



Godišnji izvještaj  
Annual report  
2008

**NLB** Razvojna banka

Ivan Raško.

# KALENDAR AKTIVNOSTI

## JANUAR

- Slanje kamatnih listova poštom
- Pridruženo članstvo Nove banke u poslovanju sa Visa
- Preseljenje Filijale Gradiška u nove prostorije.

## FEBRUAR

- Projekat isplate penzija Fonda PIO RS u Austriju
- Kontrolni izvještaji za Agenciju za bankarstvo Republike Srpske
- Početak marketinške kampanje "Put do uspjeha"



## MART

- Trgovačka knjiga za brokersko poslovanje
- Devizno elektronsko bankarstvo
- SMS usluge



## APRIL

- Plasiranje kredita iz fonda Investiciono razvojne banke RS (uspostavljena je veza između aktive i pasive i omogućeno kreiranje anuitetnih planova).
- Licenciranje bankomata za prihvat VISA chip kartice
- Preseljenje Filijale Dobojske i Zvornik u nove prostorije

## MAJ

- Predračun kredita za stanovništvo sa Euribor i Libor stopom i automatsko generisanje i slanje anuitetnih planova klijentima
- Kamatna stopa na depozite stanovništva prema razredima iznosa depozita (kamatna stopa depozita zavisi od iznosa depozita, kod reoročenja kamatna stopa se automatski koriguje prema iznosu depozita)
- Formirana trgovačka mreža za prihvat VISA platnih kartica instaliran prvi terminal

## JUN

- Registar kolaterala prema Basel II
- Učitavanje spiskova uplata od strane Pošta Srpske na račune NLB Razvojne banke
- Dorada aplikacije za automatsko produženje kredita po tekućem računu građana u skladu sa Uputstvom za odobravanje kredita fizičkim licima
- Automatska klasifikacija kredita po tekućim računima građana
- Pokrenut projekat za prihvat MC kartica na POS terminalima
- Otvorenje šaltera Integra u Banja Luci



## JUL

- Trajni nalog za plaćanje računa fiksne telefonije - varijabilni iznosi.
- Klasifikacija i rezervacija kredita po tekućim računima građana.



## AVGUST

- Projekat "Postepena štednja"

## SEPTEMBAR

- Krediti Investiciono razvojne banke RS - preračun anuiteta nakon izmene Euribor stope na dan 30.09.2008. godine i obavljanje klijenata.
- Evidencija sadržaja i statusa kreditnih dosjeva
- Uvođenje kategorija za monitoring klijenata
- Program za automatsku naplatu potraživanja po deviznim poslovima
- Završen projekat prihvata kartica iz mreže u vlasništvu Delta maxi.

## OKTOBAR

- Tržišna kursna lista - kupovina i prodaja USD prema tržišnom kursu koji vrijedi za određeni vremenski period
- Projekat SMS
- Isplata penzija Fonda PIO RS u Hrvatsku
- Učitavanje spiskova platnih spiskova u aplikaciji Abacus
- Elektronski prenos podataka o kreditima IRB RS iz Banke u IRB RS
- Početak Prve marketinške kampanje NLB Grupe - Postepena štednja
- Obilježen Dan banke
- Obilježen Svjetski dan štednje

## NOVEMBAR

- Program za obračun kamata kredita E kategorije
- Gašenje transakcionih računa pravnih lica koji nisu imali



Put do uspjeha  
Znam zašto.

NLB Razvojna banka

- aktivnost duže od jedne godine
- Otvarenje šaltera u Mercator centru Gradiška

## DECEMBAR

- Gašenje transakcionih i deviznih računa fizičkih i pravnih lica koja nisu imala aktivnost duže od jedne godine.
- Kamatni rizik
- Automatsko aktiviranje blokade na određen datum

# CALENDAR OF ACTIVITIES

## JANUARY

- Associated membership of Nova banka is made within Visa operations
- Branch office Gradiška was displaced into new premises

## FEBRUARY

- Project of payment of retirements of RS Fund for Retired and Disabled Person to Austria
- Regulatory Report for Banking Agency of the Republic of Srpska
- Beginning of the marketing campaign "Road to success"

## MARCH

- Trading book for brokerage operations
- Foreign currency e-banking operations
- SMS services

## APRIL

- Placement of loans from Investment-Development bank of the Republic of Srpska (connection was established between assets and liability and creation of annuity plan was enabled)
- Licensing of ATMs for the acceptance of VISA chip cards
- Moving of Branch office Doboj and Zvornik into new premises

## MAY

- Proforma invoice for retail with Euribor and Libor interest rate and automatic generation and sending of annuity plans to the customers
- Interest rate on retail deposits by classes deposit amounts (interest rate of the deposit depends on the deposit amount,

when deposit is made fixed again, interest rate is corrected automatically according to the deposit amount)

- Formed trade network for the acceptance of payment cards-first terminal is installed

## JUNE

- Collateral registry in compliance with Basel II
- File import of payments from Pošta Srpske at the accounts of NLB Razvojna banka
- Application upgrade for the automatic loan prolongation under current account of physical entities in compliance with the Manual for granting loans to physical entities
- Automatic classification of loans under physical entity current account
- Project for the acceptance of MC cards on POS terminals was started up
- Counter-office was opened in Integra in Banja Luka

## JULY

- Permanent order for the payment of fixed-telephone bills variable amounts.
- Classification and reservation of loans under physical entity current accounts.

## AUGUST

- Project of gradual savings activities

## SEPTEMBER

- Loans of the Republic of Srpska Investment-Development bank calculation of annuities after Euribor interest rate is changed as of September 30, 2008 and notification of the customers.
- Record of the content and status of the credit files
- Introduction of categories for

the customer monitoring

- Program for the automatic collection of receivables from foreign currency operations
- Completed project of card acceptance from the network owned by Delta maxi.

## OCTOBER

- Market Exchange rate list purchase and sale of USD on the basis of market exchange rate valid for determined period of time
- SMS Project
- Payment of retirements of RS Fund for Retired and Disabled Person to Croatia
- File import of payment lists into Abacus application
- Electronic transfer of the Republic of Srpska Investment development bank loan data from the Bank to the Republic of Srpska Investment - development bank
- Beginning of the first marketing campaign of NLB Group - Gradual savings
- the Bank's Day Celebrated
- The World Savings Day Celebrated

## NOVEMBER

- Program for calculation of interest rates of E category
- Closing of transaction accounts of legal entities that were not active for a period longer than one year
- Opening of the counter-office in Mercator Center Gradiška

## DECEMBER

- Closing of transaction and foreign currency accounts of physical entities which were inactive over a year.
- Interest rate risk
- Automatic activation of blockage on determined day.

**NLB** Razvojna banka



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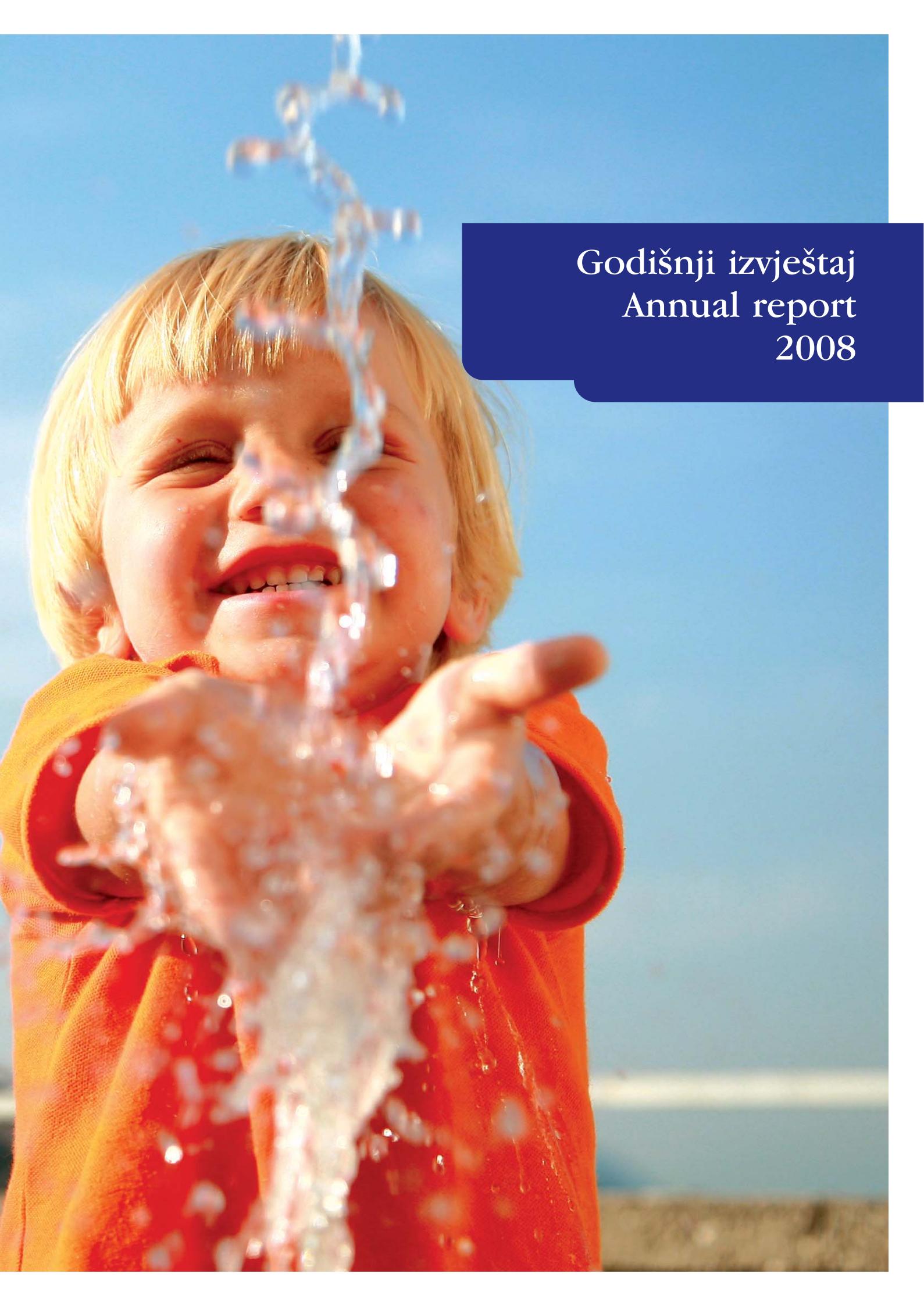
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Godišnji izvještaj  
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# Statement by the Bank Management

Dear customers and shareholders,

It is our pleasure to look back at the way NLB Razvojna banka performed in the year 2008 and to make conclusion that the Bank accomplished two most important strategic goals: customer's trust in the Bank has been improved and the name of NLB Razvojna banka has become inevitable part of the economic life of the Republic of Srpska and Bosnia and Herzegovina.

