.

The Bank enters into several banking transactions with other members of the parent group UniCredit, which includes granted and received loans and deposits, buying and selling foreign currency as well as derivatives.

The volumes of related-party transactions and related income and expenses are stated as follows:

## Statement of Financial Position

EUR '000	Bank		Group	
	31/12/2017	31/12/2016	31/12/2017	31/12/2016
<b>Loans</b>	<b>211,749</b>	<b>380,841</b>	<b>74,740</b>	<b>283,284</b>
Management Board	827	446	870	526
Key management personnel	158	239	217	319
Parent company	42,513	4,046	42,513	4,046
Other companies within parent group UniCredit	168,216	375,996	31,105	278,276
Other related parties	35	114	35	117
<b>Derivatives</b>	<b>11,743</b>	<b>14,405</b>	<b>11,743</b>	<b>14,405</b>
Parent company	1,021	-	1,021	-
Other companies within parent group UniCredit	10,722	14,405	10,722	14,405
<b>Other assets</b>	<b>916</b>	<b>59</b>	<b>843</b>	<b>7</b>
Parent company	713	7	713	7
Other companies within parent group UniCredit	203	52	130	-
<b>Total assets</b>	<b>224,408</b>	<b>395,305</b>	<b>87,326</b>	<b>297,696</b>
<b>Financial liabilities measured at amortised cost</b>	<b>116,740</b>	<b>213,964</b>	<b>128,248</b>	<b>255,653</b>
Management Board	76	85	99	120
Key management personnel	5	11	77	93
Parent company	18	52,004	18	52,004
Other companies within parent group UniCredit	116,340	161,591	109,585	203,163
Other related parties	301	273	18,469	273
<b>Derivatives</b>	<b>25,981</b>	<b>66,017</b>	<b>25,981</b>	<b>66,017</b>
Parent company	1,151	1	1,151	1
Other companies within parent group UniCredit	24,830	66,016	24,830	66,016
<b>Other liabilities</b>	<b>2,320</b>	<b>1,380</b>	<b>2,318</b>	<b>1,480</b>
Parent company	830	463	830	563
Other companies within parent group UniCredit	1,490	917	1,488	917
<b>Total liabilities</b>	<b>145,041</b>	<b>281,361</b>	<b>156,547</b>	<b>323,150</b>

Loans to banks within the parent group include demand deposits, time deposits and loans to banks. They are unsecured and carry partially variable and partially fixed interest rates at market price.

## Statement of Income

EUR '000	Bank		Group	
	2017	2016	2017	2016
<b>Interest income</b>	<b>1,933</b>	<b>2,426</b>	<b>126</b>	<b>1,627</b>
Management Board	11	5	12	6
Key management personnel	2	3	2	4
Parent company	-	9	-	9
Other companies within parent group UniCredit	1,919	2,409	111	1,607
Other related parties	1	-	1	1
<b>Interest expense</b>	<b>8,276</b>	<b>7,848</b>	<b>8,545</b>	<b>7,848</b>
Parent company	983	17	983	17
Other companies within parent group UniCredit	7,291	7,829	7,560	7,829
Other related parties	2	2	2	2
<b>Fee and commission income</b>	<b>1,752</b>	<b>758</b>	<b>1,709</b>	<b>746</b>
Parent company	650	100	650	100
Other companies within parent group UniCredit	1,102	658	1,059	646
<b>Fee and commission expenses</b>	<b>493</b>	<b>466</b>	<b>574</b>	<b>466</b>
Parent company	233	11	312	11
Other companies within parent group UniCredit	260	455	262	455
<b>Gains and losses on financial assets and liabilities held for trading</b>	<b>(6,290)</b>	<b>(8,935)</b>	<b>(6,290)</b>	<b>(8,935)</b>
Parent company	(437)	(847)	(437)	(847)
Other companies within parent group UniCredit	(5,853)	(8,088)	(5,853)	(8,088)
<b>Fair value adjustments in hedge accounting</b>	<b>(2,540)</b>	<b>(5,540)</b>	<b>(2,540)</b>	<b>(5,540)</b>
Parent company	830	-	830	-
Other companies within parent group UniCredit	(3,370)	(5,540)	(3,370)	(5,540)
<b>Other operating income</b>	<b>1,237</b>	<b>1,186</b>	<b>1,113</b>	<b>1,031</b>
Parent company	825	979	962	979
Other companies within parent group UniCredit	412	207	151	52
<b>Administrative costs</b>	<b>4,119</b>	<b>2,343</b>	<b>4,026</b>	<b>2,631</b>
Parent company	313	320	313	320
Other companies within parent group UniCredit	3,806	2,023	3,713	2,311

## Remuneration paid

EUR '000	Bank		Group	
	2017	2016	2017	2016
<b>Remuneration paid to the Management Board</b>	<b>1,429</b>	<b>619</b>	<b>1,527</b>	<b>695</b>
Salaries and other short-term benefits	1,429	619	1,527	695
<b>Remuneration paid to the Supervisory Board members</b>	<b>44</b>	<b>65</b>	<b>44</b>	<b>65</b>
<b>Remuneration paid to other employees with an individual contract</b>	<b>1,664</b>	<b>1,768</b>	<b>1,849</b>	<b>1,984</b>
Salaries and other short-term benefits	1,664	1,768	1,849	1,984
<b>Total</b>	<b>3,137</b>	<b>2,452</b>	<b>3,420</b>	<b>2,744</b>
Number of the Management Board members as of 31 December	5	5	6	6
Number of the Supervisory Board members as of 31 December	4	6	4	6
Number of other employees with an individual contract as of 31 December	20	18	23	21

In 2017, there were on average 17 employees with an individual contract.

## Notes on the Financial Statements

In the years 2016 and 2017 there were no payments received in line with share options and performance shares program.

The Supervisory Board Members received 44 thousand euros compensation paid.

#### Transactions of the Bank with its subsidiary UniCredit Leasing d.o.o.

##### Balances in Statement of Financial Position

EUR '000	31/12/2017	31/12/2016
Loans and receivables	137,125	99,737
Investments in subsidiaries, associates and joint ventures	1	1
Other assets	73	52
Financial liabilities measured at amortised cost	6,757	1,278

##### Income / expense

EUR '000	2017	2016
Interest income	1,808	1,532
Fee and commission income	41	11
Other operating net income / (loss)	342	288
Administrative costs	(42)	(20)

#### Note 47: Events after the reporting period

After the end of the reporting period, the Bank and the Group did not detect any major events that would affect their Financial Statements for 2017 or that would require disclosures in these Financial Statements.

# Improve asset quality.



We addressed Italian legacy issues through the sale of a 17 billion euros portfolio (FINO) and proactive bad loans management. A more disciplined risk management strategy and underwriting processes are driving significant improvements in all our asset quality metrics.

# Declaration on the Adequacy of Risk Management Arrangements

In accordance with Article 435(e) of the Regulation (EU) No. 575/2013 of the European Parliament and of the Council on prudential requirements for credit institutions and investment firms (CRR), the governance bodies of UniCredit Banka Slovenija d.d – the Management Board (comprised of : Chairman of the Management Board Stefan Vavti, M.Sc, Member of the Management Board, Damijan Dolinar, M.Sc., Member of the Management Board, Alessandro Pontoglio, Member of the Management Board, Sergio Marino) and the Supervisory Board of, represented by the Chairman Marco Lotteri confirm, by signing this Declaration, that UniCredit Banka Slovenija d.d. has established and maintained adequate system of internal controls and risk management which is in line with the risk profile, volume of assumed risks and strategy.

Ljubljana, 20 February 2018



Marco Lotteri  
Chairman of the Supervisory Board



Stefan Vavti, M. Sc.  
Chairman of the Management Board



Damijan Dolinar, M. Sc., CFA  
Member of the Management Board



Alessandro Pontoglio  
Member of the Management Board



Sergio Marino  
Member of the Management Board



# Risk Report

## Overall Risk Management

The Group identifies, measures, monitors and manages the risks of the bank UniCredit Banka Slovenija d.d. and of the company UniCredit Leasing d.o.o. In performing this task, the Bank works closely with risk control and risk management units of the parent group in line with the existing parent group standards. Regular risk monitoring and risk management are also performed in close cooperation with the parent group and with the intention of ensuring comprehensive risk management across the parent group.

In line with the principles of the parent group UniCredit, the Group identifies, measures, monitors, and/or manages the following categories of risk:

- Credit risk,
- Market risk (interest rate risk, credit spread risk, currency risk and equity risk),
- Derivatives-linked risk (counterparty risk, CVA risk),
- Liquidity risk,
- Operational risk,
- Reputational risk,
- Business risk,
- Strategic risk,
- Capital risk,
- Financial investment risk and
- Real estate risk.

The Group manages risks in a coordinated manner at different organizational levels. Furthermore, the risk management structure is part of wider risk management practice of the parent group UniCredit. In this way, it supports the uniformity of risk management and control procedures across the entire parent group.

The Bank's Management Board and Supervisory Board determine the risk policy and approve the principles of risk management and the establishment of limits for all relevant risks. Central risk management activities of the Group are steered by the Risk Management division, which is independent from the Group's business units and it is responsible directly to the Chief Risk Officer, who is member of the Management Board. There are three types of high-level committees, which are central to the risk function: the Assets and Liabilities Committee (ALCO), the Credit Committee and the Operational Risk Committee.

### Asset and Liability Committee (ALCO)

The Asset and liability committee (hereinafter referred to as: ALCO) is the Group's committee dealing with questions of comprehensive risk management. ALCO deals with the approval and reviewing of strategies and policies of assuming and managing risks, it regularly verifies the Bank's exposure to different types of risks and approves the establishment of limits for all relevant risks and the risk control procedures. ALCO is responsible for the management of the Group's balance-sheet structural, it monitors the exposure to market and liquidity risk and derivative-linked risks, it monitors the loan portfolio and deals with cross-divisional risk management issues and the overall Group management. The ALCO also deals with to the management of the Group's capital; it has an overview of the development of capital adequacy and ratios, of regulatory and economic capital, capital allocation and available financial resources.

### Credit Committee

For the approval of individual credit exposures, the Bank uses a credit committee. The approval authority is defined by the (potential) exposure amount of the client or the group of clients and its/their rating. In line with the legislation and internal acts of the parent group, the Supervisory Board confirms the decisions, when large exposures occur. In credit committees, representatives of the Risk Management and Sales divisions are present as well as the CEO. Credit Committee regular sessions are held weekly. Procedures and assessment criteria for individual credit exposures are determined in appropriate internal guidelines and instructions. The Credit Committee delegates approval rights for lower credit exposures to legal entities and to individuals to those bearing individual credit competences. The approval process is also setup for the subsidiary company in line with the Bank's policies.

### Operational Risk Committee (OpRisk Committee)

The OpRisk Committee is responsible for effective oversight of operational risk exposure. The Committee maintains an overall understanding and know-how of the operational risk control framework and of how the exposure to operational risk affects the company. The OpRisk Committee is also responsible for verifying that the operational risk measurement and control system is closely integrated in the day-to-day risk management process of the Group. Beside operational risk topics, also the reputational risk related topics are discussed within OpRisk Committee. The OpRisk Committee meets at least four times per year.

## Risk Report

### Risk Management

The Group has defined clear pricing basis for customer loans and deposits, to enable a clear separation of client business benefit from the internal funds management function of the Group. Within the Group, the Asset and Liabilities Management unit has the responsibility to manage market, liquidity and funding risk and it reports directly to the CFO. The ALM unit is accountable for optimizing the Bank's overall maturity structure and the return on it.

### Risk Appetite

A key element of risk management is the annual definition of risk appetite by the Group's Management Board. The Group's strategic goals are also validated from this perspective. The scope of the Group's assumed risks is defined in the dialogue, with the parent group UniCredit and is approved by the Supervisory Board. The Risk Appetite describes the key principles of the Group risk orientation, in qualitative terms (in the form of statement) and in the form of a quantitative framework of key indicators. The Risk Appetite defines risk categories and the level of risk that the Group is prepared to accept in pursuit of its business goals, strategies, policies and plans and are a part of strategic orientation and of business plan and at the same time compliant with it's the role of the group within the parent group UniCredit.

The key risk appetite dimensions are business strategy, capital and liquidity adequacy. In this way, the scope of risk appetite is defined through key indicators representing Pillar 1 and Pillar 2 indicators, and recovery plan indicators. The scope of risk appetite is part of planning process and in this context compliant with the plans and with planned risk profile of the Group.

For each indicator, target value (for which they strive with their operations) or the so-called trigger value is defined, or a limit is specified. This ensures regular monitoring, timely escalation and a link to the recovery plan. Exposures to risks, scope of assumed risks and the ability to assume different risks as well as stress situations are presented to the Bank's Management Board as well as to the aforementioned committees through different reports.

## Credit Risk

Credit risk is defined as risk of creation of loss due to the failure to fulfil debtor's obligations to a bank.

Types of credit risk are the following:

- Default risk is the risk that after 90 days the counterparty fails to meet contractual payment obligations to the Group or only small possibility of payment exists in accordance with European Union Directive CRD IV and the European Union Regulation CRR and valid internal rulebooks of the Group. The outcome is classification of all the claims with particular client as defaulted.
- Country risk is the risk that the Bank may suffer a loss in any given country, due to any of the following reasons: a possible deterioration of economic conditions, political and social upheaval, nationalization and expropriation of assets, government repudiation of indebtedness, exchange controls and disruptive currency depreciation or devaluation.
- Settlement risk is the risk that the settlement or clearance of transactions will fail. It arises whenever the exchange of cash, securities and/or other assets is not simultaneous.
- Concentration risk is the risk that arises from the overexposure toward single client, single industry or single geographic area.
- Counterparty credit risk means the risk that the counterparty to a transaction could default before the final settlement of the transaction's cash flows. The scope of application are derivative instruments, repurchase transactions, securities or commodities lending or borrowing transactions, long settlement transactions and margin lending transactions.
- Securitization risk toward which the Group is not exposed.

The main objective of managing credit risk is to reach and obtain a high quality and dispersion of credit portfolio. The Group manages credit risk in line with its internal rules. Procedures of managing credit risk are performed on a single transaction level, single client level and on a portfolio level through procedures, structures and rules, that steer, govern and standardize the assessment and management of credit risk, in line with the Group principles and best practice. The activities are aimed at analysing the main components of credit risk and their temporal evolution, in order to be able to detect promptly any symptoms of deterioration and, therefore, take appropriate corrective actions.

The use of various credit rating models embedded in the decision-making processes related to risk management provides the basis for efficient credit risk management. Credit rating models are also of key importance when defining capital requirement according to the level of risk-weighted assets. The Group pays a lot of attention to consistent reporting to the Supervisory Board and to implementations of internal controls. Based on risk-weighted price pricing and proactive credit risk management, the Group constantly improves the portfolio's diversification and risk/return ratio.

Specific credit governance rules define the allocation of responsibilities and mechanisms of interaction between the Holding Company and the Group with respect to credit risk management topics and ensure compliance of the overall Group credit risk management framework with the regulatory framework to which the Holding Company is subject to.

The parent group UniCredit-wide rules and principles for guiding, governing and standardizing the credit risk assessment and management are defined at the Group level and are in line with the regulatory requirements and Group best practice. The rules supplement the policies which refer to individual business areas, segments transactions, etc.

The Group's credit risk strategies are an effective instrument for governing credit risk, contributing to the setting of the group's ambitions within the budget process in coherence with the Group Risk Appetite, of which they are an integral part. Starting from the macroeconomic scenario, the outlook at industry level and the business strategy initiatives, Credit Risk Strategies define a set of guidelines and operative targets for the business segments.

### Measuring credit risk

The foundation of credit approval process is a detailed risk assessment of every credit exposure associated with counterparty. The Group's risk assessment procedures consider both probability to default of specific counterparty and the risks related to the specific type of credit facility exposure. When measuring credit risk, the Group calculates probability of default which also forms basis for calculation of credit rating of specific counterparty.

For part of the corporate portfolio, the Bank assesses probability of default (PD) based on the internal methodology (IRB approach), in accordance with the Directive CRD IV and the Regulation CRR. For the other part of portfolio, the Bank uses local models for measuring credit rating. With the goal of effective and statistically supported credit risk measurement, the Group prepares and monitors internal models in accordance with previously mentioned Direction and Regulation and the parent group's guidelines.

Probability of default and consequently a client's credit rating are determined based on financial data, qualitative factors and warning signals. The Group uses the scale provided by the parent group UniCredit with ten major credit rating classes and with an additional division to 26 sub-classes with assigned probabilities of default.

The parent group's UniCredit scale accordingly includes 26 credit rating sub-classes in range from 1+ to 10, which are calibrated according to local specifics. The last two main classes represent non-performing assets (defaulted clients).

**The table below shows the comparison between internal and external ratings:**

Internal rating*	S&P	Moody's	Fitch
1	AAA / AA+ / AA / AA-	Aaa / Aa1 / Aa2 / Aa3	AAA / AA+ / AA / AA-
2	A+ / A / A-	A1 / A2 / A3	A+ / A / A-
3	BBB+ / BBB	Baa1 / Baa2	BBB+ / BBB
4	BBB- / BB+	Baa3 / Ba1	BBB- / BB+
5	BB	Ba2	BB
6	BB- / B+	Ba3 / B1	BB- / B+
7	B	B2	B
8	B- / CCC / CC	B3 / Caa / Ca	B- / CCC / CC

\* For this comparison, the internal ratings were grouped into eight comparable groups; the ninth and tenth group represent defaulted clients and are not included in the table.

## Risk Report

The table below shows exposure of on-balance-sheet items to credit risk

EUR '000	Bank		Group	
	31/12/2017	31/12/2016	31/12/2017	31/12/2016
Cash, checking accounts at central and commercial banks	412,560	309,308	412,560	311,313
Financial assets held for trading	6,932	20,118	6,932	20,118
Available-for-sale financial assets	397,142	432,924	397,142	432,924
Derivatives - hedge accounting	11,334	10,995	11,334	10,995
Loans and receivables	1,920,979	1,870,452	1,984,128	1,943,534
To banks	40,994	14,660	40,994	14,660
To customers	1,875,731	1,852,086	1,936,147	1,921,020
Other financial assets	4,254	3,706	6,987	7,854
Held-to-maturity financial assets	7,202	7,127	7,202	7,127
Other assets	1,254	758,000	2,096	2,072
<b>TOTAL</b>	<b>2,757,403</b>	<b>2,651,682</b>	<b>2,821,394</b>	<b>2,728,083</b>

Please note that the above credit exposure is expressed in terms of gross values not including impaired amounts. Other financial assets and balances with the Central Bank and commercial banks within Statement of Financial Position are classified as Banks or Clients. In some cases, totals don't match due to rounding.