Although the last year will be remembered for global economic crisis, whose consequences are felt by all branches of economy, we shall remember it as a year in which we, not only managed to maintain, but as well to improve stability, reliability and quality.

As a proof, stands a fact that the Bank maintains accounts of Treasury, Indirect Taxation Authority of Bosnia and Herzegovina as well as of other state and local institutions for collection of public income.

The Bank has significant cooperation and partnership relation with the institutions of the state authority, particularly with funds and the Republic of Srpska Investment-Development bank, Joint Stock Company Banja Luka and is engaged in all programs of the state and local communities.

The Bank's stability is viewed through fulfillment of all business standards in compliance with regulatory requirements indicating quality and stable structure of the Bank's assets.

High liquidity, professionalism and quality of assets are recognizable characteristics of the Bank's business activities, which have been evaluated both by the regulator, Banking

Agency of the Republic of Srpska and the Auditor.

Business goals of the Bank are directed towards further development of services, cooperation with the customers and social community, spreading of the business network and business risk management.

With 70 business units and 520 employees, the Bank offers services of granting loans and collecting deposits, services of payment operations and brokerage services, to the customers from the entire territory of the Republic of Srpska.

During the year 2008 the Bank granted 205,2 million of new loans to legal entities and over 105,8 million to physical entities.

The Bank's services are used by over 200 thousand legal and physical entities who, during the month, perform over 1,2 million of transactions within the country, amounting over BAM five billion and over seven thousand transactions abroad, amounting over BAM 110 million.

The Bank possesses licenses for the issuance of Visa and MasterCard and wide ATM network, while the modern information system enables swift adjustment to the customer's requirements and development of new services of modern banking.

In compliance with the business strategy, the Bank continued to spread its business network and to design business units in accordance with the standard of NLB Group. During the year,

## Cijenjeni komitenti i akcionari,

Zadovoljstvo nam je osvrnuti se na poslovanje NLB Razvojne banke u 2008. godini i konstatovati da je Banka ostvarila dva najznačajnija strateška cilja: povjerenje klijenata u Banku dodatno je poraslo, a ime NLB Razvojne banke postalo je nezaobilazan dio u priči o privrednom životu Republike Srpske i Bosne i Hercegovine.

Iako će protekla godina ostati zapamćena po ekonomskoj krizi globalnih razmjera čije posljedice osjećaju sve privredne grane, mi ćemo je pamtitи kao godinu u kojoj smo, ne samo zadržali, već i poboljšali stabilnost, pouzdanost i kvalitet. U prilog tome govori činjenica da Banka vodi račune državnog Trezora, Uprave za indirektno oporezivanje BiH i drugih državnih i lokalnih institucija za prikupljanje javnih prihoda.

Značajnu saradnju i partnerski odnos Banka ima sa državnim institucijama, posebno sa fondovima i Investiciono-razvojnom bankom Republike Srpske a.d. Banja Luka, te je uključena u sve programe države i lokalnih zajednica.

Stabilnost Banke se ogleda u ispunjavanju svih standarda poslovanja u skladu sa regulatornim zahtjevima koji ukazuju na kvalitet i stabilnu strukturu aktive banke.

Visoka likvidnost, profesionalnost i kvalitet aktive prepoznatljive su karakteristike poslovanja Banke, što je ocijenjeno i od regulatora Agencije za bankarstvo Republike Srpske i od revizora.

Poslovni ciljevi Banke usmjerni su na dalji razvoj usluga, saradnju sa klijentima i društvenom



Direktor  
Radovan Bajić



Zamjenik direktora  
Boris Vodopivec

# Statement by the Bank Management

Braches Gradiška, Doboј, Zvornik and Brčko as well as sub-branches Srbac and Pelagićevo started to operate in the new premises while three new business units were opened.

During the year 2008, the Bank realized significant growth, both in the number of cards and realized transactions.

During the last year, the Bank intensively developed ATM network and accomplished the process of certification for trade network of POS terminals with Visa and MasterCard, so that in the future period the greatest part of activities would be dedicated to the widening of POS terminal network.

During the last year, the Bank realized good business result. Total income amounted to BAM 91,1 million, while total expenses amounted to BAM 75,5 million. Planned level of credit activity was realized, while the significant result was the level of savings realized in the Bank, i.e. total level of deposits amounting to BAM 1,05 billion.

Realized Bank's results in the last year are good basis for the future performance and with reason we expect from NLB Razvojna banka to continue with such successful performance in the year 2009, as well.

Business result is based on successful performance of all customers, whose trust and business relation with the Bank represent undoubtedly the most significant factor of success.

Finally, we wish to thank to shareholders, members of the Supervisory board and to other Bank's bodies, to the employees and all associates who made their contribution in building the position and reputation of NLB Razvojna banka.

Sincerely,

Managing Director  
Radovan Bajić



Deputy Managing Director  
Boris Vodopivec



zajednicom, širenje poslovne mreže i upravljanje poslovnim rizicima.

Sa 70 poslovnih jedinica i 520 zaposlenih, Banka pruža usluge kreditiranja i prikupljanja depozita, usluge platnog prometa i brokerske usluge klijentima na cijeloj teritoriji Republike Srpske.

Banka je tokom 2008 godine plasirala 205,2 miliona novih kredita pravnim licima i preko 105,8 miliona stanovništву.

Usluge Banke koristi preko 200 hiljada pravnih i fizičkih lica koji u toku mjeseca obave preko 1,2 miliona transakcija u zemlji u vrijednosti od preko pet milijardi KM i preko sedam hiljada transakcija sa inostranstvom u iznosu preko 110 miliona KM.

Banka ima licence za izdavanje Visa i MasterCard kartica i široku mrežu bankomata, a savremeni informacioni sistem omogućava brzo prilagođavanje zahtjevima klijenata i razvoj novih servisa savremenog bankarstva.

U skladu sa poslovnom strategijom, Banka je tokom prošle godine nastavila širiti poslovnu mrežu i opremati poslovnice u skladu sa prepoznatljivim standardom NLB Grupe. Tokom godine u novim prostorijama posluju filijale Gradiška, Doboј, Zvornik i Brčko i ekspoziture Srbac i Pelegićevu, a otvorene su i tri nove poslovne jedinice.

Tokom 2008 godine, Banka je ostvarila značajan rast, kako u broju kartica, tako i u broju realizovanih transakcija.

S poštovanjem,

Direktor  
Radovan Bajić



Banka je u protekloj godini intenzivno razvijala mrežu bakomata, ali i završavala procese certifikacije za trgovacku mrežu POS terminala kod Visa i MasterCard, tako da će najveći dio aktivnosti u narednom periodu biti posvećen širenju mreže POS terminala.

Tokom protekle godine Banka je ostvarila dobar poslovni rezultat. Ukupni prihodi iznosili su 91,1 milion KM, dok su ukupni rashodi bili 75,5 miliona KM. Ispunjeno je planirano nivo kreditne aktivnosti, a značajan rezultat je nivo štednje koja je ostvarena u Banci, odnosno ukupan nivo depozita od 1,05 milijardi KM.

Ostvareni rezultati banke u prethodnoj godini su dobra osnova za buduće poslovanje i sa razlogom očekujem da NLB Razvojna banka nastavi uspješno poslovanje i u 2009. godini.

Poslovni rezultat Banke zasnovan je na uspješnom radu svih komitenata čije je povjerenje i poslovan odnos sa Bankom nesumnjivo najznačajniji faktor uspjeha.

Na kraju, zahvaljujemo akcionarima, članovima Nadzornog odbora i drugim organima Banke, zaposlenima i svim saradnicima od kojih je svako dao svoj doprinos izgradnji pozicije i ugleda NLB Razvojne banke.

Zamjenik direktora  
Boris Vodopivec



# Independent Auditor's Report



Independent Auditor's report PricewaterhouseCoopers d.o.o., Sarajevo  
To the Supervisory Board and Shareholders of NLB Razvojna Banka a.d. Banja Luka

We have audited the accompanying financial statements of NLB Razvojna banka a.d. Banja Luka (hereinafter "Bank"), which comprise the balance sheet as of December 31, 2008 and income statement, statement in changes in equity and cash flow statement for the year then ended, summary of significant accounting policies and other explanatory notes to the financial statements.

## Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with the Law on Banks ("Official Gazette of the Republic of Srpska", No. 74/02 and 44/03) and the provisions of the Law on Accounting and Auditing of the Republic of Srpska ("Official Gazette of the Republic of Srpska" No. 67/05). This responsibility includes: design, implementation and maintenance of internal controls relevant to the preparation and fair presentation of financial statements that are free from material misstatements, whether due to fraud or error; selection and application of appropriate accounting policies; and preparation of accounting reports that are reasonable in some circumstances.

## Auditor's Responsibility

Our responsibility is to express an opinion on these financial statements based on our audit. We audited financial statements in accordance with International Standards on Auditing and provisions of the Decision on the Minimum of Scope, Form and Program Contents and Reports on the Economic and Financial Audit of Banks ("Official Gazette of the Republic of Srpska", No. 12/03). Those standards and regulations require that we comply with ethical requirements and to plan and perform the audit to obtain reasonable assurance whether the financial statements are free from material misstatements.

An audit involves application of procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The selection of procedures depends on the auditor's judgment, including the assessment of the risks of material misstatements of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal controls relevant to the preparation and fair presentation of the financial statements of the Bank, in order to select adequate audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the internal controls. An audit also includes



**Izveštaj nezavisnog revizora PricewaterhouseCoopers d.o.o., Sarajevo  
Nadzornom odboru i akcionarima NLB Razvojne Banke a.d., Banja Luka**

Izvršili smo reviziju priloženih finansijskih izvještaja NLB Razvojne banke a.d. Banja Luka (u daljem tekstu "Banka") koji uključuju bilans stanja sa stanjem na dan 31. decembar 2008. godine i bilans uspjeha, izveštaj o promjenama kapitala i izveštaj o novčanim tokovima za godinu završenu na taj dan, pregled računovodsvenih politika i druge napomene uz finansijske izveštaje.

**Odgovornost rukovodstva za finansijske izveštaje**

Rukovodstvo je odgovorno za sastavljanje i realno i objektivno prikazivanje ovih finansijskih izvještaja u skladu sa Zakonom o bankama ("Službeni glasnik Republike Srpske" br. 74/02 i 44/03) i odredbama Zakona o računovodstvu i reviziji Republike Srpske ("Službeni glasnik Republike Srpske" 67/05). Ova odgovornost uključuje: osmišljavanje, implementaciju i održavanje internih kontrola relevantnih za sastavljanje i realno i objektivno prikazivanje finansijskih izveštaja koji ne sadrže materijalno značajno pogrešno prikazivanje, nastalo ili uslijed pronevjere ili uslijed greške; izbor i primjenu odgovarajućih računovodstvenih politika i sačinjavanje računovodstvenih procjena prihvatljivih u datim okolnostima.