Exposure of off-balance-sheet items to credit risk

EUR '000	Bank		Group	
	31/12/2017	31/12/2016	31/12/2017	31/12/2016
Guarantees	217,069	201,216	217,069	201,216
Committed credit and overdraft lines	619,356	536,256	619,356	536,256
Creditors on spot business	20,264	33,713	20,264	33,713
Notional amount of derivatives	1,957,406	3,183,714	1,957,406	3,183,714
<b>Total</b>	<b>2,814,095</b>	<b>3,954,899</b>	<b>2,814,095</b>	<b>3,954,899</b>

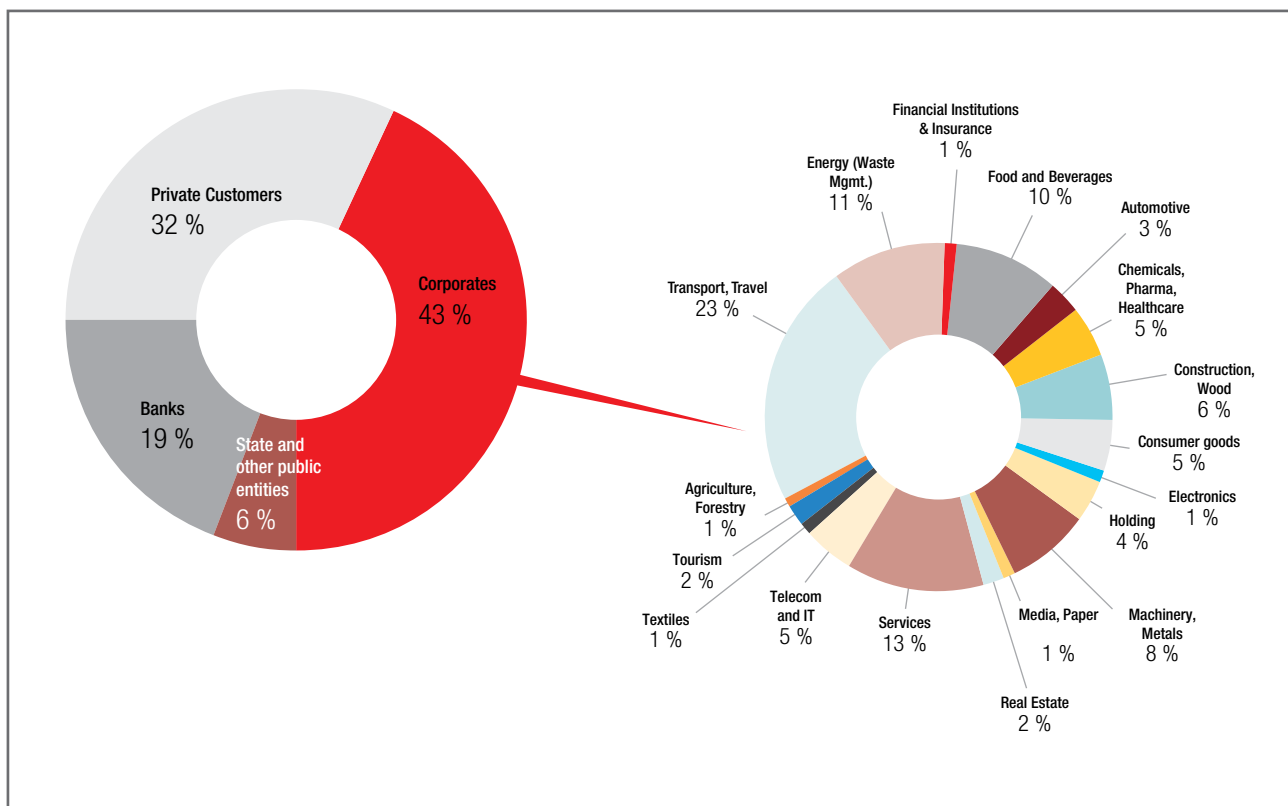
Country risk exposure of the Group and Bank considering financial assets held for trading, available for sale and held to maturity is only related to Slovenia.

### Portfolio analysis

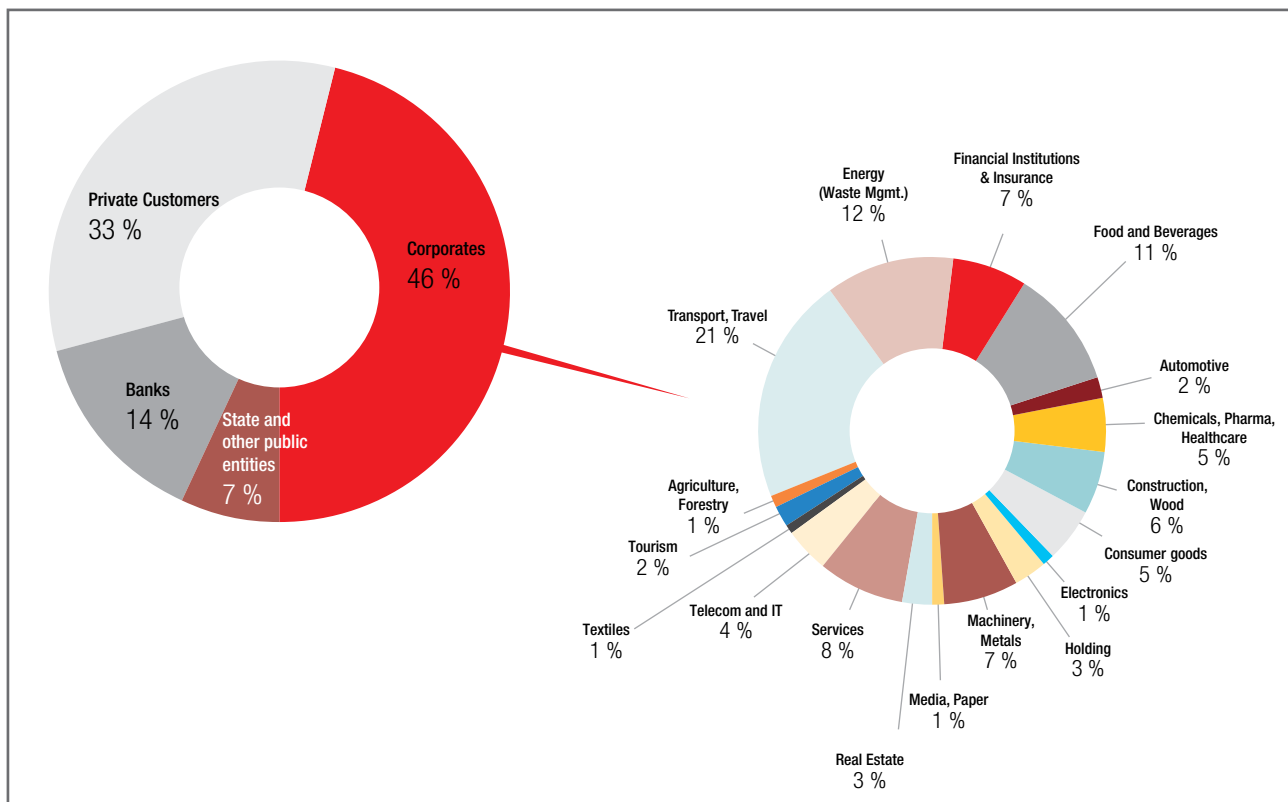
As of the end of December 2017, the Group's on-balance-sheet outstanding portfolio of non-banking sector claims increased by 13.1 million euros or by 0.68 % in comparison to the end of year 2016. In the non-banking sector, major growth of volumes occurred due to additional crediting in the Services sector, which grew by 53.6 million euros or by 64.2 %. The Group faced the largest drop in the Financial Industry and Insurance sector, which decreased by 65.3 million euros or 89.4 % as compared to the end of year 2016. The total Group's on-balance outstanding credit portfolio including banking and non-banking claims increased by 142.0 million euros or by 6.3 % compared to the end of the previous year.

The Bank's credit portfolio increased by 155.4 million euros or by 7.1 % in comparison to the previous year. As of 31 December 2017, the Group recorded 2.387 million euros of credit exposure to non-banking and banking sector.

**Group's portfolio segmentation as of 31 December 2017**

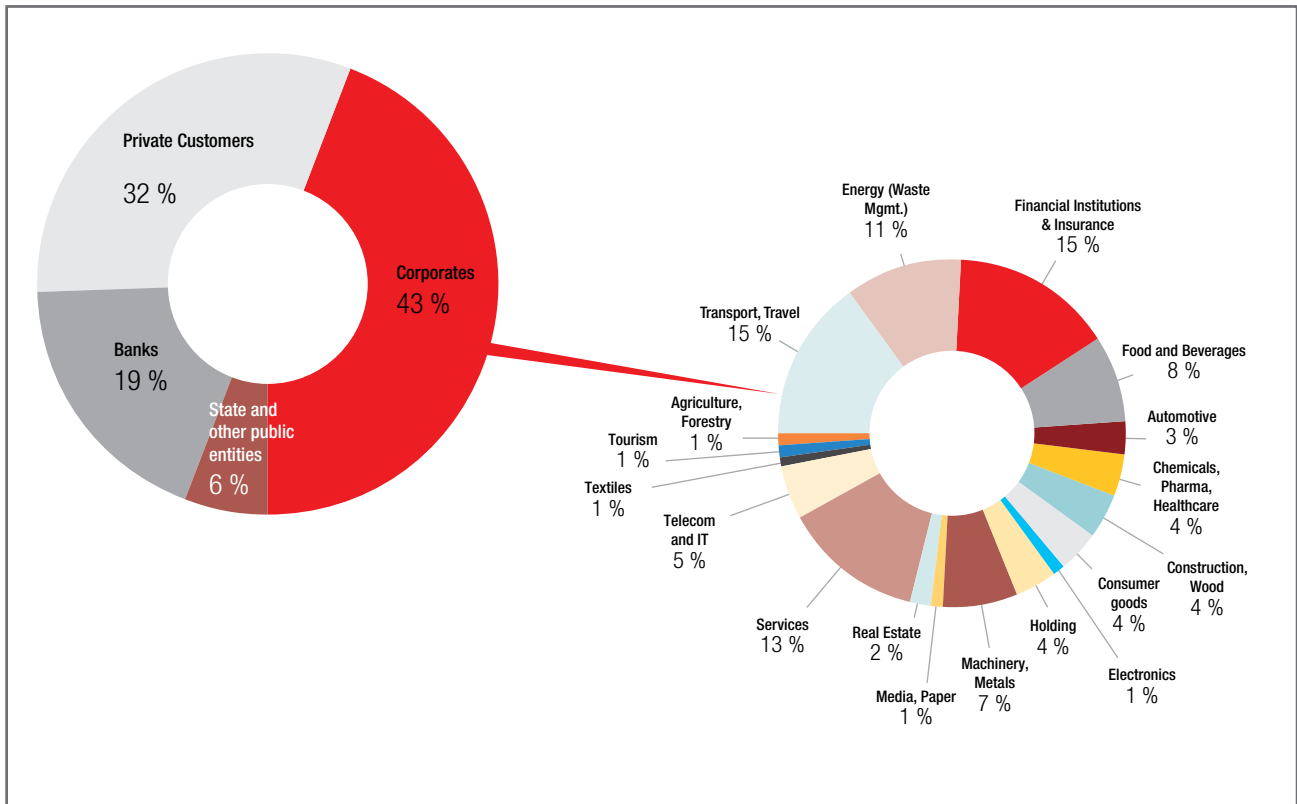


**Group's portfolio segmentation as of 31 December 2016**

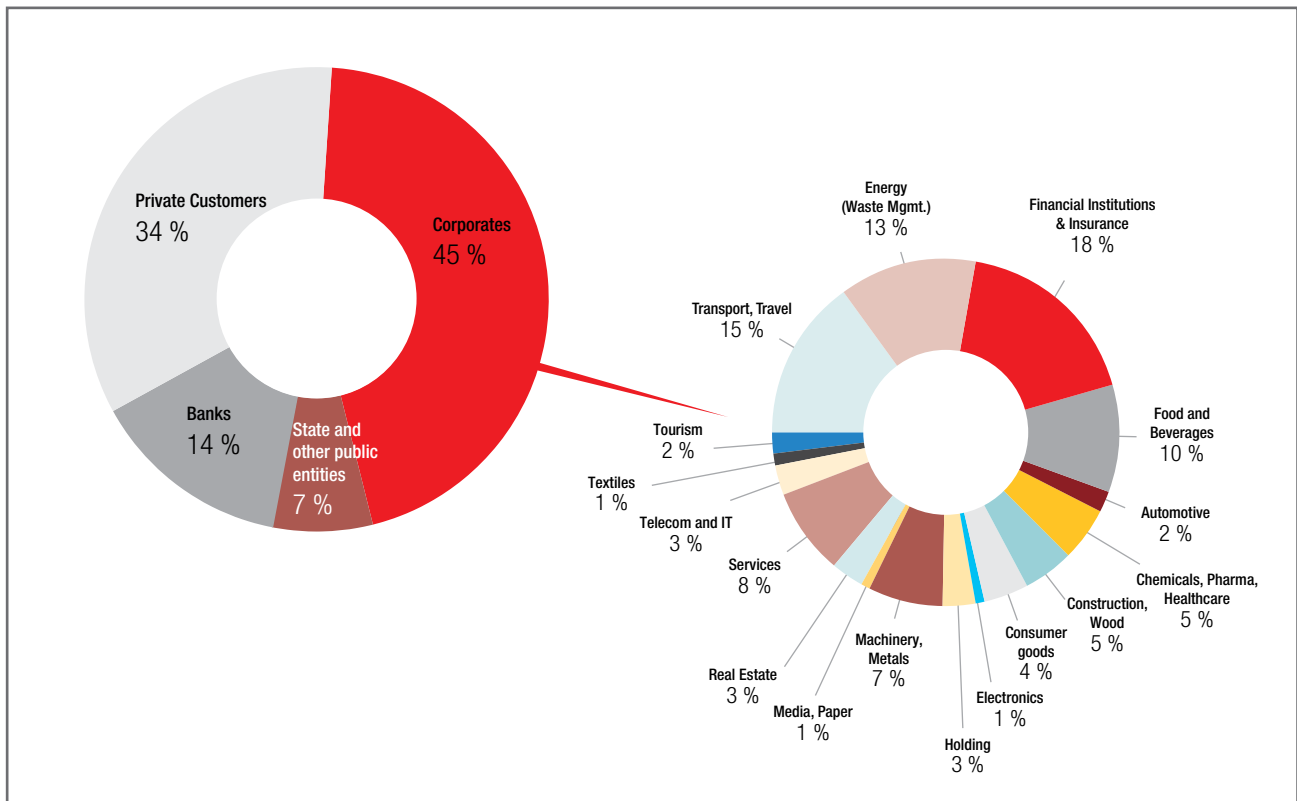


# Risk Report

Bank's portfolio segmentation as of 31 December 2017



Bank's portfolio segmentation as of 31 December 2016



### Geographical split of the Group's portfolio

Credit risk profile by region	Exposure (EUR '000)		Growth in %
	31/12/2017	31/12/ 2016	
Slovenia	2,207,638	1,812,275	22
Austria	5,839	256,156	(98)
Croatia	79,055	89,898	(12)
The Netherlands	1,810	28,576	(94)
Switzerland	4,601	14,470	(68)
Germany	23,162	12,578	84
Luxemburg	4,307	7,247	(41)
Serbia	2,812	6,587	(57)
Italy	44,490	5,944	648
Hungary	4,723	5,710	(17)
Russia	1,320	3,409	(61)
Other	7,212	5,482	32
<b>Total</b>	<b>2,386,969</b>	<b>2,248,332</b>	<b>6</b>

Please note that the above credit exposure is expressed in terms of gross values not including impaired amounts. Other financial assets and balances with the Central Bank and commercial banks within Statement of Financial Position are classified as Banks or Clients. In some cases, totals don't match due to rounding.

### Geographical split of the Bank's portfolio

Credit risk profile by region	Exposure (EUR '000)		Growth in %
	31/12/ 2017	31/12/ 2016	
Slovenia	2,143,601	1,737,899	23
Austria	5,700	256,156	(98)
Croatia	79,007	89,890	(12)
The Netherlands	44,490	5,944	648
Switzerland	23,162	12,578	84
Germany	1,810	28,576	(94)
Luxemburg	4,601	14,470	(68)
Serbia	4,307	7,247	(41)
Italy	4,723	5,710	(17)
Hungary	2,812	6,587	(57)
Russia	1,320	3,409	(61)
Other	7,089	5,482	29
<b>Total</b>	<b>2,322,623</b>	<b>2,173,947</b>	<b>7</b>

Please note that the above credit exposure is expressed in terms of gross values not including impaired amounts. Other financial assets and balances with the Central Bank and commercial banks within Statement of Financial Position are classified as Banks or Clients. In some cases, totals don't match due to rounding.

### Credit Risk Mitigation Techniques

The Group uses various credit risk mitigation techniques to reduce potential credit losses in case of the obligor default. In line with the European Union Directive CRD IV and the European Union Regulation CRR which enact Basel III as part of the EU banking legislation, the Bank is firmly committed to satisfy the requirements for recognition of Credit Risk Mitigation techniques for regulatory capital purposes, both for internal use in operations and for the purposes of calculating the credit risk capital requirement.

With specific reference to Credit Risk Mitigation, general guidelines are in force, issued on the parent group level by UniCredit S.p.A., to lay down the Group-wide rules and principles that guide, govern and standardize the credit risk mitigation management.

# Risk Report

Following the parent group Credit Risk Mitigation Guidelines, the Group has adopted internal regulations, specifying processes, strategies and procedures for collateral management. In particular, such internal regulations detail collateral eligibility, valuation and monitoring rules and ensure the soundness, legal enforceability and timely liquidation of valuable collateral in compliance with the Slovenian legal system.

According to credit policy, collaterals or guarantees can be accepted only to support loans and they cannot serve as a substitute for the borrower's ability to meet obligations. For this reason, in addition to overall analysis of the credit worthiness and of the repayment capacity of borrower, they are subject to specific evaluation and analysis of the support role for the repayment of the exposure.

In line with the legislation, the Group implemented valuation, monitoring and reporting of the collateral in line with regulatory time frame and internal guidelines. The management system of credit risk mitigation techniques is embedded in the credit approval process and in the credit risk monitoring process. In case of collaterals, the process of valuation is based on precautionary principles, with reference to the use of "fair market values" and to the application of adequate haircuts to ensure that, in case of liquidation, there are no unexpected losses.

Controls and related responsibilities are duly formalized and documented in internal rules and job descriptions. Furthermore, processes are implemented to control that all the relevant information regarding the identification and evaluation of the credit protection are correctly registered in the system.

Collaterals accepted in support of credit lines granted by the Group primarily include:

- Real estate (residential and commercial), movables, financial collateral, pledge of life insurance;
- Personal warranty, surety, bank guarantee, state warranty, insurance.

When accepting credit risk mitigation technique, the Group emphasizes the importance of processes and controls of the legal certainty requirements of the protection, as well as the assessment of the suitability of the collateral or guarantee.

According to collateral guidelines, collaterals are exposed to a regular reviewing process, either on individual or portfolio basis. Such approach gives the Group a better view of the current status and actual value of collateral.

## Group's exposure toward non-banks clients according to credit rating and allocated market value collateral

EUR '000	31/12/2017		31/12/2016	
	Exposure	Collateral	Exposure	Collateral
<b>Non-bank customers</b>				
1	274,871	247,506	47,220	45,109
2	222,806	79,387	357,769	263,082
3	293,164	189,207	353,846	176,458
4	506,716	398,468	414,248	317,082
5	270,428	154,923	295,776	170,210
6	145,778	74,856	165,628	73,362
7	42,080	25,607	63,653	31,143
8	34,795	30,288	44,240	35,499
Doubtful and default	136,127	59,662	176,267	61,134
Not rated	16,156	478	11,159	807
<b>Total</b>	<b>1,942,919</b>	<b>1,260,382</b>	<b>1,929,808</b>	<b>1,173,886</b>

Please note that the above credit exposure is expressed in terms of gross values not including impaired amounts. Other financial assets and balances with the Central Bank and Commercial Banks within Statement of Financial Position are classified as Banks or Clients. In some cases, totals don't match due to rounding.

As evident from the above table, the assigned ratings in 2017 show improvements in the market situation compared to 2016. The trend is especially clear in the first buckets, where we can observe the migration of exposures as well as assigned collateral from bucket 2 to bucket 1.



### Bank's exposure toward non-banks clients according to credit rating and allocated market value collateral

EUR '000	31/12/2017		31/12/2016	
	Exposure	Collateral	Exposure	Collateral
<b>Non-bank customers</b>				
1	274,871	247,506	47,220	45,109
2	221,408	78,192	357,067	262,483
3	292,636	188,827	351,426	174,562
4	452,992	360,52	481,070	296,024
5	348,575	113,93	225,983	114,593
6	100,169	43,982	125,594	46,253
7	31,612	18,048	54,044	24,596
8	33,666	29,530	42,725	34,489
Doubtful and default	106,577	40,219	159,134	55,243
Not rated	16,068	413	11,159	807
<b>Total</b>	<b>1,878,573</b>	<b>1,121,167</b>	<b>1,855,423</b>	<b>1,054,160</b>

Please note that the above credit exposure is expressed in terms of gross values not including impaired amounts. Other financial assets and balances with the Central Bank and Commercial Banks within the Statement of Financial Position are classified as Banks or Clients. In some cases, totals don't match due to rounding.

### Group's exposure towards banks clients according to credit rating and allocated market value collateral

EUR '000	31/12/2017		31/12/2016	
	Exposure	Collateral	Exposure	Collateral
<b>Banks</b>				
1	366,236	-	13,429	-
2	152	-	284,758	-
3	73,299	-	3,658	-
4	2,206	-	12,692	-
5	161	-	209	-
6	-	-	-	-
7	-	-	-	-
8	-	-	-	-
Doubtful and default	43	-	-	-
Not rated	1,953	-	375	-
<b>Total</b>	<b>444,050</b>	<b>-</b>	<b>315,120</b>	<b>-</b>

Please note that the above credit exposure is expressed in terms of gross values not including impaired amounts. Other financial assets and balances with the Central Bank and commercial banks within Statement of Financial Position are classified as Banks or Clients. In some cases, totals don't match due to rounding.

## Risk Report

## Bank's exposure toward banks clients according to credit rating and allocated market value collateral

EUR '000 Banks	31/12/2017		31/12/2016	
	Exposure	Collateral	Exposure	Collateral
1	366,236	-	13,429	-
2	152	-	284,758	-
3	73,299	-	375	-
4	2,206	-	12,692	-
5	161	-	209	-
6	-	-	-	-
7	-	-	-	-
8	-	-	-	-
Doubtful and default	43	-	-	-
Not rated	1,953	-	375	-
<b>Total</b>	<b>444,050</b>	<b>-</b>	<b>311,837</b>	<b>-</b>

Please note that the above credit exposure is expressed in terms of gross values not including impaired amounts. Other financial assets and balances with the Central Bank and commercial banks within Statement of Financial Position are classified as Banks or Clients. In some cases, totals don't match due to rounding.

## Market value of Group's collateral by type of collateral

EUR '000 Collateral Types	31/12/2017	31/12/2016
Mortgage	1,720,852	1,650,200
Movable property	89,448	71,010
Irrevocable commitments of RS	256,739	247,670
Bank deposits	7,093	22,575
Other Collateral	68,315	36,745
<b>Total</b>	<b>2,142,445</b>	<b>2,028,200</b>

Please note that the above collateral does not include guaranties of private individuals and legal entities. In some cases, totals don't match due to rounding.

## Market value of the Bank's collateral by type of collateral

EUR '000 Collateral Types	31/12/2017	31/12/2016
Mortgage	1,663,793	1,574,669
Movable property	-	-
Irrevocable commitments of RS	256,739	247,670
Bank deposits	7,093	22,575
Other Collateral	50,357	26,116
<b>Total</b>	<b>1,977,981</b>	<b>1,871,030</b>

Please note that the above collateral does not include guaranties of private individuals and legal entities. In some cases, totals don't match due to rounding.

Compared to the year 2016, the value of collateral changed during 2017 due to the following reasons:

- Adjustment of residential real estate collateral to new market values;
- Repayment of loans collateralized by commercial real estate;
- Reduction of other collaterals.

## Impairment and provisioning policies

In its internal regulations, the Group has defined detailed procedures, methodologies and policies both for monitoring of portfolio quality and for provisioning. Internal policy on impairments is in line with the European Union Directive CRD IV and the European Union Regulation CRR. Impairments of on-balance-sheet assets and off-balance-sheet assets are conducted according to the standards adopted by the EU (IFRS).

The Group uses two approaches and methodologies for impairment losses – individual and portfolio approach. As explained further below, the Group also distinguishes between specific and generic impairment losses.

Exposures to obligors which are materially past due or for which an event indicating unlikelihood to pay has been identified are classified as impaired and checked for whether an impairment allowance (specific provision) needs to be recognized. Impairment allowances on financial assets representing individually significant past due exposures to legal entities are evaluated individually, based on best estimate of the present value of expected cash flows, while for private individuals' segment impairments are assessed on portfolio basis, based on expected loss calculation. In estimating these cash flows, the Group assesses counterparty's financial situation, past repayment discipline and repayment schedules. Monthly assessment represents basis for booking impairments; the procedure is covered by guidelines and is supported by IT solutions.

The Group assesses specific impairments using individual approach (on a client or transaction level) by taking into consideration the following:

- When estimating these cash flows, the Group evaluates counterparty's financial situation, past repayment discipline and repayment pattern;
- Eventual breakage of loan contracts or conditions;
- Bankruptcy or any other legal proceedings that can result in loss for the Group;
- Information that might have impact on received repayments to the Group.

Exposures to obligors which are not materially past due and for which no event indicating unlikelihood to pay has been identified are classified as performing. For these exposures, the Group recognizes generic provisions (IBNR – Incurred but not reported by performing) – a collective loss assessment based on risk classes. When assessing the need for collective loss allowances, the Group considers factors such as credit quality, portfolio size and economic factors including analysis of past repayment discipline in those classes. Impairments for “Incurred but not reported” events are calculated monthly, based on portfolio quality and using standard expected loss calculation procedures at client level including the so-called loss detection period.

The Group regularly monitors the portfolio development and the impairments coverage ratio, which is regularly reported to the senior management and to the Management Board. The Group also performs monitoring on a single client level, for those clients whose payments are overdue.

To identify which department is dealing with a specific client, the Group has adopted three statuses based on riskiness and related activities, namely:

- The “Watch Loan” status means that the client is still performing, but may be endangered according to different warning signals criteria. In such cases, specific action plans are required by the Credit Underwriting unit and set up and executed by the business units.
- The “Restructuring” status: In such a case, the Bank attempts to restructure the exposure towards the client with the aim to bring the client back to the normal performing status, whereby any potential losses are to be minimized. This activity is led by the Restructuring and Workout unit and assisted by the business units.
- The “Work-out” status: This status means that the contract with the client has been cancelled and the Restructuring and Workout unit is responsible for the recovery via legal execution possibilities.

## Risk Report

## Group's exposure toward non-bank clients according to their internal rating

EUR '000	Group					
	Exposure	Impairments	Collateral	Exposure	Impairments	Collateral
<b>Non-bank customers</b>	<b>31/12/2017</b>			<b>31/12/2016</b>		
1	274,871	52	247,506	47,220	7	45,109
2	222,806	65	79,387	357,769	104	263,082
3	293,164	161	189,207	353,846	261	176,458
4	506,716	629	398,468	513,968	467	317,082
5	270,428	1,285	154,923	295,776	2,473	170,210
6	145,778	1,730	74,856	165,628	2,100	73,362
7	42,080	1,242	25,607	63,653	1,914	31,143
8	34,795	1,190	30,288	44,240	1,954	35,499
Doubtful and default	136,127	80,239	59,662	176,267	112,014	61,134
Not rated	16,156	424	478	11,159	390	807
<b>Total</b>	<b>1,942,919</b>	<b>87,015</b>	<b>1,260,382</b>	<b>1,929,808</b>	<b>121,685</b>	<b>1,173,886</b>

Please note that the above credit exposure is expressed in terms of gross values not including impaired amounts. Other financial assets and balances with the Central Bank and commercial banks within Statement of Financial Position are classified as Banks or Clients. In some cases, totals don't match due to rounding.

## Bank's exposure toward non-bank clients according to their internal rating

EUR '000	Bank					
	Exposure	Impairments	Collateral	Exposure	Impairments	Collateral
<b>Non-bank customers</b>	<b>31/12/2017</b>			<b>31/12/2016</b>		
1	274,871	52	247,506	47,220	7	45,109
2	221,408	64	78,192	357,067	104	262,483
3	292,636	161	188,827	351,426	260	174,562
4	452,992	533	360,520	481,070	410	296,024
5	348,575	1,043	113,930	225,983	2,197	114,593
6	100,169	1,257	43,982	125,594	1,663	46,253
7	31,612	971	18,048	54,044	1,661	24,596
8	33,666	1,130	29,530	42,725	1,879	34,489
Doubtful and default	106,577	62,596	40,219	159,134	98,243	55,243
Not rated	16,068	422	413	11,159	390	807
<b>Total</b>	<b>1,878,573</b>	<b>68,230</b>	<b>1,121,167</b>	<b>1,855,423</b>	<b>106,815</b>	<b>1,054,160</b>

Please note that the above credit exposure is expressed in terms of gross values not including impaired amounts. Other financial assets and balances with the Central Bank and commercial banks within Statement of Financial Position are classified as Banks or Clients. In some cases, totals don't match due to rounding.

### Group's exposure toward bank clients according to their internal rating

EUR '000	Group			Exposure	Impairments	Collateral
	Exposure	Impairments	Collateral			
Banks	31/12/2017			31/12/2016		
1	366,236	-	-	13,429	2	-
2	152	-	-	284,758	-	-
3	73,299	-	-	3,658	-	-
4	2,206	-	-	12,692	11	-
5	161	-	-	209	-	-
6	-	-	-	-	-	-
7	-	-	-	-	-	-
8	-	-	-	-	-	-
Doubtful and default	43	-	-	-	-	-
Not rated	1,953	-	-	375	-	-
<b>Total</b>	<b>444,050</b>	<b>-</b>	<b>-</b>	<b>315,120</b>	<b>14</b>	<b>-</b>

Please note that the above credit exposure is expressed in terms of gross values not including impaired amounts. Other financial assets and balances with the Central Bank and commercial banks within Statement of Financial Position are classified as Banks or Clients. In some cases, totals don't match due to rounding.

### Bank's exposure toward bank clients according to their internal rating

EUR '000	Group			Exposure	Impairments	Collateral
	Exposure	Impairments	Collateral			
Banks	31/12/2017			31/12/2016		
1	366,236	-	-	13,429	2	-
2	152	-	-	284,758	-	-
3	73,299	-	-	375	-	-
4	2,206	-	-	12,692	11	-
5	161	-	-	209	-	-
6	-	-	-	-	-	-
7	-	-	-	-	-	-
8	-	-	-	-	-	-
Doubtful and default	43	-	-	-	-	-
Not rated	1,953	-	-	375	-	-
<b>Total</b>	<b>444,050</b>	<b>-</b>	<b>-</b>	<b>311,837</b>	<b>14</b>	<b>-</b>

Please note that the above credit exposure is expressed in terms of gross values not including impaired amounts. Other financial assets and balances with the Central Bank and commercial banks within Statement of Financial Position are classified as Banks or Clients. In some cases, totals don't match due to rounding.

Credit assets are classified and reported as non-performing if one or more of the default criteria under the Basel II are met: full repayment unlikely, interest or principal payments on a material exposure more than 90 days past due, restructuring resulting in a loss to the lender, realization of a loan loss, or opening of bankruptcy proceedings. These advances are classified and reported under non-performing assets.

On average, loan loss provisions in the Bank covered 58.7 % (3 percentage points less than at the end of 2016) of reported non-performing (NPL) assets, which is classified as 90 days past due or fulfil any other criteria for defaulted credit exposure. As of 31 December 2017, the value of NPLs decreased by 52.5 million euros or by 33.0 % to 106.6 million euros. Loan loss provisions for non-performing loans have decreased by 35.6 million euros or 36.3 % to 62.6 million euros. Out of all non-performing loans 21.0 % are assessed as portfolio-based loan loss provisions.

On average, loan loss provisions in the Group covered 58.9 % of reported non-performing (NPL) assets, which is classified as 90 days past due or fulfil any other criteria for defaulted credit exposure. As of 31 December 2017, NPLs decreased by 40.1 million euros or by 22.7 % to 136.1 million euros. Loan loss provisions for non-performing loans have decreased by 31.8 million euros or 28.4 % to 80.2 million euros. Out of all non-performing loans 38.0 % are assessed as portfolio-based loan loss provisions.

# Risk Report

## Portfolio quality

### Performing loans based on days past due classification

EUR '000 Days overdue	Bank		Group	
	31/12/2017	31/12/2016	31/12/2017	31/12/2016
Performing loans	2,212,941	1,990,727	2,234,634	2,003,241
Overdue receivables up to 30 days	2,331	16,785	14,497	55,085
Overdue receivables from 30 to 60 days	241	324	984	9,122
Overdue receivables from 60 to 90 days	490	290	687	1,211
<b>Total</b>	<b>2,216,003</b>	<b>2,008,126</b>	<b>2,250,802</b>	<b>2,068,661</b>

Please note that the above credit exposure is expressed in terms of gross values not including impaired amounts. Other financial assets and balances with the Central Bank and commercial banks within Statement of Financial Position are classified as Banks or Clients. In some cases, totals don't match due to rounding.

Financial assets which were due for payment on the maturity date but were not impaired, do not represent a material value for the Group.

For internal purposes the impaired loans are divided into the following categories (according to Bank of Italy classification):

- Non-performing loans (class Bad) – formally impaired loans, being exposure to insolvent borrowers, even if the insolvency has not been recognized in a court of law, or borrowers in a similar situation. Measurement is on a loan-by-loan or portfolio basis.
- Doubtful loans (Bank of Italy class Unlikely to pay other than Bad (UTP)) – exposure to borrowers experiencing temporary difficulties, which the Group believes may be overcome within a reasonable period. Doubtful loans are valued on a loan-by-loan basis or portfolio basis.
- Past-due loans (Bank of Italy Past Due) – total exposure to any borrower not included in other categories, which at the balance-sheet date has expired facilities or unauthorized overdrafts that are more than 90 days and less than 180 days past due.

### Impaired loans based on Bank of Italy classification

EUR '000 Bank of Italy Class	Bank		Group	
	31/12/2017	31/12/2016	31/12/2017	31/12/2016
Past-due loans	713	497	1,462	3,368
Unlikely to pay	60,562	107,499	82,344	112,917
Non-performing loans	45,345	57,825	52,364	66,655
<b>Total</b>	<b>106,620</b>	<b>165,822</b>	<b>136,170</b>	<b>182,940</b>

Please note that the above credit exposure is expressed in terms of gross values not including impaired amounts. Other financial assets and balances with the Central Bank and commercial banks within Statement of Financial Position are classified as Banks or Clients. In some cases, totals don't match due to rounding.

## Counterparty Credit Risk

Counterparty credit risk represents the risk that a counterparty to a transaction could default before the final settlement of the transaction's cash flows. It refers to derivative instruments, repurchase transactions, securities or commodities lending or borrowing transactions, long settlement transactions and margin lending transactions.

For managing counterparty credit risk, UniCredit Banka Slovenija d.d. employs an internal counterparty credit risk model that is used throughout the parent group UniCredit. The internal model is compliant with the CRR directive requirements for measuring counterparty credit risk, as it enables the Bank to calculate counterparty credit risk exposures in normal and stressed conditions as well as credit valuation adjustments (CVA) and debit valuation adjustments (DVA). The adequacy of the internal model is regularly reviewed by performing backtesting.

The exposure of any individual counterparty is evaluated by running a path simulation of its portfolio of financial derivatives using the Monte Carlo method. Simulation calculations are performed for all major types of transactions, e. g. forward foreign exchange transactions, currency options, interest rate instruments, equity / bond-related instruments, credit derivatives and commodity derivatives. Estimates of potential future exposures are calculated based on market volatility, correlations between specific risk factors, future cash flows and stress considerations. The future value of the derivatives portfolio is defined as the 95 percentile of estimated potential values.