**Odgovornost Revizora**

Naša odgovornost je da na osnovu izvršene revizije izrazimo mišljenje o prikazanim finansijskim izvještajima. Reviziju finansijskih izvještaja izvršili smo u skladu sa Međunarodnim standardima revizije i zahtjevima Odluke o minimumu obima, oblika i sadržaja programa i izvještaja o ekonomsko-finansijskoj reviziji banaka ("Službeni glasnik Republike Srpske" br. 12/03). Ovi standardi i regulativa zahtjevaju da postupamo u skladu sa načelima profesionalne etike i da planiramo i izvršimo reviziju na način koji nam omogućava da steknemo razumno uvjerenje da finansijski izveštaji ne sadrže materijalno značajno pogrešno prikazivanje.

Revizija podrazumijeva primjenu procedura u cilju pribavljanja revizorskog dokaza o iznosima i objavama sadržanim u finansijskim izvještajima. Izbor procedura zavisi od revizorskog prosuđivanja, uključujući procjenu rizika od nastanka materijalno značajnog pogrešnog prikazivanja u finansijskim izvještajima nastalog ili uslijed pronevjere ili uslijed greške. Pri procjeni ovih rizika revizor uzima u obzir interne kontrole relevantne za sastavljanje i realno i objektivno prikazivanje finansijskih izveštaja Banke u cilju odabira adekvatnih revizijskih procedura u datim okolnostima, a ne za potrebe izražavanja mišljenja o djelotvornosti internih kontrola

# Independent Auditor's Report

PRICEWATERHOUSECOOPERS PW

evaluation of adequacy of applied accounting policies and acceptability of accounting estimates made by management, as well as evaluation of overall presentation of the financial statements.

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

## Opinion

In our opinion, the financial statements fairly and objectively present, in all material respects the financial position of NLB Razvojna Banka a.d. Banja Luka as of December 31, 2007 as well as the financial result and cash flows for the year then ended in accordance with the Law on Accounting and Auditing of the Republic of Srpska.



Sarajevo, 11. mart 2009. godine

A handwritten signature in cursive script that reads "PricewaterhouseCoopers Sarajevo".

PricewaterhouseCoopers doo Sarajevo

PRICEWATERHOUSECOOPERS PW

Banka. Revizija takođe obuhvata ocjenu adekvatnosti primijenjenih računovodstvenih politika i prihvatljivosti računovodstvenih procjena koje je izvršilo rukovodstvo, kao i ocjenu opće prezentacije finansijskih izvještaja.

Vjerujemo da su revizorski dokazi koje smo pribavili dovoljni i adekvatni kao osnova za izražavanje mišljenja.

#### Mišljenje

Prema našem mišljenju, priloženi finansijski izvještaji u svim materijalno značajnim aspektima prikazuju realno i objektivno finansijsko stanje NLB Razvojne Banke a.d., Banja Luka sa stanjem na dan 31. decembra 2008. godine kao i rezultate poslovanja i novčane tokove za godinu završenu na taj dan, u skladu sa Zakonom o računovodstvu i reviziji Republike Srbije.



Sarajevo, 11. mart 2009. godine

*PricewaterhouseCoopers*  
PricewaterhouseCoopers doo Sarajevo



Finansijski pokazatelji

Financial Highlights

# Key Indicators of the Bank's Business Activities

(in 000 BAM)

Description	31.12.2008.	31.12.2007.
Balance sheet amount- net	1,246,174	1,074,872
Average Balance sheet amount-net	1,169,250	898,283
Total loans	595,764	484,668
Payable loans	3,692	3,645
Payable loans/Total loans	0.62	0.75
Reserves for loans	31,181	22,050
Credit portfolio coverage by reserves (%)	5.23	4.55
Deposits	1,050,433	918,043
L1 (loans with the remaining maturity over one year/total loans) max 70%	64.23	65.24
L2 (liabilities with the remaining maturity over one year/ loans with the remaining maturity over one year) min 40%	31.73	29.06
Shareholders' equity	52,003	42,003
Total capital	79,973	63,842
Average Total capital	70,155	61,520
Net loans/deposits (%)	53,75	50.39
Profit	14,235	12,882
ROE (%) in relation to shareholders' capital	27.37	30.67
ROE (%) in relation to total capital	17.80	20.18
ROE (%) in relation to average total capital	20.29	20.18
ROA (%) in relation to average assets	1.22	1.20
CIR (%)	55.05	54.96
Capital adequacy (%)	15.80	15.84
Number of employees	516	497
Assets per employee	2,415	2,163

\*1EUR = 1,955839 (BAM)

# Osnovni pokazatelji poslovanja Banke

(u 000 KM)

Opis	31.12.2008.	31.12.2007.
Bilansna suma- neto	1,246,174	1,074,872
Prosječna bilansna suma- neto	1,169,250	898,283
Ukupni krediti	595,764	484,668
Dospjeli krediti	3,692	3,645
Dospjeli krediti/ukupni krediti	0.62	0.75
Rezervacije po kreditima	31,181	22,050
Pokrivenost kreditnog portfelja rezervacijama (%)	5.23	4.55
Depoziti	1,050,433	918,043
L1 (krediti sa preostalim rokom dospijeća preko jedne godine/ukupni krediti) max 70%	64.23	65.24
L2 (obaveze sa preostalim rokom dospijeća preko jedne godine/krediti sa preostalim rokom dospijeća preko jedne godine) min 40%	31.73	29.06
Acionarski kapital	52,003	42,003
Ukupan kapital	79,973	63,842
Prosječan ukupan kapital	70,155	61,520
Neto krediti/depoziti (%)	53,75	50.39
Dobit	14,235	12,882
ROE (%) - u odnosu na akcionarski kapital	27.37	30.67
ROE (%) - u odnosu na ukupni kapital	17.80	20.18
ROE (%) - u odnosu na prosječni ukupni kapital	20.29	20.18
ROA (%) - u odnosu na prosječnu aktivu	1.22	1.20
CIR (%)	55.05	54.96
Adekvatnost kapitala (%)	15.80	15.84
Broj zaposlenih	516	497
Aktiva po zaposlenom	2,415	2,163

\*1EUR = 1,955839 (KM)

# Income Statement

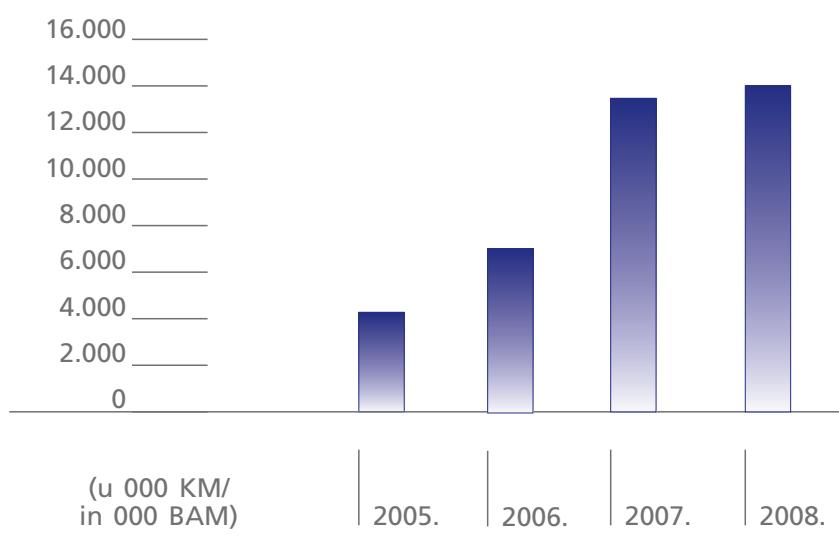
(in 000 BAM)

Income Statement	Period ended on December 31 <sup>st</sup>	
	2008.	2007.
Interest income	67,489	50,337
Interest expense	(27,695)	(17,302)
<b>Net interest income</b>	<b>39,794</b>	<b>33,035</b>
Fee and commission income	18,066	17,024
Fee and commission expense	(3,413)	(2,753)
<b>Net Fee and Commission income</b>	<b>14,653</b>	<b>14,271</b>
Foreign exchange gain	10,424	6,098
Other operating income	14,404	17,047
<b>Total</b>	<b>24,828</b>	<b>23,145</b>
<b>Operating Income</b>	<b>79,275</b>	<b>70,451</b>
Other operating expense	(30,935)	(29,219)
Foreign exchange loss	(10,127)	(5,473)
Long-term reserves for potential losses and contingent liabilities and write-offs	(22,592)	(20,729)
<b>Profit from operations before taxation</b>	<b>15,621</b>	<b>15,030</b>
Income tax	(1,537)	(1,586)
<b>Net profit</b>	<b>14,084</b>	<b>13,444</b>

(u 000 KM)

<b>Bilans uspjeha</b>	<b>Period završen 31. decembra</b>	
	<b>2008.</b>	<b>2007.</b>
Prihodi po osnovu kamata	67,489	50,337
Rashodi po osnovu kamata	(27,695)	(17,302)
<b>Neto prihodi po osnovu kamata</b>	<b>39,794</b>	<b>33,035</b>
Prihod po osnovu naknada i provizija	18,066	17,024
Rashodi po osnovu naknada i provizija	(3,413)	(2,753)
<b>Neto prihodi po osnovu naknada i provizija</b>	<b>14,653</b>	<b>14,271</b>
Pozitivne kursne razlike	10,424	6,098
Ostali prihodi iz poslovanja	14,404	17,047
<b>Ukupno</b>	<b>24,828</b>	<b>23,145</b>
<b>Prihodi iz poslovanja</b>	<b>79,275</b>	<b>70,451</b>
Ostali rashodi iz poslovanja	(30,935)	(29,219)
Negativne kursne razlike	(10,127)	(5,473)
Dugoročna rezervisanja za potencijalne gubitke i ugovorene obaveze i otpisi	(22,592)	(20,729)
<b>Dobit iz poslovanja prije oporezivanja</b>	<b>15,621</b>	<b>15,030</b>
Porez na dobit	(1,537)	(1,586)
<b>Neto dobit</b>	<b>14,084</b>	<b>13,444</b>

**Neto dobit / Net profit**



# Balance Sheet

(in 000 BAM)