### Counterparty risk exposures for financial derivatives of the Group by rating class

EUR '000 Rating class	Bank		Group	
	31/12/2017	31/12/2016	31/12/2017	31/12/2016
1	7,458	-	7,458	-
2	3,060	28,173	3,060	28,173
3	17,349	143	17,349	143
4	1,159	489	1,159	489
5	782	174	782	174
6	731	536	731	536
7	740	829	740	829
8	-	-	-	-
Non-performing	258	-	258	-
Not rated	-	-	-	-
<b>Total</b>	<b>31,536</b>	<b>30,344</b>	<b>31,536</b>	<b>30,344</b>

Please note that the above credit exposure is expressed in terms of gross values not including impaired amounts. Other financial assets and balances with the Central Bank and commercial banks within Statement of Financial Position are classified as Banks or Clients. In some cases, totals don't match due to rounding.

## Market Risk

The Group takes on exposures to market risk, which is the risk that fair value or future cash flows of a financial instrument will fluctuate because of changes in market prices.

Market risks arise from open positions in interest rate, currency, credit spread, commodity and equity products. All of these are exposed to general and specific market movements and changes in the level of volatility of market rates or prices such as interest rates, credit spreads, foreign exchange rates, commodity and equity prices.

# Risk Report

## Exposure to market risks on Group level

EUR '000		
Content	31/12/2017	31/12/2016
<b>Assets</b>		
Cash and cash balances with central banks	412,560	311,313
Financial assets held for trading	6,932	20,118
Available-for-sale financial assets	397,142	432,924
Derivatives - hedge accounting	11,334	10,995
Loans and receivables	1,898,469	1,823,786
Held-to-maturity financial assets	7,202	7,127
Investments in subsidiaries, associates and joint ventures	-	-
<b>Total</b>	<b>2,733,639</b>	<b>2,606,263</b>
<b>Liabilities</b>		
Deposits from central banks	-	-
Financial liabilities held for trading	7,075	20,463
Derivatives - hedge accounting	19,256	49,105
Financial liabilities measured at amortised cost	2,419,270	2,293,348
Provisions	14,484	10,171
<b>Total</b>	<b>2,460,085</b>	<b>2,373,087</b>

## Bank's exposure to market risks

EUR '000		
Content	31/12/2017	31/12/2016
<b>Assets</b>		
Cash and cash balances with central banks	412,56	309,308
Financial assets held for trading	6,932	20,118
Available-for-sale financial assets	397,142	432,924
Derivatives - hedge accounting	11,334	10,995
Loans and receivables	1,852,776	1,763,959
Held-to-maturity financial assets	7,202	7,127
Investments in subsidiaries, associates and joint ventures	1	1
<b>Total</b>	<b>2,687,947</b>	<b>2,544,432</b>
<b>Liabilities</b>		
Deposits from central banks	-	-
Financial liabilities held for trading	7,075	20,463
Derivatives - hedge accounting	19,256	49,105
Financial liabilities measured at amortised cost	2,383,064	2,240,643
Provisions	14,484	9,807
<b>Total</b>	<b>2,423,879</b>	<b>2,320,018</b>

## Market Risk Management Techniques

Market risk management includes all activities related to the Group's treasury operations and management of the balance sheet structure. Risk positions are aggregated at least daily, analysed by the independent market risk management unit and compared with the risk limits set by the ALCO committee. Cash flow hedge is used by the Bank for managing interest rate risk in accordance with the IFRS.

At the Group, market risk management includes ongoing reporting on the risk position, definition of risk limits and limit utilization as well as the daily presentation of results of treasury operations.



The ALCO sets the risk limits for the Group, Bank and Leasing at least once a year in close cooperation with the respective units at UniCredit Spa, Milano. The entire set of rules for treasury operations and market risk management is laid down in the Financial Markets Rulebook and is divided into three parts (General Part, Specific Part and Unit Parts). To sum up, two sets of limits are defined:

- Global market risk limits: these are intended to establish a boundary to the economic capital absorption and to the economic loss accepted for activities under trading activities regime. These limits must be consistent with the assigned budget of revenues and the defined risk taking capacity. Global market risk limits are the following:
  - Loss Warning Level, which is defined as the 60 days rolling period accumulated economic Profit & Loss of a risk taker;
  - Combined Stress Test Warning Level, which represents a potential loss in value of a portfolio calculated on the basis of a distressed scenario;
  - Value at Risk (VaR), which represents the potential loss in value of a portfolio over a defined period for a given confidence interval;
- Granular market risk limits: those exist independently of, but act in concert with the Global market risk limits; in order to control more effectively and more specifically different risk types, these limits are generally granular sensitivity or stress-related limits. Sensitivities limits represent the change in the market value of a financial instrument due to moves of the relevant market risk factors.

Only authorized risk-takers are permitted to enter into risk positions.

Limits and warning levels are monitored by the local Market Risk function. Breaches are reported, upon occurrence, to the relevant bodies. Consequently, the escalation process is activated in line with the procedures set in the Policy, to establish the most appropriate course of action to restore exposure within the approved limits. Limit breaches are reported to the local ALCO.

The Group uses the standardized approach for calculating capital requirements related to trading positions and thus for regulatory reporting of capital requirement for market risk. However, VaR is used for the internal management of market risk. VaR represents the estimated loss that will arise on a specific portfolio over a specified period (holding period) from an adverse market movement with a specified probability (confidence level). More precisely, for its internal market risk management Group uses the IMOD risk model, which was developed by the parent group. Ongoing work on the model consists of regular back testing procedures, integration of new products, model adjustments to general market development, implementation of regulatory requirements (like the one from the Directive 2013/36/EU (CRD IV): an incremental risk capital charge (IRC), a comprehensive risk measure (CRM) specific to the correlation trading portfolio (CTP), a stressed value-at-risk (sVaR)).

The model used for the internal management of market risk is based on historical simulation with a 500-day market data time window for scenario generation. VaR is based on a one-day holding period and a confidence interval of 99 %. Besides VaR, present value of the basis point (pvbp) and credit spread basis point are calculated. Basis point limits per currency and maturity band, basis point sums per currency and/or per maturity segment (total of absolute basis point values) and credit spread basis point limit are used for risk management. Based on aggregated data, the IMOD risk management system provides the major risk parameters for treasury operations once a day.

Other factors of equal importance are stress-oriented volume and position limits. Regular stress scenario calculations complement the information provided on a monthly basis to ALCO. Such stress scenarios are based on assumptions of extreme movements in individual market risk parameters. Group analyses the effect of these fluctuations and a liquidity disruption in specific products and risk factors on the Group's results and net asset position.

These assumptions of extreme movements are dependent on currency and liquidity and are set by the Bank. The results of these stress tests are considered also in establishing and reviewing limits.

Additional elements of the limit system are loss-warning level limits. Loss warning level is defined as the 60-day rolling period accumulated economic Profit & Loss and provides an early indication of any accumulation of position losses. The Market Risk unit calculates, compares with current budgeted figures and reports the income data from market risk activities (Profit & Loss) daily. Reporting covers the components reflected in IFRS-based net income and the marking to market of all investment positions regardless of their recognition in the IFRS-based financial statements (total return).

To check the market conformity of deals, the Bank uses the MARCONIS system, which was developed by the parent group. The MARCONIS system reviews completely and systematically the market conformity of each treasury transaction. In 2017 there were no deals concluded which were finally classified as not market conform. In 2012, the MARCONIS system was extended to include another module, and the tool is also used to address the topic of price transparency (determining minimum margins and maximum hedging costs for Corporate Treasury Sales).

### **Interest Rate, Spread, Foreign Exchange and Equity Risk**

The results of the internal model based on VaR (one day holding period, 99 % confidence level) for 2017 are at levels comparable to the previous year's results. The VaR figures of the Group/Bank in the table below include interest (IR), spread (Spread), foreign exchange (FX) and equity (EQ) VaR components.

# Risk Report

## VaR of the Group in 2017 and 2016

EUR '000	Value at Risk 2017			Value at Risk 2016		
	Minimum	Maximum	Average	Minimum	Maximum	Average
IR VaR	130	1,405	338	515	1,167	735
Spread VaR	1,465	3,831	2,303	1,737	3,619	2,335
FX VaR	1	63	7	5	216	46
EQ VaR	-	-	-	2	2	2
<b>Total VaR</b>	<b>1,585</b>	<b>4,885</b>	<b>2,327</b>	<b>1,660</b>	<b>3,913</b>	<b>3,033</b>

## VaR of the Bank in 2017 and 2016

EUR '000	Value at Risk 2017			Value at Risk 2016		
	Minimum	Maximum	Average	Minimum	Maximum	Average
IR VaR	131	1,408	340	515	1,167	735
Spread VaR	1,465	3,831	2,303	1,737	3,619	2,335
FX VaR	1	66	7	5	216	46
EQ VaR	-	-	-	2	2	2
<b>Total VaR</b>	<b>1,569</b>	<b>3,86</b>	<b>2,323</b>	<b>1,66</b>	<b>3,913</b>	<b>3,044</b>

For internal monitoring, Bank additionally splits VaR into Trading Book VaR and Banking Book VaR. In the year 2017, the average Trading book VaR stood at 53,000 euros and the average Banking book VaR amounted to 2,323,000 euros (2,327,000 euros at the Group level).

In the management of interest rate risk, the Group positions itself mainly in EUR, USD and CHF. Exposures in these currencies during 2017 and 2016 are presented below and include trading book as well as all banking book items. The Bank only ran insignificant positions in currencies other than those presented here.

## Interest rate basis point shift within the Group in 2017

EUR	31/12/2017						Annual max, min, average		
	Up to 3 months	3 months to 1 year	1 year to 3 years	3 year to 10 years	Over 10 years	Total	Annual maximum	Annual minimum	Absolute average
CHF	1,301	(7,812)	(5,799)	(2,536)	(757)	(15,603)	(1,434)	(15,604)	4,674
EUR	(10,808)	(9,187)	(14,040)	(10,980)	(17,720)	(62,735)	89,289	(75,955)	49,921
USD	(60)	73	65	(10)	-	68	172	(163)	47
<b>Total</b>	<b>(9,575)</b>	<b>(16,928)</b>	<b>(19,774)</b>	<b>(13,526)</b>	<b>(18,476)</b>	<b>(78,279)</b>	<b>85,563</b>	<b>(90,875)</b>	<b>45,228</b>

## Interest rate basis point shift within the Group in 2016

EUR	31/12/2016						Annual max, min, average		
	Up to 3 months	3 months to 1 year	1 year to 3 years	3 year to 10 years	Over 10 years	Total	Annual maximum	Annual minimum	Absolute average
CHF	(1,331)	(5,483)	(537)	(227)	(104)	(7,682)	(4,375)	(13,038)	6,917
EUR	(13,616)	2,162	4,860	78,633	(13,564)	58,475	66,407	12,809	26,603
USD	-	140	21	-	-	161	195	93	154
<b>Total</b>	<b>(14,945)</b>	<b>(3,337)</b>	<b>4,353</b>	<b>78,406</b>	<b>(13,668)</b>	<b>50,809</b>	<b>58,800</b>	<b>2,663</b>	<b>19,821</b>

## Interest rate basis point shift within the Bank in 2017

EUR	31/12/2017						Annual max, min, average		
	Up to 3 months	3 months to 1 year	1 year to 3 years	3 year to 10 years	Over 10 years	Total	Annual maximum	Annual minimum	Absolute average
CHF	1,301	(7,812)	(5,799)	(2,536)	(757)	(15,603)	(1,450)	(15,604)	4,680
EUR	(11,712)	(9,644)	(11,325)	(9,876)	(17,704)	(60,261)	88,390	(71,695)	50,715
USD	(60)	73	65	(10)	-	68	172	(163)	47
<b>Total</b>	<b>(10,480)</b>	<b>(17,385)</b>	<b>(17,060)</b>	<b>(12,423)</b>	<b>(18,460)</b>	<b>(75,808)</b>	<b>84,660</b>	<b>(86,616)</b>	<b>46,015</b>

### Interest rate basis point shift within the Bank in 2016

EUR	31/12/2016					Annual max, min, average			
	Up to 3 months	3 months to 1 year	1 year to 3 years	3 year to 10 years	Over 10 years	Total	Annual maximum	Annual minimum	Absolute average
CHF	(1,341)	(5,483)	(537)	(227)	(104)	(7,692)	(4,385)	(13,044)	6,930
EUR	(12,936)	2,274	5,036	78,734	(13,564)	59,544	67,479	10,422	25,750
USD	-	140	21	-	-	161	195	93	154
<b>Total</b>	<b>(14,276)</b>	<b>(3,225)</b>	<b>4,528</b>	<b>78,507</b>	<b>(13,668)</b>	<b>51,866</b>	<b>59,861</b>	<b>94</b>	<b>18,954</b>

The change in the overall interest rate basis point shift exposure in 2017 compared to 2016 occurred due to the addition of interest rate sensitivity of imbedded options (floors) that limit the interest rate of variable rate loans and deposits. In addition, interest rate sensitivity due to basis risk inherent in variable rate loans and deposits was also included in the interest rate basis point shift exposure in 2017.

The relation between 'interest rate risk in the banking book' and the Bank's capital is established by the European Union Directive CRD IV and the European Union Regulation CRR which enact Basel III as part of the EU banking legislation framework and requires the Bank to compare the change in market value of the banking book after a 2-percent interest rate shock with the Bank's net capital resources. In case such an interest rate shock absorbs more than 20 % of the Group's net capital resources, the Bank's supervisory authority may require the Bank to take measures to reduce risk.

Stress testing results showed that a 2-percent interest rate shock (parallel increase of interest rates) at year end 2017 would absorb about 1 % of the Group's net capital resources (0.7 % of the Bank's capital) which is far below the threshold level of 20 %. The current investment of equity capital is considered as an open risk position.

Besides the European Union Directive CRD IV and the European Union Regulation CRR which enact Basel III as part of the EU banking legislation required sensitivity measure mentioned above, Bank measures and monitors according to the Group methodology the Banking Book interest rate risk also with regard to the sensitivity of net interest income (Net Interest Income sensitivity).

Interest rate risk has in case of the Net Interest Income sensitivity an impact on all owned positions up to one year resulting from business and strategic investment decisions (banking book only). On 31 December 2017, the sensitivity of interest income to an immediate and parallel shift of +100 bps was -2,373,756 euros and 12,613,496 euros for a shift of -100 bps. Asymmetry of results is due to the inclusion of the imbedded option effect into the interest rate position of the Group/Bank.

Additionally, the Group measures the impact on Net Economic Value of various potential interest rate shocks for the total Group/Bank exposures. The main scenarios which are assessed on monthly basis represent:

- Parallel shift of interest rate curves of +/-200 bps and +/-100 bps;
- Changes in the steepness of the rate curve is analysed by clockwise turning (increase in short-term rates and a simultaneous fall in long-term rates) and by counter-clockwise turning (short-term rates fall, and long-term rates rise).

At the end of 2017, interest rate sensitivity in EUR remains the main risk factor, sensitivity to interest rate shocks increased particularly in parallel shift scenario. In case of negative interest rate scenario, the result changed from negative in 2016 to positive in 2017 due to the inclusion of the imbedded option effect into the interest rate position of the Group/Bank. In the negative interest rate scenario, the value of imbedded options increases, contributing to the positive overall result for EUR. In the positive interest rate scenario, the impact of imbedded options is limited, resulting in a negative overall result for EUR.

## Risk Report

## Sensitivity of Net Economic Value within the Group

Scenario	Risk factor	Stress result (EUR) 31/12/2017			Stress result (EUR) 31/12/2016		
		EUR	CHF	USD	EUR	CHF	USD
parallel -200 bp		36,641,792	(315,139)	(-25)	(12,276,357)	1,608,633	(39,650)
parallel +200 bp		(2,141,102)	314,192	25	11,380,108	(1,571,102)	38,640
parallel -100 bp		12,613,496	(157,450)	(-12)	(6,031,141)	799,462	(19,529)
parallel +100 bp		(2,373,756)	157,213	12	5,806,151	(790,087)	19,389
turn clockwise		6,180,652	-	-	(-917,066)	-	-
turn counter clockwise		6,261,895	-	-	677,591	-	-

## Sensitivity of Net Economic Value within the Bank

Scenario	Risk factor	Stress result (EUR) 31/12/2017			Stress result (EUR) 31/12/2016		
		EUR	CHF	USD	EUR	CHF	USD
parallel -200 bp		34,806,767	(315,139)	(25)	(12,492,511)	1,610,783	(39,650)
parallel +200 bp		(1,386,136)	314,192	25	11,592,342	(1,573,249)	38,640
parallel -100 bp		12,050,910	(157,450)	(12)	(6,138,711)	800,537	(19,529)
parallel +100 bp		(1,977,252)	157,213	12	5,912,742	(791,160)	19,389
turn clockwise		6,130,636	-	-	(876,408)	-	-
turn counter clockwise		6,198,033	-	-	651,525	-	-

The Group's debt security portfolio mainly comprises bonds from first-class issuers classified as available for sale or held to maturity. UniCredit Leasing d.o.o. does not have any debt securities in its balance sheets. As of 31 December 2017, 95 % of the Bank's bond portfolio represented the Republic of Slovenia government bonds. The Group regularly monitors the situation on financial markets and estimates credit ratings of the issuers. In addition to the debt security portfolio, the positions arising from trading with futures on debt securities also create exposure to credit risk on debt securities. The Group daily calculates and monitors the size of the change of their portfolio market value which would be caused by potential change of issuers' credit premium for one basis point.

## Spread basis point value in 2017

EUR	31/12/2017					Annual max, min, average		
	Up to 6 months	6 months to 2 years	2 years to 7 years	Over 7 years	Total	Annual maximum	Annual minimum	Absolute average
<b>Total</b>	<b>156</b>	<b>4,539</b>	<b>64,876</b>	<b>145,015</b>	<b>214,587</b>	<b>210,727</b>	<b>269,817</b>	<b>235,322</b>

## Spread basis point value in 2016

EUR	31/12/2016					Annual max, min, average		
	Up to 6 months	6 months to 2 years	2 years to 7 years	Over 7 years	Total	Annual maximum	Annual minimum	Absolute average
<b>Total</b>	<b>2,378</b>	<b>1,968</b>	<b>61,286</b>	<b>150,403</b>	<b>216,035</b>	<b>144,588</b>	<b>277,357</b>	<b>228,736</b>

In addition to the sensitivity approach presented above, the Group measures the impact of credit spread shock on net economic value of the Group for the total Group's exposures in the Slovenian government bonds.

On 31 December 2017, the scenario of parallel increase of +200 bps of credit spreads on the Slovenian government bonds the Bank held would result in a Net Economic Value loss of 39.3 million euros.