Balance sheet	As of 31.12.2008.	As of 31.12.2007.
<b>ASSETS</b>		
Cash and placements to other banks	186,838	175,176
Due from other banks	447,019	134,087
Securities held for trading	282	399
Loans to other banks	11,735	268,032
Securities held until maturity	553	-
Loans to customers	595,764	484,668
Long-term investments and balances available for sale	1,384	1,384
Property, equipment and Intangible assets, net	27,767	24,311
Investment property, net	1,734	1,262
Non-current assets available for sale	61	-
Accrued interest and other assets	5,635	8,680
<b>TOTAL ASSETS</b>	<b>1,278,772</b>	<b>1,097,999</b>
<b>LIABILITIES</b>		
Due to banks and other financial institutions	25,385	18,664
Due to customers	1,025,048	899,379
Other borrowed funds	72,157	50,757
Subordinated debt	9,779	9,779
Other liabilities, including tax liabilities	29,146	30,348
Long-term reserves for potential losses and contingent liabilities	37,284	25,230
Total liabilities	1,198,799	1,034,157
<b>EQUITY</b>		
Share capital	52,003	42,003
Issuance premium	157	-
Bank Reserves	9,625	5,144
Revaluation reserves based on change in value of property and equipment	3,662	3,813
Revaluation reserves based on change in value of securities	291	-
Retained earnings	14,235	12,882
<b>Total equity and reserves</b>	<b>79,973</b>	<b>63,842</b>
<b>Total liability</b>	<b>1,278,772</b>	<b>1,097,999</b>
<b>Contingent liabilities and commitments</b>	<b>107,377</b>	<b>77,177</b>

(u 000 KM)

<b>Bilans stanja</b>	<b>Stanje na dan 31.12.2008.</b>	<b>Stanje na dan 31.12.2007.</b>
<b>AKTIVA</b>		
Novčana sredstva i plasmani drugim bankama	186,838	175,176
Sredstva kod drugih banaka	447,019	134,087
Hartije od vrijednosti namijenjenje trgovaju	282	399
Plasmani drugim bankama	11,735	268,032
Hartije od vrijednosti koje se drže do dospijeća	553	-
Krediti plasirani komitentima	595,764	484,668
Dugoročna ulaganja i finansijska sredstva raspoloživa za prodaju	1,384	1,384
Osnovna sredstva i nematerijalna ulaganja, neto	27,767	24,311
Investicione nekretnine	1,734	1,262
Stalna sredstva namijenjena prodaji	61	-
Obračunata kamata i ostala aktiva	5,635	8,680
<b>UKUPNA AKTIVA</b>	<b>1,278,772</b>	<b>1,097,999</b>
<b>PASIVA</b>		
Depoziti banaka i drugih finansijskih institucija	25,385	18,664
Depoziti komitenata	1,025,048	899,379
Obaveze po uzetim kreditima	72,157	50,757
Subordinirani dugovi	9,779	9,779
Ostala pasiva, uključujući obaveze za poreze	29,146	30,348
Dugoročna rezervisanja za potencijalne gubitke i ugovorene obaveze i otpisi	37,284	25,230
Ukupne obaveze	1,198,799	1,034,157
<b>KAPITAL</b>		
Akcionarski kapital	52,003	42,003
Emisiona ažia	157	-
Rezerve Banke	9,625	5,144
Revalorizacione rezerve po osnovu promjene vrijednosti osnovnih sredstava	3,662	3,813
Revalorizacione rezerve po osnovu promjene vrijednosti HOV	291	-
Neraspoređena dobit	14,235	12,882
<b>Ukupan kapital i rezerve</b>	<b>79,973</b>	<b>63,842</b>
<b>Ukupna pasiva</b>	<b>1,278,772</b>	<b>1,097,999</b>
<b>Potencijalne i ugovorene obaveze</b>	<b>107,377</b>	<b>77,177</b>

1.400.000 \_\_\_\_\_

**Aktiva / Assets**

1.200.000 \_\_\_\_\_

1.000.000 \_\_\_\_\_

800.000 \_\_\_\_\_

600.000 \_\_\_\_\_

400.000 \_\_\_\_\_

200.000 \_\_\_\_\_

0

(u 000 KM /  
in 000 BAM)

2005. | 2006. | 2007. | 2008.

## Statement of Changes in Equity in 2007. and 2008.

(in 000 BAM)

	Share capital	Bank Reserves	Retained earnings	Revaluation reserves	Total
<b>Balance at</b>					
<b>January 1, 2007</b>	<b>42,003</b>	-	<b>6,314</b>	<b>3,993</b>	<b>54,598</b>
Profit from the year	-	-	13,444	-	13,444
Dividends paid	-	-	(4,200)	-	(4,200)
Transfer to the Bank's reserves	-	-	(2,856)	-	-
Release of revaluation reserves for equipment write-off	-	-	180	(180)	-
<b>Balance at</b>					
<b>December 31, 2007</b>	<b>42,003</b>	-	<b>12,882</b>	<b>3,813</b>	<b>63,842</b>
<b>Balance at</b>					
<b>January 1, 2008</b>	<b>42,003</b>	-	<b>12,882</b>	<b>3,813</b>	<b>63,842</b>
Profit for the year	-	-	14,084	-	14,084
Dividends paid	-	-	(8,401)	-	(8,401)
Share issuing	10,000	157	-	-	10,157
Transfer to the Bank's Reserves	-	-	(4,481)	-	-
Revaluation reserves based on increase in securities available for sale	-	-	-	291	291
Release of the revaluation reserves for equipment write-off	-	-	151	(151)	-
<b>Balance at</b>					
<b>December 31, 2008</b>	<b>52,003</b>	<b>157</b>	<b>14,235</b>	<b>3,953</b>	<b>79,973</b>

Izvještaj o  
promjenama na  
kapitalu za  
2007. i 2008.

(u 000 KM)

	Aкционски капитал	Резерве банке	Нераспо- ређена добит	Ревалори- зационе резерве	Укупно
<b>Stanje na dan</b>					
<b>1. januara 2007.</b>	<b>42,003</b>	-	<b>6,314</b>	<b>3,993</b>	<b>54,598</b>
Dobit tekuće godine	-	-	13,444	-	13,444
Isplaćene dividende	-	-	(4,200)	-	(4,200)
Prenos na rezerve	-	-	(2,856)	-	-
Razduženje revalorizacionih rezervi za otpis opreme	-	-	180	(180)	-
<b>Stanje na dan</b>					
<b>31. decembra 2007.</b>	<b>42,003</b>	-	<b>12,882</b>	<b>3,813</b>	<b>63,842</b>
<b>Stanje na dan</b>					
<b>1. januara 2008.</b>	<b>42,003</b>	-	<b>12,882</b>	<b>3,813</b>	<b>63,842</b>
Dobit tekuće godine	-	-	14,084	-	14,084
Isplaćene dividende	-	-	(8,401)	-	(8,401)
Emisija akcija	10,000	157	-	-	10,157
Prenos na rezerve	-	-	(4,481)	-	-
Revalorizacione rezerve po osnovu povećanja HOV raspoloživih za prodaju	-	-	-	291	291
Razduženje revalorizacionih rezervi za otpis opreme	-	-	151	(151)	-
<b>Stanje na dan</b>					
<b>31. decembra 2008.</b>	<b>52,003</b>	<b>157</b>	<b>14,235</b>	<b>3,953</b>	<b>79,973</b>

# Cash Flow Statement

(in 000 BAM)

	<b>Period ended on December 31<sup>st</sup></b>	
	<b>2008.</b>	<b>2007.</b>
<b>Cash flow from the operating activities</b>		
Interest income	67,231	50,317
Interest expense	(27,766)	(16,535)
Fee and commission received	18,075	17,051
Fee and commission paid	(3,413)	(2,760)
Other income	-	-
Off-balance items effect, het	(153)	43
Collection of loans previously written off	3,836	4,925
Salaries, wages and employee benefits	(25,192)	(21,081)
Income tax paid	(2,743)	(1,251)
Cash flow from operating profits before changes in operating assets and liabilities	29,875	30,709
<b>Changes in operating assets and activities</b>		
Net increase in loans and placements to customers	(111,096)	(101,429)
Net increase in deposits from other banks	(7,637)	(13,413)
Net increase in deposits from customers	140,027	448,080
Net increase in other assets	-	111
<b>Net cash flow from operating activities</b>	<b>51,169</b>	<b>364,058</b>
<b>Cash flow from investment activities</b>		
Net decrease in short-term placements to financial institutions	256,297	(258,898)
Interest received	13	-
Purchase of property, plant and equipment	(6,202)	(1,477)
Net decrease in long-term investments	(509)	(547)
<b>Net cash flow from investment activities</b>	<b>249,599</b>	<b>(260,922)</b>
<b>Cash flow from financial activities</b>		
Inflow from share issuance	10,157	
Net increase/(decrease) in borrowed funds and issued securities	21,400	17,723
Dividends received	335	83
Dividends paid	(8,400)	(4,200)
Payments by extraordinary items	37	-
<b>Net cash flow from financing activities</b>	<b>23,529</b>	<b>13,606</b>
Effects on exchange rate changes on cash and cash equivalents	297	625
<b>Net increase in cash and cash equivalents</b>	<b>324,594</b>	<b>117,367</b>
<b>Cash and cash equivalents at the beginning of the year</b>	<b>309,263</b>	<b>191,896</b>
<b>Cash and cash equivalents at the end of the year</b>	<b>633,857</b>	<b>309,263</b>
<b>Cash and cash equivalents comprise the following balance sheet amounts:</b>		
Cash and balances with the Central Bank	186,838	175,177
Due from other banks	447,019	134,086

**Bilans  
novčanih tokova**

(u 000 KM)

	<b>Period završen 31. decembar</b>	
	<b>2008.</b>	<b>2007.</b>
<b>Novčani tokovi iz poslovnih aktivnosti</b>		
Prilivi od kamata	67,231	50,317
Odlivi po osnovu plaćenih kamata	(27,766)	(16,535)
Prilivi po osnovu naknada i provizija	18,075	17,051
Odlivi po osnovu naknada i provizija	(3,413)	(2,760)
Prilivi po osnovu ostalih prihoda	-	-
Neto efekat Isplata po vanbilansnim pozicijama	(153)	43
Naplaćena prethodno ispravljena potraživanja	3,836	4,925
Odlivi po osnovu zarada i troškova	(25,192)	(21,081)
Plaćen porez na dobit	(2,743)	(1,251)
Poslovni priliv prije promjena na poslovnim sredstvima i obavezama	29,875	30,709
<b>Promjene na poslovnim sredstvima i obavezama</b>		
Neto povećanje kredita i plasmana komitentima Banke	(111,096)	(101,429)
Neto povećanje depozita banaka	(7,637)	(13,413)
Neto povećanje depozita komitenata	140,027	448,080
Neto povećanje ostale aktive	-	111
<b>Neto novčani tokovi iz poslovnih aktivnosti</b>	<b>51,169</b>	<b>364,058</b>
<b>Novčani tokovi iz aktivnosti investiranja</b>		
Neto smanjenje kratkoročnih plasmana finansijskim institucijama	256,297	(258,898)
Primici kamata	13	-
Odlivi za nabavku osnovnih sredstava	(6,202)	(1,477)
Neto smanjenje dugoročnih ulaganja	(509)	(547)
<b>Neto novčani tokovi iz aktivnosti investiranja</b>	<b>249,599</b>	<b>(260,922)</b>
<b>Novčani tokovi iz aktivnosti finansiranja</b>		
Primici od izdavanja akcija	10,157	
Neto povećanje /(smanjenje) obaveza po uzetim kreditima i izdatim hartijama od vrijednosti	21,400	17,723
Primljene dividende	335	83
Isplaćene dividende	(8,400)	(4,200)
Primici i isplate po vanrednim stavkama	37	-
<b>Neto novčani tokovi iz aktivnosti finansiranja</b>	<b>23,529</b>	<b>13,606</b>
Kursne razlike po osnovu preračuna gotovine i ekvivalenta gotovine	297	625
<b>Neto povećanje novčanih sredstava</b>	<b>324,594</b>	<b>117,367</b>
<b>Novčana sredstva na početku godine</b>	<b>309,263</b>	<b>191,896</b>
<b>Novčana sredstva na kraju godine</b>	<b>633,857</b>	<b>309,263</b>
<b>Novčana sredstva se sastoje od sljedećih pozicija:</b>		
Novčana sredstva i sredstva kod Centralne banke	186,838	175,177
Sredstva kod drugih banaka	447,019	134,086

# Income

Total income as of December 31<sup>st</sup> 2008 amounts to BAM 91,142 thousand.