Besides VaR, Foreign Exchange positioning is also monitored by each currency on aggregated position level. During 2017, the Group held larger positions only in major currencies.

**The Group's open FX position in major currencies in 2017 and 2016**

EUR '000	2017		2016	
	Annual maximum in short position	Annual maximum in long position	Annual maximum in short position	Annual maximum in long position
CHF	(2,149)	666	(2,276)	2,747
GBP	(551)	304	(225)	340
JPY	(221)	298	(20)	74
USD	(1,414)	4,184	(1,219)	4,782

**The Bank's open FX positions in major currencies in 2017 and 2016**

EUR '000	2017		2016	
	Annual maximum in short position	Annual maximum in long position	Annual maximum in short position	Annual maximum in long position
CHF	(1,529)	666	(2,066)	2,747
GBP	(551)	304	(225)	340
JPY	(221)	298	(20)	74
USD	(1,414)	4,184	(1,219)	4,782

## Risk Report

## The Group's Balance sheet positions in different currencies as of 31 December 2017

EUR '000 Content	EUR	CHF	USD	Other	Total
Cash, cash balances with the Central Bank and demand deposits to banks	378,445	5,641	24,163	4,311	412,56
Financial assets held for trading	5,787	-	894	251	6,932
Available-for-sale financial assets	396,084	-	1,058	-	397,142
Derivatives - hedge accounting	9,293	2,041	-	-	11,334
Loans and receivables	1,717,662	174,349	1,948	4,51	1,898,469
To banks	19,427	17,058	-	4,509	40,994
To customers	1,691,249	157,291	1,948	-	1,850,488
Other financial assets	6,986	-	-	1	6,987
Held-to-maturity financial assets	7,202	-	-	-	7,202
Fair value changes of the hedged items in portfolio interest rate risk	(2,418)	-	-	-	(2,418)
Property, plant and equipment	5,55	-	-	-	5,55
Investment Property	1,419	-	-	-	1,419
Intangible assets	15,755	-	-	-	15,755
Investments in subsidiaries, associates and joint ventures	-	-	-	-	-
Tax assets	3,644	-	-	-	3,644
Current tax assets	-	-	-	-	-
Deferred tax assets	3,644	-	-	-	3,644
Other assets	2,081	-	15	-	2,096
<b>Total assets</b>	<b>2,540,504</b>	<b>182,031</b>	<b>28,078</b>	<b>9,072</b>	<b>2,759,685</b>
Financial liabilities held for trading	5,958	1	904	212	7,075
Derivatives - hedge accounting	762	18,494	-	-	19,256
Financial liabilities measured at amortised cost	2,364,209	8,497	37,032	9,532	2,419,270
Deposits from banks and central banks	144,048	69	257	427	144,801
Deposits from customers	1,898,853	8,068	35,612	8,247	1,950,780
Loans from banks and central banks	298,193	-	-	-	298,193
Subordinated liabilities	23,115	360	1,163	858	25,496
Other financial liabilities	-	-	-	-	-
Fair value changes of the hedged items in portfolio interest rate risk	14,468	-	4	12	14,484
Provisions	3,465	-	-	-	3,465
Tax liabilities	1,607	-	-	-	1,607
Current tax liabilities	1,858	-	-	-	1,858
Other liabilities	3,126	1	1	4	3,132
<b>Total liabilities</b>	<b>2,391,988</b>	<b>26,993</b>	<b>37,941</b>	<b>9,76</b>	<b>2,466,682</b>
Share capital	20,384	-	-	-	20,384
Share premium	107,76	-	-	-	107,76
Fair value reserves	26,01	-	77	-	26,087
Retained earnings	102,5	-	-	-	102,5
Net profit for the year	36,272	-	-	-	36,272
<b>Total equity</b>	<b>292,926</b>	<b>-</b>	<b>77</b>	<b>-</b>	<b>293,003</b>
<b>Total liabilities and equity</b>	<b>2,684,914</b>	<b>26,993</b>	<b>38,018</b>	<b>9,76</b>	<b>2,759,685</b>

### The Group's Balance sheet positions in different currencies as of 31 December 2016

EUR '000 Content	EUR	CHF	USD	Other	Total
Cash, cash balances with the Central Bank and demand deposits to banks	292,646	8,753	4,586	5,328	311,313
Financial assets held for trading	7,624	-	3,446	9,048	20,118
Available-for-sale financial assets	432,095	-	829	-	432,924
Derivatives - hedge accounting	10,995	-	-	-	10,995
Loans and receivables	1,618,288	199,488	2,272	3,738	1,823,786
To banks	10,923	-	-	3,737	14,660
To customers	1,599,516	199,488	2,268	-	1,801,272
Other financial assets	7,849	-	4	1	7,854
Held-to-maturity financial assets	7,127	-	-	-	7,127
Fair value changes of the hedged items in portfolio interest rate risk	40	-	-	-	40
Property, plant and equipment	7,184	-	-	-	7,184
Investment Property	2,689	-	-	-	2,689
Intangible assets	16,927	-	-	-	16,927
Investments in subsidiaries, associates and joint ventures	-	-	-	-	-
Tax assets	7,775	-	-	-	7,775
Current tax assets	358	-	-	-	358
Deferred tax assets	7,417	-	-	-	7,417
Other assets	2,055	-	17	-	2,072
<b>Total assets</b>	<b>2,405,445</b>	<b>208,241</b>	<b>11,150</b>	<b>18,114</b>	<b>2,642,950</b>
Financial liabilities held for trading	8,007	127	3,566	8,763	20,463
Derivatives - hedge accounting	10,762	38,343	-	-	49,105
Financial liabilities measured at amortised cost	2,238,265	9,926	34,981	10,176	2,293,348
Deposits from banks and central banks	231,217	110	407	2,039	233,773
Deposits from customers	1,702,578	9,647	33,118	8,075	1,753,418
Loans from banks and central banks	285,514	-	-	-	285,514
Subordinated liabilities	-	-	-	-	-
Other financial liabilities	18,956	169	1,456	62	20,643
Fair value changes of the hedged items in portfolio interest rate risk	1,263	-	-	-	1,263
Provisions	10,156	-	5	10	10,171
Tax liabilities	2,465	-	-	-	2,465
Current tax liabilities	2,465	-	-	-	2,465
Other liabilities	2,486	1	3	4	2,494
<b>Total liabilities</b>	<b>2,273,404</b>	<b>48,397</b>	<b>38,555</b>	<b>18,953</b>	<b>2,379,309</b>
Share capital	20,384	-	-	-	20,384
Share premium	107,760	-	-	-	107,760
Fair value reserves	19,078	-	-	-	19,078
Retained earnings	98,573	-	-	-	98,573
Net profit for the year	17,846	-	-	-	17,846
<b>Total equity</b>	<b>263,641</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>263,641</b>
<b>Total liabilities and equity</b>	<b>2,537,045</b>	<b>48,397</b>	<b>38,555</b>	<b>18,953</b>	<b>2,642,950</b>

## Risk Report

## The Bank's Balance sheet positions in different currencies as of 31 December 2017

EUR '000 Content	EUR	CHF	USD	Other	Total
Cash, cash balances with the Central Bank and demand deposits to banks	378,445	5,641	24,163	4,311	412,560
Financial assets held for trading	5,787	-	894	251	6,932
Available-for-sale financial assets	396,084	-	1,058	-	397,142
Derivatives - hedge accounting	9,293	2,041	-	-	11,334
Loans and receivables	1,671,969	174,349	1,948	4,510	1,852,776
To banks	19,427	17,058	-	4,509	40,994
To customers	1,648,289	157,291	1,948	-	1,807,528
Other financial assets	4,253	-	-	1	4,254
Held-to-maturity financial assets	7,202	-	-	-	7,202
Fair value changes of the hedged items in portfolio interest rate risk	(2,418)	-	-	-	(2,418)
Property, plant and equipment	3,629	-	-	-	3,629
Investment Property	-	-	-	-	-
Intangible assets	15,458	-	-	-	15,458
Investments in subsidiaries, associates and joint ventures	1	-	-	-	1
Tax assets	-	-	-	-	-
Current tax assets	-	-	-	-	-
Deferred tax assets	-	-	-	-	-
Other assets	1,239	-	15	-	1,254
<b>Total assets</b>	<b>2,486,689</b>	<b>182,031</b>	<b>28,078</b>	<b>9,072</b>	<b>2,705,870</b>
Financial liabilities held for trading	5,958	1	904	212	7,075
Derivatives - hedge accounting	762	18,494	-	-	19,256
Financial liabilities measured at amortised cost	2,328,003	8,497	37,032	9,532	2,383,064
Deposits from banks and central banks	144,048	69	257	427	144,801
Deposits from customers	1,905,608	8,068	35,612	8,247	1,957,535
Loans from banks and central banks	256,366	-	-	-	256,366
Subordinated liabilities	21,981	360	1,163	858	24,362
Other financial liabilities	-	-	-	-	-
Fair value changes of the hedged items in portfolio interest rate risk	14,468	-	4	12	14,484
Provisions	3,073	-	-	-	3,073
Tax liabilities	1,215	-	-	-	1,215
Current tax liabilities	1,858	-	-	-	1,858
Other liabilities	1,668	1	1	4	1,674
<b>Total liabilities</b>	<b>2,353,932</b>	<b>26,993</b>	<b>37,941</b>	<b>9,760</b>	<b>2,428,626</b>
Share capital	20,384	-	-	-	20,384
Share premium	107,760	-	-	-	107,760
Fair value reserves	26,010	-	77	-	26,087
Retained earnings	84,635	-	-	-	84,635
Net profit for the year	38,378	-	-	-	38,378
<b>Total equity</b>	<b>277,167</b>	<b>-</b>	<b>77</b>	<b>-</b>	<b>277,244</b>
<b>Total liabilities and equity</b>	<b>2,631,099</b>	<b>26,993</b>	<b>38,018</b>	<b>9,760</b>	<b>2,705,870</b>



### The Bank's Balance sheet positions in different currencies as of 31 December 2016

EUR '000 Content	EUR	CHF	USD	Other	Total
Cash, cash balances with the Central Bank and demand deposits to banks	290,641	8,753	4,586	5,328	309,308
Financial assets held for trading	7,624	-	3,446	9,048	20,118
Available-for-sale financial assets	432,095	-	829	-	432,924
Derivatives - hedge accounting	10,995	-	-	-	10,995
Loans and receivables	1,557,261	200,688	2,272	3,738	1,763,959
To banks	10,923	-	-	3,737	14,660
To customers	1,542,637	200,688	2,268	-	1,745,593
Other financial assets	3,701	-	4	1	3,706
Held-to-maturity financial assets	7,127	-	-	-	7,127
Fair value changes of the hedged items in portfolio interest rate risk	40	-	-	-	40
Property, plant and equipment	4,823	-	-	-	4,823
Investment Property	-	-	-	-	-
Intangible assets	16,644	-	-	-	16,644
Investments in subsidiaries, associates and joint ventures	1	-	-	-	1
Tax assets	4,516	-	-	-	4,516
Current tax assets	-	-	-	-	-
Deferred tax assets	4,516	-	-	-	4,516
Other assets	741	-	17	-	758
<b>Total assets</b>	<b>2,332,508</b>	<b>209,441</b>	<b>11,150</b>	<b>18,114</b>	<b>2,571,213</b>
Financial liabilities held for trading	8,007	127	3,566	8,763	20,463
Derivatives - hedge accounting	10,762	38,343	-	-	49,105
Financial liabilities measured at amortised cost	2,184,870	10,616	34,981	10,176	2,240,643
Deposits from banks and central banks	231,217	110	407	2,039	233,773
Deposits from customers	1,703,166	10,337	33,118	8,075	1,754,696
Loans from banks and central banks	232,389	-	-	-	232,389
Subordinated liabilities	-	-	-	-	-
Other financial liabilities	18,098	169	1,456	62	19,785
Fair value changes of the hedged items in portfolio interest rate risk	1,263	-	-	-	1,263
Provisions	9,792	-	5	10	9,807
Tax liabilities	2,465	-	-	-	2,465
Current tax liabilities	2,465	-	-	-	2,465
Other liabilities	1,683	1	3	4	1,691
<b>Total liabilities</b>	<b>2,218,842</b>	<b>49,087</b>	<b>38,555</b>	<b>18,953</b>	<b>2,325,437</b>
Share capital	20,384	-	-	-	20,384
Share premium	107,760	-	-	-	107,760
Fair value reserves	19,078	-	-	-	19,078
Retained earnings	84,635	-	-	-	84,635
Net profit for the year	13,919	-	-	-	13,919
<b>Total equity</b>	<b>245,776</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>245,776</b>
<b>Total liabilities and equity</b>	<b>2,464,618</b>	<b>49,087</b>	<b>38,555</b>	<b>18,953</b>	<b>2,571,213</b>

# Risk Report

## Financial Derivatives

Following international recommendations, the Group classifies its derivatives transactions into interest rate contracts, foreign exchange contracts, securities related transactions and credit and other derivatives based on the underlying financial instrument. UniCredit Leasing d.o.o. does not conclude any financial derivatives transaction.

In all the categories, a distinction is made between over-the-counter (OTC) and exchange traded products. Most of the derivatives portfolio is composed of the OTC derivatives.

The Group is a business partner in plain-vanilla and structured transactions for corporate customers and promptly closes risk positions which could lead to an excess of the available market risk limits.

The Group also uses derivatives for asset and liabilities management.

For portfolio management and risk management purposes, contracts are valued at current prices using recognized and tested models. Market values show the contract values as of the balance sheet date where positive market values of OTC contracts indicate the current default risk arising from the relevant activity.

### Notional volume of derivative transactions as of 31 December 2017

EUR '000 Derivative instrument types/Underlyings	Notional		Positive market value		Negative market value	
	Trading book	Bank book	Trading book	Bank book	Trading book	Bank book
<b>1. Debt securities and interest rate indexes</b>	<b>659,355</b>	<b>876,257</b>	<b>5,735</b>	<b>9,293</b>	<b>5,905</b>	<b>762</b>
a) Options	16,126	-	70	-	68	-
b) Swaps	643,229	876,257	5,664	9,293	5,837	762
c) Futures	-	-	-	-	-	-
<b>2. Equity instruments and stock indexes</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
a) Options	-	-	-	-	-	-
<b>3. Gold and currencies</b>	<b>261,654</b>	<b>159,290</b>	<b>1,139</b>	<b>2,041</b>	<b>1,073</b>	<b>18,494</b>
a) Options	-	-	-	-	-	-
b) Swaps	159,676	159,290	211	2,041	942	18,494
c) Forwards	101,978	-	928	-	131	-
<b>4. Commodities</b>	<b>850</b>	<b>-</b>	<b>53</b>	<b>-</b>	<b>53</b>	<b>-</b>
<b>5. Other underlyings</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>Total</b>	<b>921,859</b>	<b>1,035,547</b>	<b>6,927</b>	<b>11,334</b>	<b>7,031</b>	<b>19,256</b>

### Notional volume of derivative transactions as of 31 December 2016

EUR '000 Derivative instrument types/Underlyings	Notional		Positive market value		Negative market value	
	Trading book	Bank book	Trading book	Bank book	Trading book	Bank book
<b>1. Debt securities and interest rate indexes</b>	<b>604,732</b>	<b>1,944,113</b>	<b>7,595</b>	<b>10,995</b>	<b>7,979</b>	<b>10,763</b>
a) Options	14,201	-	94	-	93	-
b) Swaps	587,339	1,944,113	7,501	10,995	7,886	10,763
c) Futures	3,192	-	-	-	-	-
<b>2. Equity instruments and stock indexes</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
a) Options	-	-	-	-	-	-
<b>3. Gold and currencies</b>	<b>461,537</b>	<b>175,856</b>	<b>12,474</b>	<b>-</b>	<b>12,336</b>	<b>38,343</b>
a) Options	-	-	-	-	-	-
b) Swaps	220,057	175,856	3,114	-	9,022	38,343
c) Forwards	241,480	-	9,360	-	3,314	-
<b>4. Commodities</b>	<b>668</b>	<b>-</b>	<b>29</b>	<b>-</b>	<b>28</b>	<b>-</b>
<b>5. Other underlyings</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>Total</b>	<b>1,066,937</b>	<b>2,119,969</b>	<b>20,098</b>	<b>10,995</b>	<b>20,343</b>	<b>49,105</b>

## Liquidity Risk

Liquidity risk is the risk that the Group/Bank is unable to meet on time its payment obligations associated with its financial liabilities when they fall due or to replace funds when they are withdrawn. The consequence may be the failure to meet obligations to repay depositors and fulfil commitments to lend.

This type of risk is inherent in the banking operations and can be triggered by institution-specific events like a rating downgrade or market-wide events such as system outage or capital and money market disruptions.

The Group considers liquidity risk as a central risk in banking business and manages it in a comprehensive and structured manner. Procedures, responsibilities and reporting lines in this area have been laid down in the liquidity policy and include a contingency plan in the event of a liquidity crisis.

The Group mitigates liquidity risks through:

- Accurate short-term and medium- to long-term liquidity planning;
- Effective Contingency Liquidity Policy with feasible and up-to-date Contingency Action Plan to be executed in case of market crisis;
- Substantial liquidity buffer to face unexpected outflows;
- Regular performing of adequate stress scenarios.

The two main components of the Group's liquidity risk management are short-term liquidity and structural liquidity management. Both include scenario analysis and stress testing aspects in addition to regular position monitoring and management activities.

### Short-term Liquidity

Under the short-term component of liquidity risk management, the Group understands aspects of intraday liquidity and day-to-day funding needs of the Group. The first focuses on ensuring access to sufficient intraday liquidity to meet any obligations the Group may have to clearing and settlement systems and includes monitoring of major currency payment flows and payment system collateral in real time.

The day-to-day funding is managed by active participation in the interbank market in line with the arising funding needs and developments identified in the monthly funding plan. Daily monitoring of short-term liquidity gaps ensures that on any day there is a limited amount of refinancing required.

For the purpose of short-term liquidity management, volume limits for maturities of up to three months are in place and monitored daily. Volume limits are established on an aggregated level as well as for separate major currencies in order to keep down the risk of a need for follow-up funding if foreign currency markets dry up.

### Structural Liquidity

Structural liquidity management is a complement to the interbank market focused short-term liquidity framework and focuses on medium-term as well as long-term liquidity management. It covers an extended time horizon from overnight maturities up to the final maturities of the Group's long-term assets and liabilities and takes account of maturity, currency and concentration aspects. Excessive structural mismatches are avoided by currency level monitoring which also confines the Group's sensitivity to swap market disruptions. The structural liquidity ratios and its exposure against limits are monitored on weekly basis and monthly discussed on ALCO.

### Stress Testing

To ensure business continuity during periods of severely adverse developments, the Bank runs liquidity stress tests under several different scenarios. The main scenario is defined as combining a general negative development in the market environment (market crisis) and a name-driven crisis specific for UniCredit Bank (combined scenario). The defined time frame for the stress test is one month. The result of the combined scenario is also an important metrics when defining the Bank's risk appetite. The stress testing results are weekly monitored and regularly presented and discussed on ALCO. By securing an appropriate level of funding resources the Bank ensures that its potential refinancing capacities always exceed the funding needs projected within defined scenarios.

### Funding Plan

The Funding Plan is prepared on a yearly basis in order to maintain a good balance between assets and liabilities. It is based on the analysis of assets and liabilities and their effects on the short-term and structural liquidity position of the Group. As such, the Funding Plan plays a fundamental role in the overall liquidity management. The timely execution of the Funding Plan is being monitored on a continuous basis as part of the monitoring process of development of asset and liabilities.

# Risk Report

## Contingency Liquidity Policy

Liquidity crisis is a high impact, low probability event. If the liquidity crisis was to occur, it is essential for the Group to act on time to minimize potentially disruptive consequences of the crisis. Contingency liquidity policy has an objective of ensuring the availability of effective organizational model in order to manage the negative effects of liquidity crisis. It governs the management of potential liquidity shocks to the Group whenever they may arise.

A fundamental part of the Contingency Liquidity Policy is the Contingency Funding Plan. Such plan consists of a set of potential but specific management actions together with a description of liquidity instruments at disposal in a crisis. Each instrument is to be presented together with its size and potential timing of execution, in order to improve the Group's liquidity position during crisis period.

## Year-end Assessment of Liquidity

Despite difficult situation on global and local markets, the Group maintained a strong liquidity profile throughout 2017. An important funding source remains the liquidity centre at UniCredit Bank Austria AG, Vienna where the Group refinances at the market liquidity.

The Group manages the maturity mismatches by maintaining an adequate liquidity reserve in the form of the ECB eligible loans and securities.

### The Group's disclosure on asset encumbrance as of 31 December 2017

EUR '000				
Assets	Carrying amount of encumbered assets	Fair value of encumbered assets	Carrying amount of unencumbered assets	Fair value of unencumbered assets
Assets of the reporting institution	277.501	-	2.482.184	-
Loans on demand	-	-	401.617	-
Equity instruments	-	-	24.037	24.037
Debt securities	68.340	68.340	311.968	311.968
Loans and advances other than loans on demand	209.161	-	1.689.176	-
Other assets	-	-	55.387	-

EUR '000		
Encumbered assets/collateral received and associated liabilities	Matching liabilities, contingent liabilities or securities lent	Assets, collateral received and own debt securities issued other than covered bonds and ABSs encumbered
Carrying amount of selected financial liabilities	244,000	277,501
Other sources of encumbrance	-	-
<b>Total sources of encumbrance</b>	<b>244,000</b>	<b>277,501</b>

### The Group's disclosure on asset encumbrance as of 31 December 2016

EUR '000				
Assets	Carrying amount of encumbered assets	Fair value of encumbered assets	Carrying amount of unencumbered assets	Fair value of unencumbered assets
Assets of the reporting institution	202,490	-	2,441,807	-
Loans on demand	-	-	280,243	-
Equity instruments	-	-	23,856	23,855
Debt securities	77	77	416,119	416,336
Loans and advances other than loans on demand	202,414	-	1,641,126	-
Other assets	-	-	80,463	-

EUR '000		
Encumbered assets/collateral received and associated liabilities	Matching liabilities, contingent liabilities or securities lent	Assets, collateral received and own debt securities issued other than covered bonds and ABSs encumbered
Carrying amount of selected financial liabilities	170,000	185,282
Other sources of encumbrance	-	17,208
<b>Total sources of encumbrance</b>	<b>170,000</b>	<b>202,490</b>

### The Bank's disclosure on asset encumbrance as of 31 December 2017

EUR '000				
Assets	Carrying amount of encumbered assets	Fair value of encumbered assets	Carrying amount of unencumbered assets	Fair value of unencumbered assets
Assets of the reporting institution	277.501	-	2.428.370	-
Loans on demand	-	-	401.617	-
Equity instruments	-	-	24.037	24.037
Debt securities	68.340	68.340	311.968	311.968
Loans and advances other than loans on demand	209.161	-	1.643.621	-
Other assets	-	-	47.128	-

EUR '000		
Encumbered assets/collateral received and associated liabilities	Matching liabilities, contingent liabilities or securities lent	Assets, collateral received and own debt securities issued other than covered bonds and ABSs encumbered
Carrying amount of selected financial liabilities	244,000	277,501
Other sources of encumbrance	-	-
<b>Total sources of encumbrance</b>	<b>244,000</b>	<b>277,501</b>

## Risk Report

## The Bank's disclosure on asset encumbrance as of 31 December 2016

EUR '000				
Assets	Carrying amount of encumbered assets	Fair value of encumbered assets	Carrying amount of unencumbered assets	Fair value of unencumbered assets
Assets of the reporting institution	202,490	-	2,368,723	-
Loans on demand	-	-	276,961	-
Equity instruments	-	-	23,856	23,855
Debt securities	77	77	416,119	416,336
Loans and advances other than loans on demand	202,414	-	1,581,325	-
Other assets	-	-	70,462	-

EUR '000		
Encumbered assets/collateral received and associated liabilities	Matching liabilities, contingent liabilities or securities lent	Assets, collateral received and own debt securities issued other than covered bonds and ABSs encumbered
Carrying amount of selected financial liabilities	170,000	185,282
Other sources of encumbrance	-	17,208
<b>Total sources of encumbrance</b>	<b>170,000</b>	<b>202,490</b>

### The Group's Balance sheet, due to maturity on 31 December 2017

EUR '000 Content	Total	On demand	Up to 1 month	1 - 3 months	3 - 12 months	1 - 5 years	Over 5 years
Cash, cash balances with the Central Bank and demand deposits to banks	412,510	412,510	-	-	-	-	-
Financial assets held for trading	6,932	-	650	224	315	1,758	3,985
Available-for-sale financial assets	444,238	-	480	2,772	10,710	166,105	264,171
Derivatives - hedge accounting	11,334	-	-	-	273	4,328	6,733
Loans and receivables	2,070,199	-	96,760	92,082	299,191	904,779	677,387
To banks	41,076	-	26,621	14,033	422	-	-
To customers	2,022,144	-	63,161	78,049	298,769	904,778	677,387
Other financial assets	6,979	-	6,978	-	-	1	-
Held-to-maturity financial assets	7,263	-	-	7,263	-	-	-
Fair value changes of the hedged items in portfolio interest rate risk	(2,418)	-	-	-	-	-	(2,418)
Property, plant and equipment	5,550	-	-	-	-	-	5,550
Investment property	1,419	-	-	-	-	1,419	-
Intangible assets	15,755	-	-	-	-	-	15,755
Investments in subsidiaries, associates and joint ventures	-	-	-	-	-	-	-
Tax assets	3,644	-	-	-	-	3,644	-
Current tax assets	-	-	-	-	-	-	-
Deferred tax assets	3,644	-	-	-	-	3,644	-
Other assets	2,023	-	1,897	-	-	-	126
<b>Total assets (1)</b>	<b>2,978,449</b>	<b>412,510</b>	<b>99,787</b>	<b>102,341</b>	<b>310,489</b>	<b>1,082,033</b>	<b>971,289</b>
Financial liabilities held for trading	7,075	-	701	210	253	1,974	3,937
Derivatives - hedge accounting	19,256	-	-	4,978	-	13,815	463
Financial liabilities measured at amortised cost	2,422,048	1,326,297	279,706	55,047	291,418	461,465	8,115
Deposits from banks and central banks	145,002	3,572	15,160	162	36,108	90,000	-
Deposits from customers	1,953,329	1,322,725	238,205	52,473	244,384	94,539	1,003
Loans from banks and central banks	298,223	-	847	2,412	10,926	276,926	7,112
Subordinated liabilities	25,494	-	25,494	-	-	-	-
Other financial liabilities	-	-	-	-	-	-	-
Fair value changes of the hedged items in portfolio interest rate risk	14,484	-	1,127	187	2,245	5,967	4,958
Provisions	3,465	-	-	-	1,607	1,858	-
Tax liabilities	1,607	-	-	-	1,607	-	-
Current tax liabilities	1,858	-	-	-	-	1,858	-
Other liabilities	3,132	-	2,670	-	-	-	462
Share capital	20,384	-	-	-	-	-	20,384
Share premium	107,760	-	-	-	-	-	107,760
Fair value reserves	26,087	-	-	-	-	-	26,087
Reserves from profit	102,500	-	-	-	-	-	102,500
Retained earnings including profit/loss from current year	36,272	-	-	-	36,235	37	-
<b>Total liabilities and equity (2)</b>	<b>2,762,463</b>	<b>1,326,297</b>	<b>284,204</b>	<b>60,422</b>	<b>331,758</b>	<b>485,116</b>	<b>274,666</b>
<b>Inconsistency (1)-(2)</b>	<b>215,986</b>	<b>(913,787)</b>	<b>(184,417)</b>	<b>41,919</b>	<b>(21,269)</b>	<b>596,917</b>	<b>696,623</b>

Note: Non-discounted items of the Bank's Statement of financial position are displayed in the table.

# Risk Report

## The Group's Balance sheet, due to maturity on 31 December 2016

EUR '000 Content	Total	On demand	Up to 1 month	1 - 3 months	3 - 12 months	1 - 5 years	Over 5 years
Cash, cash balances with the Central Bank and demand deposits to banks	311,308	311,308	-	-	-	-	-
Financial assets held for trading	20,118	-	10,212	770	2,459	1,407	5,270
Available-for-sale financial assets	492,943	-	621	3,018	61,677	142,858	284,769
Derivatives - hedge accounting	10,995	-	169	511	164	4,561	5,590
Loans and receivables	1,960,842	622	104,447	71,091	274,337	761,631	748,714
To banks	14,674	-	7,779	1,041	4,585	1,269	-
To customers	1,938,314	622	93,220	70,050	265,573	760,135	748,714
Other financial assets	7,854	-	3,448	-	4,179	227	-
Held-to-maturity financial assets	7,469	-	-	280	-	7,189	-
Fair value changes of the hedged items in portfolio interest rate risk	40	-	-	-	-	-	40
Property, plant and equipment	7,184	-	-	-	-	-	7,184
Investment property	2,689	-	-	-	281	2,408	-
Intangible assets	16,927	-	-	-	-	-	16,927
Investments in subsidiaries, associates and joint ventures	-	-	-	-	-	-	-
Tax assets	7,775	-	-	-	358	7,417	-
Current tax assets	358	-	-	-	358	-	-
Deferred tax assets	7,417	-	-	-	-	7,417	-
Other assets	2,072	-	66	1,418	114	468	6
<b>Total assets (1)</b>	<b>2,840,362</b>	<b>311,930</b>	<b>115,515</b>	<b>77,088</b>	<b>339,390</b>	<b>927,939</b>	<b>1,068,500</b>
Financial liabilities held for trading	20,463	-	10,021	932	2,442	1,735	5,333
Derivatives - hedge accounting	49,105	-	7,282	1,036	141	34,956	5,690
Financial liabilities measured at amortised cost	2,299,730	1,141,074	148,707	86,998	378,844	433,918	110,189
Deposits from banks and central banks	234,437	6,775	1,925	164	70,573	105,000	50,000
Deposits from customers	1,755,757	1,134,299	132,180	81,374	293,507	113,152	1,245
Loans from banks and central banks	288,893	-	593	4,152	9,438	215,766	58,944
Subordinated liabilities	-	-	-	-	-	-	-
Other financial liabilities	20,643	-	14,009	1,308	5,326	-	-
Fair value changes of the hedged items in portfolio interest rate risk	1,263	-	-	-	-	-	1,263
Provisions	10,171	166	121	575	3,473	5,494	342
Tax liabilities	2,465	-	-	-	2,465	-	-
Current tax liabilities	2,465	-	-	-	2,465	-	-
Other liabilities	2,494	-	127	821	271	691	584
Share capital	20,384	-	-	-	-	-	20,384
Share premium	107,760	-	-	-	-	-	107,760
Fair value reserves	19,078	-	-	-	-	-	19,078
Reserves from profit	98,573	-	-	-	-	-	98,573
Retained earnings including profit/loss from current year	17,846	-	-	-	13,882	37	3,927
<b>Total liabilities and equity (2)</b>	<b>2,649,332</b>	<b>1,141,240</b>	<b>166,258</b>	<b>90,362</b>	<b>401,518</b>	<b>476,831</b>	<b>373,123</b>
<b>Inconsistency (1)-(2)</b>	<b>191,030</b>	<b>(829,310)</b>	<b>(50,743)</b>	<b>(13,274)</b>	<b>(62,128)</b>	<b>451,108</b>	<b>695,377</b>

Note: Non-discounted items of the Bank's Statement of financial position are displayed in the table.



### The Bank's Balance sheet, due to maturity on 31 December 2017

EUR '000 Content	Total	On demand	Up to 1 month	1 - 3 months	3 - 12 months	1 - 5 years	Over 5 years
Cash, cash balances with the Central Bank and demand deposits to banks	412,510	412,510	-	-	-	-	-
Financial assets held for trading	6,932	-	650	224	315	1,758	3,985
Available-for-sale financial assets	444,238	-	480	2,772	10,710	166,105	264,171
Derivatives - hedge accounting	11,334	-	-	-	273	4,328	6,733
Loans and receivables	2,014,908	-	96,635	82,527	258,301	915,212	662,233
To banks	41,076	-	26,621	14,033	422	-	-
To customers	1,969,578	-	65,761	68,494	257,879	915,211	662,233
Other financial assets	4,254	-	4,253	-	-	1	-
Held-to-maturity financial assets	7,263	-	-	7,263	-	-	-
Fair value changes of the hedged items in portfolio interest rate risk	(2,418)	-	-	-	-	-	(2,418)
Property, plant and equipment	3,629	-	-	-	-	-	3,629
Investment property	-	-	-	-	-	-	-
Intangible assets	15,458	-	-	-	-	-	15,458
Investments in subsidiaries, associates and joint ventures	1	-	-	-	-	-	1
Tax assets	-	-	-	-	-	-	-
Current tax assets	-	-	-	-	-	-	-
Deferred tax assets	-	-	-	-	-	-	-
Other assets	1,254	-	1,128	-	-	-	126
<b>Total assets (1)</b>	<b>2,915,109</b>	<b>412,510</b>	<b>98,893</b>	<b>92,786</b>	<b>269,599</b>	<b>1,087,403</b>	<b>953,918</b>
Financial liabilities held for trading	7,075	-	701	210	253	1,974	3,937
Derivatives - hedge accounting	19,256	-	-	4,978	-	13,815	463
Financial liabilities measured at amortised cost	2,384,226	1,333,052	277,727	51,036	286,844	434,406	1,161
Deposits from banks and central banks	145,002	3,572	15,160	162	36,108	90,000	-
Deposits from customers	1,958,483	1,329,480	238,205	50,872	244,384	94,539	1,003
Loans from banks and central banks	256,379	-	-	2	6,352	249,867	158
Subordinated liabilities	24,362	-	24,362	-	-	-	-
Other financial liabilities	-	-	-	-	-	-	-
Fair value changes of the hedged items in portfolio interest rate risk	14,484	-	1,127	187	2,245	5,967	4,958
Provisions	3,073	-	-	-	1,215	1,858	-
Tax liabilities	1,215	-	-	-	1,215	-	-
Current tax liabilities	1,858	-	-	-	-	1,858	-
Other liabilities	1,674	-	1,212	-	-	-	462
Share capital	20,384	-	-	-	-	-	20,384
Share premium	107,760	-	-	-	-	-	107,760
Fair value reserves	26,087	-	-	-	-	-	26,087
Reserves from profit	84,635	-	-	-	-	-	84,635
Retained earnings including profit/loss from current year	38,378	-	-	-	38,341	37	-
<b>Total liabilities and equity (2)</b>	<b>2,707,032</b>	<b>1,333,052</b>	<b>280,767</b>	<b>56,411</b>	<b>328,898</b>	<b>458,057</b>	<b>249,847</b>
<b>Inconsistency (1)-(2)</b>	<b>208,077</b>	<b>(920,542)</b>	<b>(181,874)</b>	<b>36,375</b>	<b>(59,299)</b>	<b>629,346</b>	<b>704,071</b>

Note: Non-discounted items of the Bank's Statement of financial position are displayed in the table.