## Interest income

Interest income amounts to BAM 67,489 thousand and makes 74.05% of total income. In total interest income, the most significant are interest income from loans amounting to BAM 44,492 thousand, representing 48,82% of total income and fee and commission income amounting to BAM 2,663 thousand, representing 2,92 % of total income. Interest income from other banks amounts to BAM 20,321 thousand, representing 22,30% of income structure.

## Fee and Commission income

Realized fee and commission income amounting to BAM 18,066 thousand and representing 19.82% of total income consists of:

- fee income from foreign payment operations amounting to BAM 5,416 thousand (5,94% of total income),

- fees from off-balance activities amounting to BAM 1,149 thousand (1,26% of total income).
- fees from domestic payment operations amounting to BAM 11,167 thousand (12,25% of total income)
- brokerage commission amounting to BAM 334 thousand (0,37% of total income)

## Other income

Largest share in other operating income amounting to BAM 5,587 thousand, representing 6,13% of total income belongs to

- income from collected write-offs amounting to BAM 3,836 thousand (in the year 2007-BAM 4,926 thousand), out of which, collected E category amounts to BAM 2,559 thousand (in the year 2007-BAM 3,463 thousand), while collected suspended interest amounts to BAM 1,277 thousand (in the year 2007-BAM 1,463 thousand).
- other operating income amounting to BAM 1751 thousand.

## Ukupni prihodi na dan 31.12.2008. godine iznose 91,142 hiljade KM.

### Kamatni prihodi

Prihodi od kamata iznose 67,489 hiljada KM i čine 74,05% ukupnih prihoda.

U ukupnim prihodima od kamata najznačajniji su prihodi od kamata po kreditima u iznosu od 44,492 hiljade KM, koji čine 48,82% ukupnih prihoda i naknade po kreditima u iznosu od 2,663 hiljade KM tj. 2,92 % ukupnih prihoda. Prihodi od kamata od banaka iznose 20,321 hiljadu KM i u strukturi prihoda učestvuju sa 22,30%.

### Prihodi od naknada

Ostvareni prihodi po osnovu naknada iznose 18,066 hiljada KM i predstavljaju 19,82% ukupnih prihoda, a čine ih:

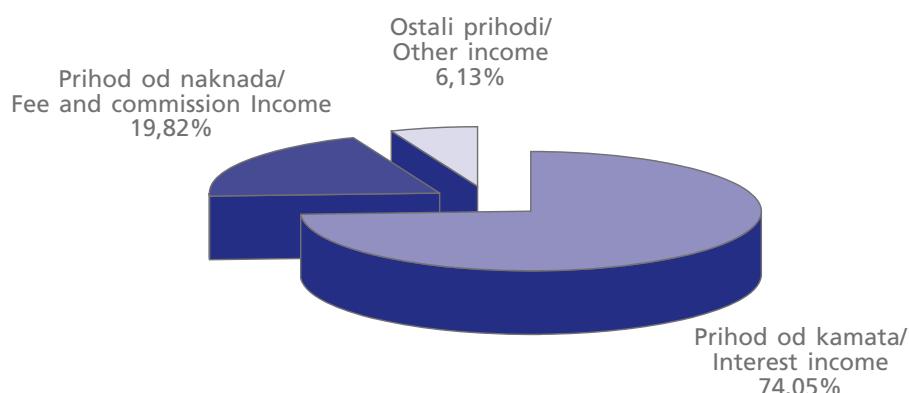
- prihodi od naknada po deviznom platnom prometu u iznosu od 5,416 hiljada KM (5,94% ukupnih prihoda),

- naknade po vanbilansnim poslovima u iznosu od 1,149 hiljada KM (1,26% ukupnih prihoda).
- naknade za izvršene usluge unutrašnjeg platnog prometa 11,167 hiljada KM (12,25% ukupnih prihoda)
- brokerske provizije 334 hiljade KM (0,37% ukupnih prihoda)

### Ostali prihodi

Ostale operativne prihode u iznosu od 5,587 hiljada KM, koji predstavljaju 6,13% ukupnih prihoda, čine najvećim dijelom:

- prihodi po osnovu naplate otpisanih potraživanja u iznosu od 3,836 hiljada KM (u 2007. godini - 4,926 hiljada KM). Od toga, naplaćena E kategorija 2,559 hiljada KM (u 2007. godini - 3,463 hiljade KM), a naplaćena suspendovana kamata u iznosu od 1,277 hiljada KM (u 2007. godini - 1,463 hiljade KM).
- ostali operativni prihodi u iznosu od 1.751 hiljade KM.



**Struktura ukupnih prihoda 31.12.08./  
Structure of Total income, as of December 31, 2008.**

# Expenses

Total expenses amount to BAM 75,521 thousand.

## Interest expense

Interest expense in Income Statement amounts to BAM 27,695 thousand and it is related with accrued interest on interest-bearing deposits of customers and retail savings in all currencies, loan interest, as well as deferred interest on fixed deposits of legal and physical entities and deferred interest on taken loans. In expense structure, interest expense participates with 36,67%.

## Fee and commission expense

Fee and commission expense amounting to BAM 3,413 thousand (4,52% of total expenses) consists of expenses of payment operations, banking services of the Banking Agency of the Republic of Srpska, Central Bank of Bosnia and Herzegovina, SWIFT services, fee and commission expense from credit cards and some other services.

## Net provision expense

Net provision expense for all positions of risky balance and off-balance assets amounts to BAM 13,478 thousand, representing 17,85% of total expenses.

## Operating expense

Operating expense amounting to BAM 30,935 thousand (40,96% of total expense) consists of wages and contributions amounting to BAM 12,172 thousand (16,12% of total expense), fix assets expense amounting to BAM 8,558 thousand (11,33% of total expense) and other operating expense amounting to BAM 10,205 thousand (13,51% of total expense).

## Ukupni rashodi iznose 75,521 hiljadu KM.

Rashodi kamata u bilansu uspjeha Banke iznose 27,695 hiljada KM i odnose se na obračunate kamate na kamatonosne depozite klijenata i štedne depozite stanovništva u svim valutama, kamate na uzete kredite, kao i vremenski razgraničene pripadajuće kamate na oročene depozite privrede i stanovništva i razgraničene kamate na uzete kredite. U strukturi rashoda, rashodi od kamata učestvuju sa 36.67%.

### Rashodi naknada

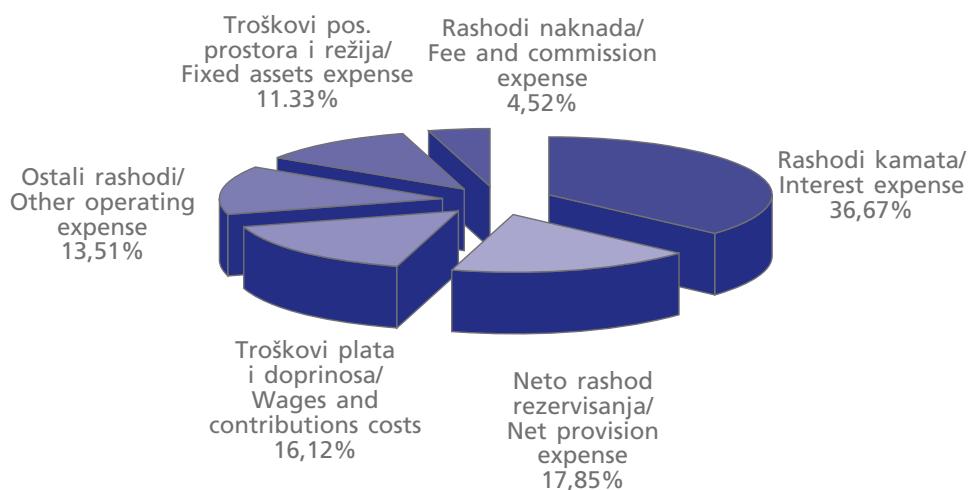
Rashode naknada u iznosu od 3,413 hiljada KM (4.52% ukupnih rashoda) čine izdaci za usluge platnog prometa, bankarske usluge Agencije za bankarstvo RS, CBBiH, usluge SWIFT-a, rashodi naknada po kartičarskom poslovanju i druge usluge.

### Neto trošak rezervisanja

Neto trošak izdvojenih rezervisanja za sve pozicije rizične bilansne i vanbilansne aktive iznosi 13,478 hiljada KM što predstavlja 17.85% ukupnih rashoda.

### Operativi rashodi

Operativne rashode u iznosu od 30,935 hiljada KM (40.96% ukupnih rashoda) čine troškovi plata i doprinosa u iznosu od 12,172 hiljade KM (16,12% ukupnih rashoda), troškovi fiksne aktive i režije u iznosu od 8,558 hiljada KM (11.33% ukupnih rashoda) i ostali operativni troškovi 10,205 hiljada KM (13,51% ukupnih rashoda).



**Struktura ukupnih rashoda 31.12.2008./  
Structure of total expense on December 31, 2008.**



**Poslovne aktivnosti**  
**Business Activities**

## Loans

### Loans

Total amount of loans as of December 31, 2008 amounts to BAM 595,764 thousand, representing 46,59% of total gross assets. Indicator of structural liquidity (total loans in relation to total deposits) amounts to 56,72 %.

When compared to December 31, 2007 increase of loans on the Bank's level amounts to 22,92%, corporate loans increased for 25,78%, while retail loans increased for 19,48%. In the structure of loans as of December 31, 2008 corporate sector participates with 55,86%, while retail sector participates with 44,14%.

Short-term loans balance amounts to BAM 103,667 thousand (17,40%), long-term loans BAM 488,405 thousand (81,98%), out of which current maturities amount to BAM 105,730 thousand and payable loans BAM 3,692 thousand (0,62%).

#### Corporate loans

Corporate loans balance as of December 31, 2008 amounts to BAM 332,822 thousand, while the balance as of December 31, 2007 amounts to BAM 264,603 thousand, representing 25,78%.

-short-term loans amounting to BAM 70,882 thousand (21,30%),  
-long-term loans amounting to BAM 259,995 thousand (78,12%)  
-payable loans amounting to BAM 1,945 thousand (0,58%).

From January 1 until December 31, 2008, there was granted BAM 205,23 million of new loans to legal entities. Balance of approved non-placed loans as of December 31, 2008 amounts to BAM 37,907 thousand. Within the period from January 1 until December 30, 2008 total number of accepted requests of legal entities amounted to 2,426 out of which 2,296 were resolved positively.

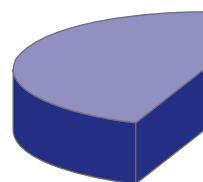
## Krediti

Ukupan iznos kredita na dan 31.12.2008. je 595,764 hiljade KM što predstavlja 46,59% ukupne bruto aktive. Pokazatelj strukturne likvidnosti, (ukupni krediti, u odnosu na ukupne depozite) iznosi 56,72 %.

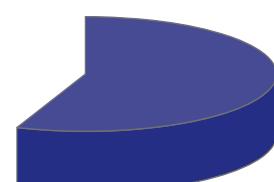
U odnosu na 31.12.2007. godine povećanje kredita na nivou Banke iznosi 22,92%, krediti dati privredi su povećani za 25,78%, a krediti stanovništvu za 19,48%. U strukturi kredita na 31.12.2008. privreda učestvuje sa 55,86%, a stanovništvo sa 44,14%.

Stanje kratkoročnih kredita je 103,667 hiljada KM (17,40%), dugoročnih kredita 488,405 hiljada KM (81,98%), od čega su tekuća dospijeća 105,730 hiljada KM i dospjelih kredita 3,692 hiljade KM (0,62%).

Krediti  
stanovništvu/  
Retail loans  
64%



Krediti pravnim  
licima/  
Corporate loans  
55,86%



**Struktura ukupnih kredita 31.12.2008./  
Total loans structure as of December 31, 2008.**

### Krediti pravnim licima

Stanje kredita odobrenih pravnim licima na dan 31.12.2008.godine je 332,822 hiljade KM, dok je stanje na dan 31.12.2007.godine iznosilo 264,603 hiljade KM i predstavlja rast od 25,78%.

Struktura kredita privredi je sledeća:

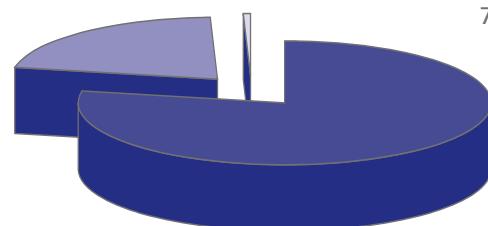
- kratkoročni krediti u iznosu od 70,882 hiljada KM (21,30%),
- dugoročni krediti u iznosu od 259,995 hiljada KM (78,12%) i
- dospjeli u iznosu od 1,945 hiljada KM (0,58 %)

Od 01.01. do 31.12.2008. godine, pravnim licima je odobreno 205,23 mio KM novih kredita. Stanje odobrenih neplasiranih kredita sa 31.12.2008. iznosi 37,907 hiljada KM. U periodu od 01.01. do 30.12.2008. godine ukupno je primljeno 2,426 zahtjeva pravnih lica, od kojih je 2,296 riješeno pozitivno.

Kratkoročni krediti/  
Short-term loans  
21,30%

Dospjeli krediti/  
Payable loans  
0,58%

Dugoročni krediti  
i tekuća dospijeća/  
Long-term loans and  
current maturities  
78,12%



**Struktura kredita pravnim licima 31.12.2008./  
Corporate Loans structure as of December 31, 2008.**

# Loans

## Retail loans

Balance of loans to physical entities and entrepreneurs as of December 31, 2008 amounts to BAM 262,942 thousand, while as of December 31, 2007 it amounts to BAM 220,065 thousand, representing increase of 19,48%:

Total amount of retail loans amounts to BAM 220,065 thousand.

-short-term loans amount to BAM 32,785 thousand (12,47%),

-long-term loans and current maturities amount to BAM 228,410 thousand (86,87%) and

-payable loans amount to BAM 1,747 thousand (0,66).

Long-term loan amount includes current maturity amounting to BAM 53,377 thousand representing 20,30% of total retail loans.

In the period from January 1 - December 31 2007 placement of loans to physical entities and entrepreneurs amounts to BAM 105,758 thousand (this amount does not include loans placed over current accounts and credit cards).

Balance of approved, non-placed loans as of December 31, 2008 amounts to BAM 28,647 thousand. Non-placed loans relate to current-account loans amounting to BAM 21,239 thousand, credit-card loans amounting to BAM 6,890 thousand and other loans amounting to BAM 518 thousand.

## Krediti stanovništvu

Stanje kredita odobrenih fizičkim licima i preduzetnicima na dan 31.12.2008. godine iznosi 262,942 hiljade KM dok je na dan 31.12.2007. godine iznosilo 220,065 hiljada KM, što predstavlja povećanje od 19,48%.

Ukupan iznos kredita datih stanovništvu iznosi 262,942 hiljade KM:

-kratkoročni krediti iznose 32,785 hiljada KM (12,47%)

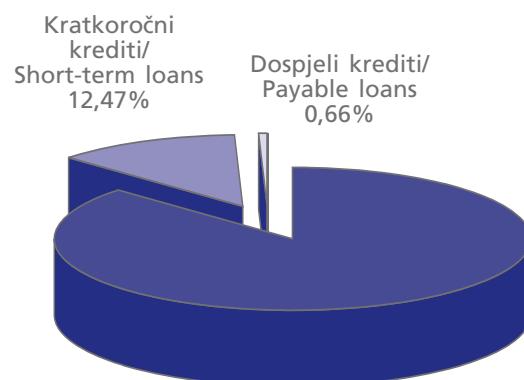
-dugoročni krediti i tekuća dospijeća iznose 228,410 hiljada KM (86,87%)

-dospjeli krediti iznose 1,747 hiljada KM (0,66%)

U iznosu dugoročnih kredita sadržano je i tekuće dospijeće u iznosu od 53,377 hiljada KM, što čini 20,30% ukupnog stanja kredita stanovništvu.

U periodu od 01.01. do 31.12.2008. godine fizičkim licima i preduzetnicima plasirano je 105,758 hiljada KM (iznos ne obuhvata kredite plasirane po tekućim računima i kreditnim karticama).

Stanje odobrenih, a neplasiranih kredita na dan 31.12.2008. godine iznosi 28,647 hiljada KM. Neplasirani krediti se odnose na kredite po tekućim računima u iznosu od 21,239 hiljada KM, kredite po kreditnim karticama u iznosu od 6,890 hiljada KM i ostale kredite u iznosu od 518 hiljada KM.



**Struktura kredita stanovništvu 31.12.2008./  
Retail loans as of December 31, 2008.**

## Deposits

Total deposits as of December 31, 2008 amount to BAM 1,050,433 thousand, out of which:

- BAM 974,638 thousand are interest-bearing and
- BAM 75,795 thousand are non-interest-bearing deposits

**Deposits of the Government amount to BAM 323,167 thousand** (at sight BAM 81,704 thousand, short-term BAM 238,520 thousand and long-term BAM 2,943 thousand).

**Public deposits amount to BAM 1,166 thousand** (at sight BAM 1,110 thousand and long-term BAM 56 thousand).

**Retail deposits amount to BAM 326,595 thousand** (at sight BAM 162,435 thousand, short-term BAM 24,507 thousand and long-term BAM 139,653 thousand).

**Corporate loans amount to BAM 399,505 thousand** (at sight BAM 241,612 thousand, short-term BAM 139,565 thousand and long-term BAM 18,328 thousand).

Ukupni depoziti na dan 31.12.2008. godine iznose 1,050,433 hiljade KM, od toga je:

- 974,638 hiljada KM kamatonosnih i
- 75,795 hiljada KM nekamatonosnih depozita

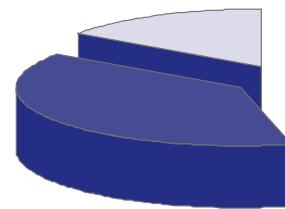
**Javni depoziti iznose 323,167 hiljada KM (po viđenju 81,704 hiljada KM, kratkoročni 238,520 hiljada KM i dugoročni 2,943 hiljada KM).**

**Depoziti banaka iznose 1,166 hiljada KM (po viđenju 1,110 hiljada KM i dugoročni 56 hiljada KM).**

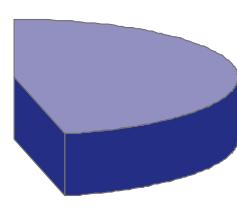
**Depoziti stanovništva iznose 326,595 hiljada KM (po viđenju 162,435 hiljada KM, kratkoročni 24,507 hiljada KM, dugoročni 139,653 hiljade KM).**

**Depoziti privrede iznose 399,505 hiljada KM, (po viđenju 241,612 hiljade KM, kratkoročni 139,565 hiljada KM, dugoročni 18,328 hiljada KM).**

Dugoročni depoziti/  
Long-term deposits  
15,33%

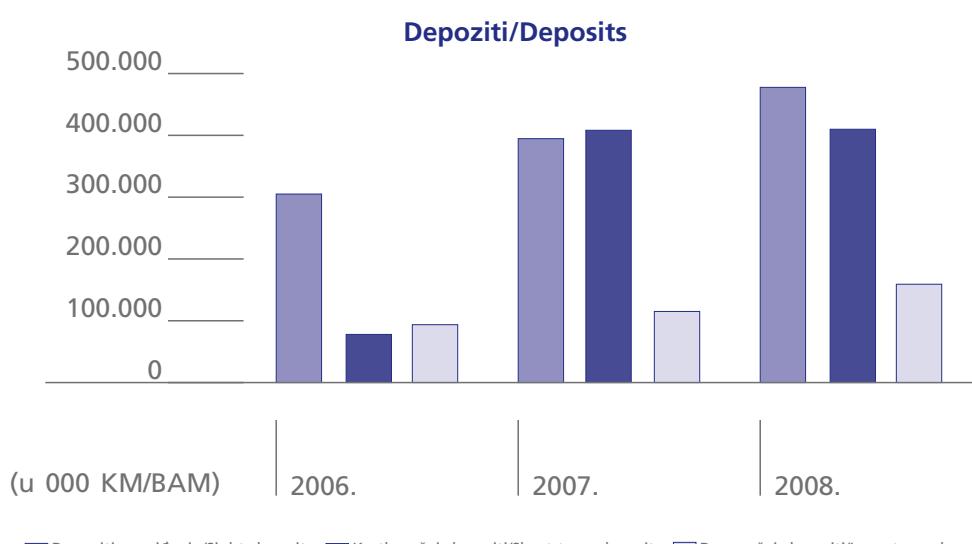


Depoziti po viđenju/  
Sight deposits  
46,35%



Kratkoročni depoziti/  
Short-term deposits  
38,33%

**Stanje depozita 31.12.08./  
Deposits as of December 31, 2008.**



## Domestic payment operations

As of December 31, 2008 the Bank held 27,716 transaction accounts of legal entities.