## Risk Report

## The Bank's Balance sheet, due to maturity on 31 December 2016

EUR '000 Content	Total	On demand	Up to 1 month	1 - 3 months	3 - 12 months	1 - 5 years	Over 5 years
Cash, cash balances with the Central Bank and demand deposits to banks	309,304	309,304	-	-	-	-	-
Financial assets held for trading	20,118	-	10,212	770	2,459	1,407	5,270
Available-for-sale financial assets	492,943	-	621	3,018	61,677	142,858	284,769
Derivatives - hedge accounting	10,995	-	169	511	164	4,561	5,590
Loans and receivables	1,889,279	-	99,626	117,132	251,175	694,063	727,283
To banks	14,674	-	7,779	1,041	4,585	1,269	-
To customers	1,870,899	-	88,382	116,091	246,576	692,567	727,283
Other financial assets	3,706	-	3,465	-	14	227	-
Held-to-maturity financial assets	7,469	-	-	280	-	7,189	-
Fair value changes of the hedged items in portfolio interest rate risk	40	-	-	-	-	-	40
Property, plant and equipment	4,823	-	-	-	-	-	4,823
Investment property	-	-	-	-	-	-	-
Intangible assets	16,644	-	-	-	-	-	16,644
Investments in subsidiaries, associates and joint ventures	1	-	-	-	-	-	1
Tax assets	4,516	-	-	-	-	4,516	-
Current tax assets	-	-	-	-	-	-	-
Deferred tax assets	4,516	-	-	-	-	4,516	-
Other assets	758	-	118	52	114	468	6
<b>Total assets (1)</b>	<b>2,756,890</b>	<b>309,304</b>	<b>110,746</b>	<b>121,763</b>	<b>315,589</b>	<b>855,062</b>	<b>1,044,426</b>
Financial liabilities held for trading	20,463	-	10,021	932	2,442	1,735	5,333
Derivatives - hedge accounting	49,105	-	7,282	1,036	141	34,956	5,690
Financial liabilities measured at amortised cost	2,243,701	1,142,352	148,366	81,990	369,761	400,182	101,050
Deposits from banks and central banks	234,437	6,775	1,925	164	70,573	105,000	50,000
Deposits from customers	1,757,035	1,135,577	132,180	81,374	293,507	113,152	1,245
Loans from banks and central banks	232,444	-	252	2	355	182,030	49,805
Subordinated liabilities	-	-	-	-	-	-	-
Other financial liabilities	19,785	-	14,009	450	5,326	-	-
Fair value changes of the hedged items in portfolio interest rate risk	1,263	-	-	-	-	-	1,263
Provisions	9,807	167	121	210	3,473	5,494	342
Tax liabilities	2,465	-	-	-	2,465	-	-
Current tax liabilities	2,465	-	-	-	2,465	-	-
Other liabilities	1,691	-	126	19	271	691	584
Share capital	20,384	-	-	-	-	-	20,384
Share premium	107,760	-	-	-	-	-	107,760
Fair value reserves	19,078	-	-	-	-	-	19,078
Reserves from profit	84,635	-	-	-	-	-	84,635
Retained earnings including profit/loss from current year	13,919	-	-	-	13,882	37	-
<b>Total liabilities and equity (2)</b>	<b>2,574,271</b>	<b>1,142,519</b>	<b>165,916</b>	<b>84,187</b>	<b>392,435</b>	<b>443,095</b>	<b>346,119</b>
<b>Inconsistency (1)-(2)</b>	<b>182,619</b>	<b>(833,215)</b>	<b>(55,170)</b>	<b>37,576</b>	<b>(76,846)</b>	<b>411,967</b>	<b>698,307</b>

Note: Non-discounted items of the Bank's Statement of financial position are displayed in the table.

## IFRS13 DISCLOSURE

Hereby we provide fair value (IFRS 13) disclosure requirements regarding accounting financial instruments portfolios not measured at fair value:

### Fair value (IFRS 13) disclosure requirements regarding accounting financial instruments portfolios not measured at fair value

EUR '000						
Content	Book value 2017	Fair value 2017 (Level 2)	Fair value 2017 (Level 3)	Book value 2016	Fair value 2016 (Level 2)	Fair value 2016 (Level 3)
<b>Assets</b>						
Cash and cash balances	412,560	-	412,560	309,308	-	309,308
Held-to-maturity investments	7,202	7,069	-	7,127	7,344	-
Loans and receivables with banks	40,994	20,620	20,361	14,660	5,420	9,232
Loans and receivables with customers	1,676,081	608,145	1,183,750	1,614,146	955,051	766,887
<b>Total</b>	<b>2,136,837</b>	<b>635,834</b>	<b>1,616,671</b>	<b>1,945,241</b>	<b>967,815</b>	<b>1,085,427</b>
<b>Liabilities</b>						
Deposits from central banks	-	-	-	-	-	-
Subordinated liabilities	-	-	-	-	-	-
Deposits from banks	144,796	144,221	2,741	233,773	234,240	2,997
Deposits from customers	1,957,540	445,522	1,513,333	1,754,696	868,460	884,805
<b>Total</b>	<b>2,102,336</b>	<b>589,743</b>	<b>1,516,074</b>	<b>1,988,469</b>	<b>1,102,700</b>	<b>887,802</b>

Financial instruments not carried at fair value are not managed on a fair value basis. For these instruments, fair values are calculated for disclosure purposes only and do not impact the balance sheet or the profit or loss. The fair value calculation is coherent with the Discounted Cash Flows methodologies for the estimation of the present value of financial instruments subject to default risk. The Cash Flows riskiness is considered by applying weights to the discount factors so as to consider credit and time value in the spread calculation, which is, in turn, function of the expected and unexpected loss.

\* Level 2: Fair value is determined using the valuation models, which are based primarily on market data. Level 2 includes also financial assets whose fair value is based on the quoted price for an identical instrument, but for which there is no active market.

\*\* Level 3: Fair value is determined using the valuation models based primarily on unobservable inputs. An input qualifies as an observable input if it is directly observable as a market price or may be derived from an observable price. The examples of Level 3 inputs are historical volatility or interest rates for currencies and maturities for which there are no observable financial instruments. If the value of a financial instrument is based on non-observable inputs, the value of these inputs at the end of the reporting period may be selected from a range of reasonable possible alternatives. For the purpose of preparing financial statements, the reasonable values selected for such no observable inputs are in line with prevailing market conditions and the Bank's valuation verification approach.

## Operational Risk

### Operational risk framework

Operational risk is the risk of direct or indirect loss arising from a wide variety of causes associated with internal processes, personnel, technology and infrastructure or caused by external factors other than credit, market and liquidity risk. This definition also includes legal and compliance risk but excludes strategic and reputational risk.

To monitor, mitigate and control the operational risk, the Bank has established a consistent, value-added framework as a combination of policies and procedures for controlling, measuring and mitigating operational risk and the overall effectiveness of internal control environment. The Bank focuses on proactive identification and mitigation of operational risk and related incidents. The goal is to keep operational risk at appropriate levels, considering the Bank's financial strength, the characteristics of its businesses, the markets in which it operates, and the competitive and regulatory environment to which it is subject. Key themes are transparency of information, escalation of key issues and accountability for issue resolution.

The Bank's approach to operational risk management is intended to mitigate such losses by supplementing traditional control-based approaches to operational risk with risk measures, tools and disciplines that are risk-specific, consistently applied and utilized. Spread of culture that is aware of operational risk is an essential tool to mitigate the risk and reduce the actual losses.

## Risk Report

Since July 2015, when the Bank received a "Decision on authorization for the qualified investments in the company UniCredit Leasing d.o.o." from the Bank of Slovenia, the Bank has been a 100-percent owner of the company UniCredit Leasing Slovenija d.o.o. This resulted in set up of joint framework for assessing and managing operational risk and the overall effectiveness of internal control environment for the Group.

### Operational risk governance system

The entire organization and distribution of competencies and responsibilities in the area of operational risk management from the point of view of assessment/measurement, monitoring and controlling of operational risk in the Group is defined so that it enables and ensures timely recording and reporting of occurred operational risk events, timely introduction of measures in order to prevent the occurrence of loss events and effective monitoring and controlling of operational risk.

The Bank's Management Board is responsible for effective overview and understanding of the exposure to operational risk. The Bank's Management Board and senior management are also responsible for verifying that the operational risk measurement and control system is closely integrated in the day-to-day risk management process of the Group.

At UniCredit Banka Slovenija d.d., the entity responsible for taking decisions on operational risk topics is the Operational Risk Committee (OpRisk Committee). Within the Committee, the risk exposure, the mitigation actions, the measuring and control methodologies and all analyses done on operational risk are reported and discussed. The Committee is responsible for ensuring consistency in operational risk policies, proposing interventions according to risks/scenarios reported results, recommending insurance policies where applicable. Based on operational risk reporting, operational risk control procedures are proposed and monitored by the members of the OpRisk Committee.

At the parent group level, the Operational & Reputational Risk Committee is held on a quarterly basis. The parent group Operational & Reputational Risks Committee meets with consulting and suggestion functions for the following topics: parent group risk appetite including capitalization targets and capital allocation criteria; initial approval and fundamental modifications of risk control and measurement systems for operational risk, including possible action plans, processes, IT and data quality requirements; overall strategies for operational risk optimization; action plans to address possible critical findings related to risk control and measurement systems resulting from parent group Internal Validation and Internal Audit activities, with regard to the internal control system and risk measurement; ICAAP topics on operational risks. The parent group Operational & Reputational Risks Committee meets with approval function for the following topics: special operational and reputational risk policies; corrective actions for balancing the parent group operational risk positions; the parent group insurance strategies; approval and following fundamental modifications of the methodologies for the measurement and control of operational risk.

The new organizational structure of the Group Operational and Reputational Department has become effective as of the end of October 2016. The new organization follows inclusion of Italian perimeter and the direct coordination of the CEE Legal entities in the Department. The coordination of all Legal entities, including CEE banks, from methodological point of view is covered by parent group Operational & Reputational Risk Oversight unit. The unit is responsible for defining the principles and rules for identification, assessment and control of operational risk and reputational risk (including operational risk bordering on credit risk and market risk and ICT risks), and monitoring their correct application by the CEE Legal entities.

The Operational Risk unit is independently organized and incorporated within the Risk Management division, working in close cooperation with the operational risk managers from business divisions and staff functions. The Operational Risk team ensures regular control of operational risk and is responsible for the identification, assessment, monitoring and mitigation/control of operational risk. The Team is also involved in the new product implementation process. Operational risk managers are responsible for taking measures to reduce, prevent, or take out insurance against risks. The regular Manager's Day workshop is organized by the Operational Risk unit to discuss important topics with the operational risk managers and maintain the level of knowledge and awareness related to the management of operational risk.

### Operational risk measurement system

The Bank has been using the Advanced Measurement Approach (AMA) for measuring and calculating capital requirement for operational risk since September 2009. An enhanced version of the risk capital model for operational risk has been developed at the parent group level and implemented also in our Bank. The model uses a combination of internal and external data and analyses of scenarios and factors which reflect business environment and internal controls.

The Group's operational risk framework is supported by the Application for Risk Gauging Online (ARGO), the parent group's designed operational risk software tool. ARGO integrates the individual components of the operational risk management framework into a unified, web-based tool. ARGO enhances the capture, reporting and analysis of operational risk data by enabling risk identification, measurement, monitoring, reporting and analysis to be done in an integrated manner, thereby enabling efficiencies in the Group's monitoring and management of its operational risk.

A network of independent functions and teams is involved in managing and controlling risks, providing the Management Board with sufficient information on the risk situation and enabling the Management Board to manage risk. As a new body in 2012, the Permanent Workgroup

concept (PWG) was set up within the Operational Risk Committee, which provides timely monitoring of risk mitigation actions and escalating any criticalities to the appropriate level of management. The purpose of quarterly reports prepared by the Permanent Workgroup is to enable management to maintain operational risk at appropriate levels within each line of business, to escalate issues and to monitor regularly mitigation actions.

The system for assessment and measurement of operational risk is based on four key elements: collecting and analysing internal operational risk events, external operational risk events, annual analysis of operational risk scenarios and regular monitoring of risk factors/indicators.

### **Business Continuity Plan**

In 2017, the Bank continued with the business continuity plan, in line with the new Emergency and Crisis Management Plan and the parent group policy.

The business continuity plan includes a set of documents that define organizational solutions for restoring the operational capability to a predefined level, with the aim to minimize or to avoid the losses of the Bank due to disruptions. Regarding the testing of solutions, the plan also describes types and frequencies of tests to be performed. Solutions are defined based on the performed Business Impact Analyses as well as an assessment of vulnerability, historical data and other available information to the process owner and BC&CM manager.

Business Continuity Plan considers the following six crisis scenarios:

- Unavailability of building,
- Unavailability of personnel,
- Unavailability of IT systems,
- Unavailability of utilities,
- Unavailability of critical documentation and
- Unavailability of relevant counterparties and critical suppliers.

### **Internal Loss Data Collection**

Internal loss data has been collected since 2002 and has helped to:

- Spread the awareness of operational risk throughout the Bank,
- Build experience in the operational risk concept and tools,
- Achieve a deeper understanding of the embedded risk in the business process.

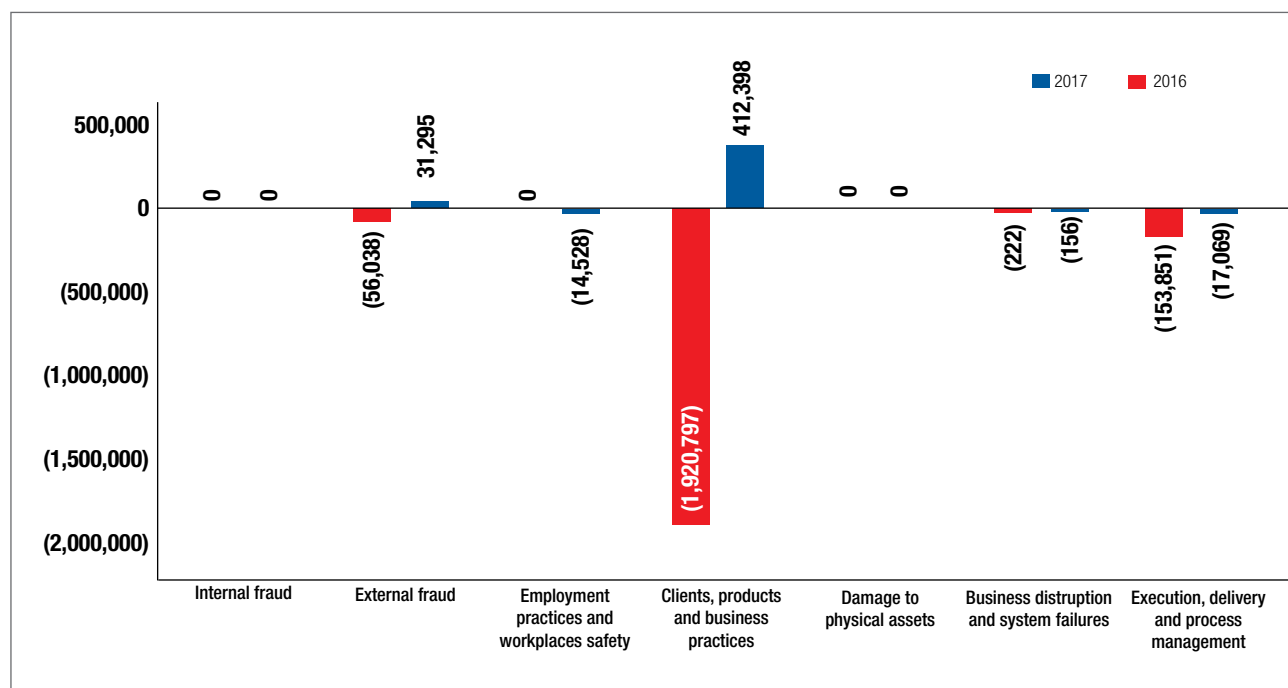
Internal Loss Data are collected and processed in close coordination and cooperation with other departments and units. The minimum threshold at which an event is recorded is 100 euros of actual loss or 10,000 euros of potential loss. Any losses below these thresholds are not collected. The operational risk events are allocated in line with operational risk standards to the following seven categories:

- Internal fraud,
- External fraud,
- Employment practices and workplace safety,
- Clients, products and business practices,
- Damage to physical assets,
- Business disruption and system failures,
- Execution, delivery and process management.

Operational risk losses are regularly reconciled with the Group's Profit and Loss Statement to ensure completeness of the collected operational risk losses.

# Risk Report

## Share of net operational risk losses by event type categories



The Group must consider the fact that it always takes numerous measures to manage and reduce operational risk. Implementation of mitigation measures is constantly monitored, and new measures are proposed.

### Key Risk Indicators (KRI)

Risk indicators are numerical variables whose trend is linked to the processes' operational risk exposure. Risk indicators are measurable data or indicators reflecting the exposure to operational risk: the value of an indicator should be correlated to changes in risk levels. Monitoring operational risk using indicators will give the Operational Risk Team, process owners and persons directly in charge of the risk management early warning signals.

The selection process of indicators involves the Operational Risk Management function and process owners and is based on internal loss data, external data, scenario analysis, experts' suggestion of processes and internal audit, business environment and internal control factors.

### Scenario Analysis

The goal of scenario analysis is to assess the Group's operational risk exposure to high impact and low probability events. The scenarios are defined by analysing internal losses, external events deemed relevant, key operational risk indicators' trend, processes, products and event types. The experience of process managers and operational risk managers as well as suggestions from internal audit and the senior management is taken into consideration. Results, in terms of worst case scenarios, critical processes, mitigation proposals or impacts on capital at risk are described in specific scenario reports.

### Internal Validation

The Group uses internal validation process and supporting architecture as a dynamic risk management tool. The main objective of the internal validation is to assess the overall soundness and the effectiveness of the Operational Risk Management System as well as the compliance with regulations and the parent group standards and the Supervisory requirements for using the AMA. The parent group methodologies for measuring and allocating the capital at risk and the IT system are validated at the parent group level. The goal of the internal validation process is to identify the key operational risks specific to our environment and assess the degree to which it maintains appropriate controls. Action plans are developed for control issues identified, and business units are held accountable for tracking and resolving these issues on a timely basis.

## Legal and Compliance Risks

Banks are highly regulated financial institutions and constantly supervised by competent authorities as they cause as well as bear systemic risk. The Bank, in its course of business, is exposed to the legal risk and compliance risk.

The legal risk encompasses risks of loss of earnings arising from violations or non-compliance with laws, by-laws, rules, regulations, agreements, prescribed practices, or ethical standards. On the other hand, the compliance risk is the risk of financial loss, risk of loss of reputation or the occurrence of certain regulatory measures or sanctions caused by the bank's actions that are non-compliant with legislation, other external or internal by-laws and relevant business standards and good-practices.

Our objective is to identify, manage, monitor and mitigate legal and compliance risks that expose the Bank. We seek to actively mitigate these risks by identifying them, setting adequate standards and procedures for their management as well as ensuring compliance through proactive monitoring.

The legal and compliance risk management policy is implemented through the identification and ongoing review of areas where the legal risk is identified. Responsibility for the development of procedures for management and mitigation of these risks are clearly defined and adequate monitoring procedures are in place, taking into account the required standards.

Legal and compliance risks cannot be entirely eliminated or avoided, and they are hardly predictable. In fact, the Bank is involved in few lawsuits which have been filed against it. The Bank has fully established the Compliance function which, in addition to the regular assessment of compliance risk, manages also the system of second level management controls, by which the Bank actively manages the compliance risk. Moreover, the Bank has also implemented the system of control of conflict of interests, whistleblowing and anti-corruption measures.

## Business Risk

Business risk is defined as adverse, unexpected change in scope of business and/or margins that cannot be attributed to other risk types, resulting in fluctuations of revenues and costs, not considering extraordinary items. The changes in business volume result from unexpected development of market trend, unexpected customer behaviour, new market participants/products or legal framework.

The calculation of business risk is based on an earnings-at-risk model using historical time series of revenues and costs.

Business risk measurement thus measures the influence of external factors on decline in profits and effect on market value.