In 2008 average monthly market participation of the Bank in Bosnia and Herzegovina in the number of outflow transactions (gyro and RTGS) amounted to 6,12%.

Average monthly number of transactions amounted to 151,312 (in January 124,142 and in December 178,296).

Average monthly participation of the Bank, according to outflow transaction value, amounted to 6.63% while the average monthly payment sum amounted to BAM 418 mil (in January BAM 321 mil KM, in December BAM 547 mil).

According to transaction value, average monthly market participation of the Bank amounted to 6.65%, while average monthly payment sum amounted to BAM 326 mil (in January BAM 288 mil, in December BAM 418 mil).

According to the information of the Central bank of Bosnia and Herzegovina, when considering number of executed outgoing transactions, the Bank is placed on the fifth place, and when considering value, on the fourth places in Bosnia and Herzegovina.

Average number of executed cashless orders (internal and external) in 2008 amounted to 404,032, while in 2007 it amounted to 350,502.

In total customer order structure, internal orders participated with 63%, while external participated with 37%.

## Foreign payment operations

As of December 31, 2008 the Bank held 5,568 foreign currency accounts of legal entities. Also, there were 256 authorizations made with foreign banks, while foreign operations were performed over six accounts held with NLB Group and eleven accounts held with other foreign banks.

Within the period from January to December, the Bank performed 33,911 foreign currency remittances for legal and physical entities totally amounting to BAM 747,354 thousand.

Average monthly sum of foreign payment operations in 2008 amounted to BAM 62,279 thousand. Achieved payment value abroad decreased for 7%, while the transaction number remained on the same level.

Totally realized inflow in 2008 amounted to BAM 549,747 thousand and it decreased for 37% when compared to the year 2007 (BAM 875,022 thousand).

During 2008, in compliance with the Contract concluded with RS Fund for Retired and Disabled Persons the Bank continued with monthly payments of retirements for the users from Serbia, Montenegro, Macedonia, Slovenia, Austria and Croatia.

In 2008, based on foreign currency operations, the Bank realized income amounting to BAM 5,416 thousand and in 2007. BAM 4,865 thousand.

## **Platni promet u zemlji**

Banka je na dan 31.12.2008. godine imala 27,716 transakcionih računa pravnih lica.

U 2008. godini prosječno mjesечно tržišno učešće Banke u Bosni i Hercegovini u broju transakcija odliva (žiro i RTGS) iznosilo je 6,12%.

Broj transakcija iznosio je prosječno mjesечно 151,312 (u januaru 124,142, a u decembru 178,296).

Po vrijednosti transakcija odliva prosječno mjesечно učešće Banke iznosilo je 6,63%, a prosječni mjeseci iznos plaćanja 418 mil KM (u januaru 321 mil KM, u decembru 547 mil KM).

Po vrijednosti transakcija prosječno mjesечно tržišno učešće Banke iznosilo je 6,65%, a prosječan mjeseci iznos plaćanja 326 mil KM (u januaru 288 mil KM, u decembru 418 mil KM).

Prema podacima Centralne banke Bosne i Hercegovine, Banka je u 2008. godini po broju izvršenih transakcija odliva na petom mjestu, a po vrijednosti na četvrtom mjestu u BiH.

Prosječan broj izvršenih bezgotovinskih naloga (internih i eksternih) u 2008. godini iznosio je 404,032, a u 2007. godini iznosio je 350,502.

U ukupnoj strukturi naloga klijenata, interni nalozi učestovali su sa 63%, a eksterni sa 37%.

## **Platni promet sa inostranstvom**

Banka je na dan 31.12.2008. imala 5,568 deviznih računa pravnih lica. Takođe, razmijenjeno je 256 autorizacija sa ino-bankama, dok je poslovanje sa inostranstvom obavljano putem šest računa u NLB grupi i jedanaest računa kod ostalih banaka u inostranstvu.

U periodu januar - decembar, Banka je izvršila 33,911 doznaka prema inostranstvu za pravna i fizička lica u ukupnom iznosu od 747,354 hiljade KM.

Plaćanja prema inostranstvu u 2008. godini iznosila su prosječno mjesечно 62,279 hiljade KM. Ostvarena vrijednost plaćanja prema inostranstvu manja je u odnosu na 2007. godinu za 7%, a broj transakcija je na istom nivou.

Ukupno ostvaren priliv u 2008. godini iznosio je 549,747 hiljada KM i manji je u odnosu na 2007. godinu (875,022 hiljda KM) za 37%.

Banka je i tokom 2008. godine po osnovu Ugovora zaključenih sa Fondom PIO Republike Srpske nastavila mjesecne isplate penzija korisnicima koji žive u Srbiji, Crnoj Gori, Makedoniji, Sloveniji, Austriji i Hrvatskoj.

Banka je u 2008. godini po osnovu usluga poslovanja sa devizama ostvarila prihod u iznosu od 5,416 hiljada KM, a u 2007. godini 4,865 hiljada KM.

## E-banking

The bank offers the following e-services:

- E-banking for legal and physical entities for domestic payment operations
- E-banking for legal entities for foreign payment operations
- SMS service for legal and physical entities
- Web info service for legal and physical entities
- Electronic import of files with payment lists
- Electronic import of files with treasury payment orders

In 2008 specially emphasized was need to increase number of users of e-services as well as to improve quality of the services offered by e-services. By that means, in 2008 in Bosnia and Herzegovina the Bank was to be one of the banks with the largest number of users of e-banking and the largest number of e-orders. For that reason, improvements on SMS services were made and as well SMS+service was made.

- Visa Electron - debit card
- Visa Classic Charge cards with deferred payment
- Visa Classic Revolving - cards with possibility of payment by installment,
- Visa Business Electron - debit card for legal bodies,
- Visa Gold Charge - card with deferred payment for VIP clients and private banking users,
- Maestro - debit cards,
- MasterCard Standard Charge - cards with deferred payment,
- MasterCard Standard Revolving - cards with possibility of payment by installment,
- MasterCard Business - card with deferred payment for legal bodies.

In 2008 NLB Razvojna Banka has installed 16 new ATMs.

Total number of cards increased for 11% when compared to the last year. Also registered was increase in credit cards for 47% when compared to the last year, while, compared to December 31, 2007 registered was increase in business cards for 30%. Also, during 2008 the Bank registered 92% more transactions than during 2007.

During 2008 the Bank acquired license for the acceptance of Visa payment cards on commercial POS terminals, organized its trade network and performed migration of POS terminals.

Besides card acceptance in its network, the Bank has successfully accomplished the project of acceptance of cards from the network owned by trading company (Delta Maxi doo).

In 2008 the Bank completed licensing of ATMs with VISA and Master Card for the acceptance of payment chip cards and started the project for the acceptance of Master payment cards on trade POS terminals.

During the last year the Bank accepted another associated member while working with VISA, Nova banka a.d. Banja Luka and by that means crossed over to associated membership as a member of NLB Tuzlanska banka d.d. for the operations with MasterCard.

## Payment cards operations

The Bank possesses Visa principal license for issuance and acceptance of cards and Master Card affiliate license as associated member of NLB Tuzlanska banka for issuance and acceptance of cards through ATM network and POS cash terminals.

The basic division of cards from the Bank's offer is:

- debit and credit cards,
- cards for physical and legal entities.

The Bank's portfolio includes the following types of credit cards

### Elektronsko bankarstvo

U ponudi Banke nalaze se sljedeći elektronski servisi:

- Elektronsko bankarstvo za pravna i fizička lica za domaći platni promet
- Elektronsko bankarstvo za pravna lica za ino platni promet
- SMS servis za pravna i fizička lica
- Web info servis za pravna i fizička lica
- Elektronsko učitavanje spiskova sa platnim spiskovima
- Elektronsko učitavanje spiskova sa trezorskim platnim nalozima

U 2008. godini poseban akcent u radu je bio na povećanju broja korisnika elektronskih servisa kao i poboljšanju kvaliteta usluga koji nude elektronski servisi. Tako je Banka u 2008.godini u BiH jedna od banka sa najvećim brojem korisnika elektronskog bankarstva i broja elektronskih nalogu. U tom cilju urađena su poboljšanja SMS servisa, a pripremljen je i SMS+servis.

### Kartično poslovanje

Banka posjeduje licence VISA International i MasterCard WorldWide, i to: VISA principal licencem za izdavanje i prihvata kartica i MasterCard "affiliate" licencem kao pridruženi član NLB Tuzlanske banke za izdavanje kartica i prihvata kartica na bankomatima i POS cash terminalima.

Osnovna podjela kartica iz ponude banke je:

- debitne i kreditne kartice,
- kartice za fizička i pravna lica.

Portfolio banke čine sljedeće vrste i kartica:

- VISA Electron debitna kartica,
- VISA Classic charge kartice sa odloženim plaćanjem,
- VISA Classic revolving kartice sa mogućnošću plaćanja u ratama,
- VISA Business Electron debitna kartica za pravna lica,
- VISA Gold charge kartica sa odloženim plaćanjem za VIP klijente i korisnike usluga ličnog bankarstva,
- Maestro debitna kartica,
- MasterCard Standard charge kartice sa odloženim plaćanjem,
- MasterCard Standard revolving kartice sa mogućnošću plaćanja u ratama,
- MasterCard Business kartice sa odloženim plaćanjem za pravna lica.

NLB Razvojna banka je u toku 2008. godine instalirala 16 novih bankomata.