As part of the general income and cost management, the operational management of business risk is the responsibility of individual business units.

## Risks Arising from the Group's Shareholdings and Equity Interests

The Group is not actively making long-term investments in shares or equity participations on its own account for realizing short-term trading or long-term substantial value increases. The shareholdings of the Group are closely related to its business (Bank resolution fund, SWIFT, Bankart, etc.).

## Real Estate Risk

The Group is not intentionally investing in real estate itself. The Group has some real estate in possession out of leasing contracts but based on the low volume, we estimate that this risk is not material for the Group.

# Risk Report

## Capital Management

Within the Internal Capital Adequacy Assessment Process (ICAAP), the Group focuses on the economic view of matching the economic capital (capital demand) with the risk-taking capacity (shareholder's equity) in line with the Pillar II of the Basel accord.

The economic capital is calculated retrospectively on a quarterly basis, but it is also monitored within the yearly planning process. As both capital requirement and available capital evolve over time, the Group ensures at any time that on the one side capital requirement – mainly driven by business plans and by risk-profile forecasts in combination with macro-economic scenarios – does not exceed available capital and on the other side the available capital is kept at a level to cover the calculated risks at all times.

The Bank's economic capital reflects the Bank's specific risk profile in a comprehensive and consistent way. Except for liquidity risk, economic capital is calculated using uniform value-at-risk methods across all types of risk which were mentioned in this risk report. A specific factor taken into account in the required risk capital is business risk, which reflects the influence of external factors such as consumer behaviour or competitive situation on the market value of business divisions or subsidiaries. Unexpected losses over a period of one year are calculated with a confidence level of 99.9 %. The overall responsibility for identification of risks and assessment of risk level is with the ALCO.

Besides the economic view, the Group must comply with the Regulation No. 575/2013 of the European Parliament and of the Council of 26 June 2013 on prudential requirements for credit institutions and investment firms (CRR directive) and with the Slovenian legislation.

The regulatory capital for credit risk, market risk and operational risk accounts for the capital demand. Consolidated capital adequacy is monitored continuously by the Bank's Management and filed with the Bank of Slovenia on a quarterly basis. The Bank of Slovenia requires each bank to maintain a ratio of total regulatory capital to the risk weighted asset (the capital adequacy ratio) at or above the internationally agreed minimum of 8 %.

The structure of the regulatory capital, capital requirements and capital adequacy ratio for 2017 and 2016 is presented in the tables in continuation. The total Group capital ratio increased from 16.07 % at the end of 2016 to 18.03 % at the end of 2017. The Tier 1 ratio increased from 15.82 % at the end of 2016 to 17.80 % at the end of 2017. During the observed period, the Group was constantly in line with the regulatory capital requirements and at the same time even increased the security of its business.



## The Group's own funds and capital requirements

EUR '000			
ID	Item	31/12/2017	31/12/2016
<b>1</b>	<b>OWN FUNDS</b>	<b>217,165</b>	<b>207,961</b>
<b>1.1</b>	<b>TIER 1 CAPITAL</b>	<b>214,396</b>	<b>204,786</b>
<b>1.1.1</b>	<b>COMMON EQUITY TIER 1 CAPITAL</b>	<b>214,396</b>	<b>204,786</b>
<b>1.1.1.1</b>	<b>Capital instruments eligible as CET1 Capital</b>	<b>128,143</b>	<b>128,143</b>
1.1.1.1.1	Paid up capital instruments	20,384	20,384
1.1.1.1.3	Share premium	107,760	107,760
<b>1.1.1.2</b>	<b>Retained earnings</b>	<b>17,901</b>	<b>13,993</b>
1.1.1.2.1	Previous years retained earnings	17,901	13,993
1.1.1.2.2	Profit or loss eligible	-	-
1.1.1.2.2.1	Profit or loss attributable to owners of the parent	36,235	17,791
1.1.1.2.2.2	(-) Part of interim or year-end profit not eligible	(36,235)	(17,791)
<b>1.1.1.3</b>	<b>Accumulated other comprehensive income</b>	<b>21,368</b>	<b>18,573</b>
<b>1.1.1.4</b>	<b>Other reserves</b>	<b>84,635</b>	<b>84,635</b>
<b>1.1.1.9</b>	<b>Adjustments to CET1 due to prudential filters</b>	<b>(100)</b>	<b>(375)</b>
1.1.1.9.5	(-) Value adjustments due to the requirements for prudent valuation	(100)	(375)
<b>1.1.1.11</b>	<b>(-) Other intangible assets</b>	<b>(15,754)</b>	<b>(16,928)</b>
<b>1.1.1.12</b>	<b>(-) Deferred tax assets that rely on future profitability and do not arise from temporary differences net of associated tax liabilities</b>	<b>0</b>	<b>(4,558)</b>
<b>1.1.1.13</b>	<b>(-) IRB shortfall of credit risk adjustments to expected losses</b>	<b>(8)</b>	<b>(66)</b>
<b>1.1.1.16</b>	<b>(-) Excess of deduction from AT1 items over AT1 Capital</b>	<b>(3,152)</b>	<b>(6,784)</b>
<b>1.1.1.26</b>	<b>Other transitional adjustments to CET1 Capital</b>	<b>(14,489)</b>	<b>(9,324)</b>
<b>1.1.1.28</b>	<b>CET1 capital elements or deductions - other</b>	<b>(4,149)</b>	<b>(2,523)</b>
<b>1.1.2.9</b>	<b>Other transitional adjustments to AT1 Capital</b>	<b>(3,152)</b>	<b>(6,784)</b>
<b>1.1.2.10</b>	<b>Excess of deduction from AT1 items over AT1 Capital (deducted in CET1)</b>	<b>3,152</b>	<b>6,784</b>
<b>1.2</b>	<b>TIER 2 CAPITAL</b>	<b>2,769</b>	<b>3,175</b>
<b>1.2.1</b>	<b>Capital instruments and subordinated loans eligible as T2 Capital</b>	<b>-</b>	<b>-</b>
1.2.1.1	Paid up capital instruments and subordinated loans	-	-
1.2.1.1*	Memorandum item: Capital instruments and subordinated loans not eligible	-	-
<b>1.2.5</b>	<b>IRB Excess of provisions over expected losses eligible</b>	<b>2,771</b>	<b>3,188</b>
<b>1.2.10</b>	<b>Other transitional adjustments to T2 Capital</b>	<b>(2)</b>	<b>(13)</b>
<b>2</b>	<b>TOTAL RISK EXPOSURE AMOUNT</b>	<b>1,204,763</b>	<b>1,294,082</b>
<b>2.1</b>	<b>RISK WEIGHTED EXPOSURE AMOUNTS FOR CREDIT, COUNTERPARTY CREDIT AND DILUTION RISKS AND FREE DELIVERIES</b>	<b>1,089,189</b>	<b>1,181,402</b>
<b>2.1.1</b>	<b>Standardised approach (SA)</b>	<b>627,396</b>	<b>650,026</b>
2.1.1.1	SA exposure classes excluding securitisation positions	627,396	650,026
1.1.1.1.01	Central governments or central banks	9,109	7,552
2.1.1.1.02	Regional governments or local authorities	24,356	26,643
2.1.1.1.03	Public sector entities	7,827	18,919
2.1.1.1.06	Institutions	728	35
2.1.1.1.07	Corporates	116,260	95,284
2.1.1.1.08	Retail	270,957	311,356
2.1.1.1.09	Secured by mortgages on immovable property	159,083	149,688
2.1.1.1.11	Items associated with particular high risk	2,360	28,061
2.1.1.1.10	Exposures in default	29,060	-
2.1.1.1.13	Claims on institutions and corporates with a short-term credit assessment	293	2,000

## Risk Report

2.1.1.1.14	Collective investments undertakings (CIU)	2,858	3,279
2.1.1.1.15	Equity	110	110
2.1.1.1.16	Other items	4,395	7,100
<b>2.1.2</b>	<b>Internal ratings based approach (IRB)</b>	<b>461,793</b>	<b>531,376</b>
2.1.2.1	IRB approaches when neither own estimates of LGD nor Conversion Factors are used	452,154	514,428
2.1.2.1.02	Institutions	62,525	116,005
2.1.2.1.03	Corporates - SME	152,310	130,870
2.1.2.1.05	Corporates - Other	237,318	267,553
2.1.2.3	Equity IRB	2,844	2,549
2.1.2.4	Other non credit-obligation assets	6,795	14,398
<b>2.2</b>	<b>TOTAL RISK EXPOSURE AMOUNT FOR SETTLEMENT/DELIVERY</b>	<b>-</b>	<b>-</b>
<b>2.3</b>	<b>TOTAL RISK EXPOSURE AMOUNT FOR POSITION, FOREIGN EXCHANGE AND COMMODITIES RISKS</b>	<b>10,810</b>	<b>707</b>
<b>2.3.1</b>	<b>Risk exposure amount for position, foreign exchange and commodities risks under standardised approaches (SA)</b>	<b>10,810</b>	<b>707</b>
2.3.1.1	Traded debt instruments	10,810	707
<b>2.4</b>	<b>TOTAL RISK EXPOSURE AMOUNT FOR OPERATIONAL RISK (OpR )</b>	<b>104,764</b>	<b>111,974</b>
2.4.2	OpR Standardised (STA) / Alternative Standardised (ASA) approaches	27,447	15,008
2.4.3	OpR Advanced measurement approaches (AMA)	77,317	96,965
<b>2.6</b>	<b>TOTAL RISK EXPOSURE AMOUNT FOR CREDIT VALUATION ADJUSTMENT</b>	<b>-</b>	<b>-</b>
<b>2.7</b>	<b>TOTAL RISK EXPOSURE AMOUNT RELATED TO LARGE EXPOSURES IN THE TRADING BOOK</b>	<b>-</b>	<b>-</b>
<b>2.8</b>	<b>OTHER RISK EXPOSURE AMOUNTS</b>	<b>-</b>	<b>-</b>
<b>3</b>	<b>Surplus (+)/Deficit (-) of total capital</b>	<b>120,784</b>	<b>104,434</b>
<b>3a</b>	<b>Total capital ratio</b>	<b>18.03 %</b>	<b>16.07 %</b>
<b>3b</b>	<b>T1 Capital ratio</b>	<b>17.80 %</b>	<b>15.82 %</b>



Stefan Vavti, M. Sc.  
Chairman of the Management Board



Damijan Dolinar, M. Sc., CFA  
Member of the Management Board



Sergio Marino  
Member of the Management Board



Alessandro Pontoglio  
Member of the Management Board

## The Bank's own funds and capital requirements

EUR '000			
ID	Item	31/12/2017	31/12/2016
<b>1</b>	<b>OWN FUNDS</b>	<b>200,391</b>	<b>194,614</b>
<b>1.1</b>	<b>TIER 1 CAPITAL</b>	<b>197,621</b>	<b>191,408</b>
<b>1.1.1</b>	<b>COMMON EQUITY TIER 1 CAPITAL</b>	<b>197,621</b>	<b>191,408</b>
<b>1.1.1.1</b>	<b>Capital instruments eligible as CET1 Capital</b>	<b>128,143</b>	<b>128,143</b>
1.1.1.1.1	Paid up capital instruments	20,384	20,384
1.1.1.1.3	Share premium	107,760	107,760
<b>1.1.1.2</b>	<b>Retained earnings</b>	<b>37</b>	<b>55</b>
1.1.1.2.1	Previous years retained earnings	37	55
1.1.1.2.2	Profit or loss eligible	-	-
1.1.1.2.2.1	Profit or loss attributable to owners of the parent	38,341	13,864
1.1.1.2.2.2	(-) Part of interim or year-end profit not eligible	(38,341)	(13,864)
<b>1.1.1.3</b>	<b>Accumulated other comprehensive income</b>	<b>21,368</b>	<b>18,573</b>
<b>1.1.1.4</b>	<b>Other reserves</b>	<b>84,635</b>	<b>84,635</b>
<b>1.1.1.9</b>	<b>Adjustments to CET1 due to prudential filters</b>	<b>(100)</b>	<b>(375)</b>
1.1.1.9.5	(-) Value adjustments due to the requirements for prudent valuation	(100)	(375)
<b>1.1.1.11</b>	<b>(-) Other intangible assets</b>	<b>(15,458)</b>	<b>(16,644)</b>
<b>1.1.1.12</b>	<b>(-) Deferred tax assets that rely on future profitability and do not arise from temporary differences net of associated tax liabilities</b>	<b>-</b>	<b>(4,397)</b>
<b>1.1.1.13</b>	<b>(-) IRB shortfall of credit risk adjustments to expected losses</b>	<b>(8)</b>	<b>(7)</b>
<b>1.1.1.16</b>	<b>(-) Excess of deduction from AT1 items over AT1 Capital</b>	<b>(3,092)</b>	<b>(6,659)</b>
<b>1.1.1.26</b>	<b>Other transitional adjustments to CET1 Capital</b>	<b>(17,905)</b>	<b>(9,526)</b>
<b>1.1.1.28</b>	<b>CET1 capital elements or deductions - other</b>	<b>-</b>	<b>(2,390)</b>
<b>1.1.2.9</b>	<b>Other transitional adjustments to AT1 Capital</b>	<b>(3,092)</b>	<b>(6,659)</b>
<b>1.1.2.10</b>	<b>Excess of deduction from AT1 items over AT1 Capital (deducted in CET1)</b>	<b>3,092</b>	<b>6,659</b>
<b>1.2</b>	<b>TIER 2 CAPITAL</b>	<b>2,770</b>	<b>3,206</b>
<b>1.2.1</b>	<b>Capital instruments and subordinated loans eligible as T2 Capital</b>	<b>-</b>	<b>-</b>
1.2.1.1	Paid up capital instruments and subordinated loans	-	-
1.2.1.1*	Memorandum item: Capital instruments and subordinated loans not eligible	-	-
<b>1.2.5</b>	<b>IRB Excess of provisions over expected losses eligible</b>	<b>2,771</b>	<b>3,207</b>
<b>1.2.10</b>	<b>Other transitional adjustments to T2 Capital</b>	<b>(1)</b>	<b>(1)</b>
<b>2</b>	<b>TOTAL RISK EXPOSURE AMOUNT</b>	<b>1,150,105</b>	<b>1,245,537</b>
<b>2.1</b>	<b>RISK WEIGHTED EXPOSURE AMOUNTS FOR CREDIT, COUNTERPARTY CREDIT AND DILUTION RISKS AND FREE DELIVERIES</b>	<b>1,061,978</b>	<b>1,147,865</b>
<b>2.1.1</b>	<b>Standardised approach (SA)</b>	<b>600,183</b>	<b>613,306</b>
2.1.1.1	SA exposure classes excluding securitisation positions	600,183	613,306
1.1.1.1.01	Central governments or central banks	-	299
2.1.1.1.02	Regional governments or local authorities	24,073	26,303
2.1.1.1.03	Public sector entities	7,827	18,919
2.1.1.1.06	Institutions	728	35
2.1.1.1.07	Corporates	154,781	126,530
2.1.1.1.08	Retail	239,192	279,503
2.1.1.1.09	Secured by mortgages on immovable property	152,146	134,501
2.1.1.1.10	Exposures in default	16,108	23,829
2.1.1.1.11	Items associated with particular high risk	2,360	-
1.1.1.1.14	Collective investments undertakings (CIU)	2,858	3,279

## Risk Report

2.1.1.1.15	Equity	110	110
2.1.1.1.16	Other items	-	-
<b>2.1.2</b>	<b>Internal ratings-based approach (IRB)</b>	<b>461,795</b>	<b>534,559</b>
2.1.2.1	IRB approaches when neither own estimates of LGD nor Conversion Factors are used	452,156	517,611
2.1.2.1.02	Institutions	62,525	116,005
2.1.2.1.03	Corporates - SME	152,310	130,870
2.1.2.1.05	Corporates - Other	237,320	270,736
2.1.2.3	Equity IRB	2,844	2,549
2.1.2.4	Other non credit-obligation assets	6,795	14,398
<b>2.2</b>	<b>TOTAL RISK EXPOSURE AMOUNT FOR SETTLEMENT/DELIVERY</b>	<b>-</b>	<b>-</b>
<b>2.3</b>	<b>TOTAL RISK EXPOSURE AMOUNT FOR POSITION, FOREIGN EXCHANGE AND COMMODITIES RISKS</b>	<b>10,810</b>	<b>707</b>
2.3.1	Risk exposure amount for position, foreign exchange and commodities risks under standardised approaches (SA)	10,810	707
2.3.1.1	Traded debt instruments	10,810	707
<b>2.4</b>	<b>TOTAL RISK EXPOSURE AMOUNT FOR OPERATIONAL RISK (OpR)</b>	<b>77,317</b>	<b>96,965</b>
2.4.2	OpR Standardised (STA) / Alternative Standardised (ASA) approaches	-	-
2.4.3	OpR Advanced measurement approaches (AMA)	77,317	96,965
<b>2.6</b>	<b>TOTAL RISK EXPOSURE AMOUNT FOR CREDIT VALUATION ADJUSTMENT</b>	<b>-</b>	<b>-</b>
<b>2.7</b>	<b>TOTAL RISK EXPOSURE AMOUNT RELATED TO LARGE EXPOSURES IN THE TRADING BOOK</b>	<b>-</b>	<b>-</b>
<b>2.8</b>	<b>OTHER RISK EXPOSURE AMOUNTS</b>	<b>-</b>	<b>-</b>
<b>3</b>	<b>Surplus (+)/Deficit (-) of total capital</b>	<b>108,382</b>	<b>94,971</b>
<b>3a</b>	<b>Total capital ratio</b>	<b>17.42 %</b>	<b>15.62 %</b>
<b>3b</b>	<b>T1 capital ratio</b>	<b>17.18 %</b>	<b>15.37 %</b>



Stefan Vavti, M. Sc.  
Chairman of the Management Board



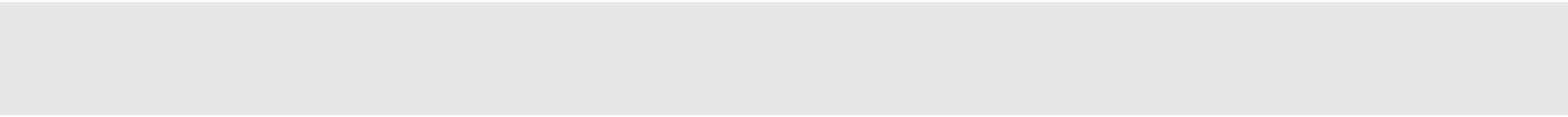
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