Ukupan broj kartica je u odnosu na prošlu godinu porastao za 11%. Zabilježen je porast i kreditnih kartica u odnosu na prošlu godinu za 47%, dok je u poređenju sa 31.12.2007 godine ostvaren porast business kartica za 30%. Takođe, banka je zabilježila za 92% više transakcija na bankomatima tokom 2008. godine u odnosu na 2007. godinu.

Banka je u toku 2008. godine stekla licencu za prihvata VISA platnih kartica na trgovackim POS terminalima, formirala svoju trgovacku mrežu, te izvšila migraciju POS terminala. Pored prihvata kartica u svojoj mreži banka je uspješno završila projekat prihvata kartica iz mreže u vlasništvu trgovca (Delta Maxi doo).

U 2008. godine Banka je završila licenciranje bankomata kod VISA-e i MasterCard-a za prihvata čip platnih kartica, te pokrenula projekat za prihvata MasterCard platnih kartica na trgovackim POS terminalima.

Tokom prošle godine banka je dobila još jednog pridruženog člana na polju poslovanja sa VISA-om, Novu banku a.d. Banja Luka, te je i sama prešla na pridruženo članstvo kao članica NLB Tuzlanske banke d.d. za poslove sa MasterCard-om.

## Risk management organization

Control and monitoring of risks in the Bank is performed in the Department for risk and problematic placements management. Department consists of two divisions, Risk management division and Problematic placements management division. The Bank separated functions of control, monitoring and risk management.

## Risk Management division

### Credit risk

The Division performs the Bank's credit risk monitoring through creditworthiness rating and determination of the upper debit limit of the customer and regular estimation of provision level for credit risks. The division controlled overall exposure to credit risk of individual user and associated groups of people. The Bank regularly performed control of classification of the Bank's risky assets in compliance with domestic regulations as well as settlement of provisions in compliance with the international accounting standards.

In 2008 the Bank was not exposed towards individual debtor or group of people in percentage above the level prescribed by the Banking Agency of the Republic of Srpska. The Bank directed its credit activity towards the Republic of Srpska.

### Liquidity risk

In 2008 there was lower liquidity level in banking sector, distinctive negative changes at stock markets and uncertainty at inter-national capital market.

As an answer to the financial crisis, the Bank daily analyses situation of the environment in order to be prepared on time for the potential risks caused by the worlds crisis. Especially observed are economic events and measures taken by the institutions of the state authority in order to eliminate influence of the crisis in all areas of the life.

Due to the fact that over 90% of the Bank's resources is domestic resource, non-banking sector deposits and liquidity risks represent particularly sensitive risk. Special attention is paid to retail deposits.

At the end of 2008 the bank audited business policy for risk liquidity management, introduced obligation of daily monitoring of operating liquidity and monthly monitoring of liquidity structure and daily monitoring of large deponents which in total deposit structure participated with over 45%.

The bank adopted audited plan for extraordinary and unexpected strikes on liquidity and issued a scenario of behavior in case of liquidity risk.

In 2008 the Bank complied with the legal regulations of the Central bank of Bosnia and Herzegovina and Banking Agency of the Republic of Srpska regarding the liquidity. Obligatory reserves are maintained in compliance with the regulation determined by the Central bank of Bosnia and Herzegovina.

### Interest rate risk

The Bank adopted Policy of interest rate management which enables monitoring of the Bank's exposure to interest rate risk, on the basis of interest rate gaps (GAP methodology).

The bank is exposed to the risks, which through interest rate height changing effects influence its financial position and cash flow, at the market.

### Foreign currency risk

During 2008 the Bank's exposure to the foreign currency risk was within the limit determined by the Banking Agency of the Republic of Srpska and guidelines determined by NLB Group.

### Price risk

The Bank is conservative with security investments. In 2008 the Bank realized net expense amounting to BAM 434 thousand based on value reduction of securities held for trading (BAM 2007: 5 thousand of net income).

### Operating risk

The Bank regularly notes and reports about all harmful invents (positive and negative) out of which the sum of gross loss equals or is larger than BAM 100 at the moment of its identification.

## Organizacija upravljanje rizicima

Kontrola i praćenje rizika u Banci odvija se u Službi upravljanja rizicima i problematičnim plasmanima. U okviru Službe djeluju dva odjeljenja, Odjeljenje upravljanja rizicima i Odjeljenje upravljanja problematičnim plasmanima. Banka je razdvojila funkcije kontrole i praćenje i upravljanja rizicima.

## Odjeljenje upravljanja rizicima

### Kreditni rizici

Praćenje kreditnog rizika Banke Služba vrši kroz proces bonitetnog razvrstavanja i određivanja gornje granice zaduženja klijenata te redovnom procjenom nivoa rezervisanja za kreditne rizike. U okviru upravljanja kreditnim rizikom Služba je kontrolisala ukupnu izloženost kreditnom riziku prema pojedinačnim korisnicima i povezanim grupama lica. Vršena je redovna kontrola klasifikacije rizične aktive Banke po domaćim propisima kao i obračun rezervacija u skladu sa međunarodnim računovodstvenim standardima.

U 2008 godini Banka nije bila izložena prema pojedinačnom dužniku ili grupi povezanih lica u procentu iznad nivoa propisanog od strane Agencije za bankarstvo Republike Srpske.

Banka je kreditnu aktivnost obavljala na području Republike Srpske.

### Rizik likvidnosti

U 2008. godini došlo je do nižeg nivoa likvidnosti u bankarskom sektoru, izraženih negativnih promjena na berzama i nesigurnosti na međunarodnom tržištu kapitala.

Kao odgovor na finansijsku krizu, Banka svakodnevno analizira stanje u okruženju kako bi se blagovremeno pripremila na potencijalne rizike izazvane svjetskom krizom. Posebno se prate privredna dešavanja i mјere koje provode državne institucije na smanjenju uticaja krize u svim sferama života.

Zbog činjenice da preko 90% izvora banke predstavljaju domaći izvori, depoziti nebankarskog sektora, likvidnosni rizici predstavljaju posebno

osjetljive rizike. Posebno se prate depoziti stanovništva.

Krajem 2008. godine Banka je revidirala poslovne politike za upravljanje rizikom likvidnosti, uvela obavezu dnevног praćanja operativne likvidnosti, mjesečnu obavezu praćenja strukturne likvidnosti, te dnevno praćenje velikih deponenata koji u strukturi ukupnih depozita učestvuju sa preko 45%.

Banka je usvojila revidiran plan za vanredne, neočekivane udare na likvidnost i donijela scenarij ponašanja u slučaju likvidnosnih rizika.

U 2008. godini Banka je u potpunosti ispoštovala zakonsku regulativu Centralne banke BiH i Agencije za bankarstvo RS koja se odnosi na likvidnost. Obavezna rezerva je održavana prema propisima utvrđenim od strane Centralne banke BiH.

### Rizik promjene kamatnih stopa

Banka je usvojila Politiku upravljanja kamatnim rizicima koja predviđa da se izloženost Banke kamatnim rizicima prati na bazi kamatnih razmaka (GAP metodologija).

Banka je izložena rizicima koji kroz efekte promjena visine kamatnih stopa na tržištu djeluju na njen finansijski položaj i tokove gotovine.

### Devizni rizik

Izloženost Banke prema deviznom riziku je u toku 2008. godine bila u okviru limita određenih od strane Agencije za bankarstvo Republike Srpske i smjernica određenih od strane NLB Grupacije.

### Cjenovni rizik

Banka ima konzervativan pristup na području ulaganja u hartije od vrijednosti. U 2008. godini Banka je ostvarila neto rashod od 434 KM hiljade po osnovu smanjenja vrijednosti hartija od vrijednosti namijenjenih trgovanjem (2007: 57 KM hiljada neto prihod).

### Operativni rizik

Banka redovno evidentira i izvještava o svim štetnim događajima (pozitivnim i negativnim) kod kojih je zbir bruto gubitka jednak ili veći od 100 KM u trenutku kada se identifikuju.

### Problematic placement management division

Under problematic placements considered are placements of the Bank in D and E category. Problematic placement management division is responsible for placements to legal entities classified in D category, placement collection from legal entities classified in D category and to coordinate placements to physical entities classified in E category.

As of December 31, 2008 the Bank had totally BAM 26,445 thousand of receivables classified in E category, out of which placements to legal entities amounted to BAM 24,317 thousand and

placements to physical entities amounted to BAM 2,128 thousand.

In the year 2008 the Bank collected totally BAM 2.184 thousand from legal entities under principal and interest from E category, BAM 356 thousand from physical entities under principal and interest from E category and BAM 16 thousand from other receivables classified in E category. In 2008 the Bank reprogrammed and restructured totally 10 problematic placements totally amounting to BAM 2,728 thousand.

## Shareholder's equity

### Shareholder's equity

In September 2008 the Bank realized 15<sup>th</sup> share issuance at nominal value of BAM 1.000,00 BAM per share, total nominal value amounting to BAM 10.000.000,00 KM.

Existing shareholders with preemptive right subscribed and paid for 9,922 shares from the XV share emission in the total amount of BAM 9.922.000,00 (99,22%).

After preemptive right is used and subscription and payment of shares, based on preemptive right, is made, by trading at the Banja Luka Stock Exchange, 78 shares (0,78%) totally amounting to BAM 234.780,00 (BAM 3.010,00 per) were subscribed and paid, making the procedure of subscription and payment of the XV share issuance accomplished.

By issuing the Decision no. 01-03-PE-4062/08 as of September 29, 2008, Security Commission of the Republic of Srpska announced the XV ordinary share issuance of NLB Razvojna banka a.d. Banja Luka to be successful.

As of December 31, 2008 the shareholder's capital amounted to BAM 52.003 thousand, out of which NLB d.d. Ljubljana participated with 81,49%, Vojvodjanska banka a.d. Novi Sad with 6,22%, Akcijski fond Republike Srpske a.d. Banja Luka with 3,84% while other shareholders participated with 8,45 %.

### Odjeljenje problematičnih plasmana

Pod problematičnim plasmanima se podrazumijevaju plasmani Banke u D i E kategoriji. Odjeljenje upravljanja problematičnim plasmanima je zaduženo za plasmane pravnim licima klasifikovane u D kategoriju, naplatu plasmana pravnim licima klasifikovanih u D kategoriju i koordiniše plasmane fizičkim licima klasifikovane u E kategoriju.

Na dan 31.12.2008. godine Banka je imala ukupno 26,445 hiljada KM potraživanja klasifikovanih

u E kategoriju, od čega plasmani pravnim licima iznose 24,317 hiljada KM i plasmani fizičkim licima iznose 2,128 hiljada KM.

U 2008. godini Banka je ukupno naplatila 2.184 hiljade KM od pravnih lica po glavnici i kamati iz E kategorije, 356 hiljada KM od fizičkih lica po glavnici i kamati iz E kategorije i 16 hiljada KM ostalih potraživanja klasifikovanih u E kategoriju.

Banka je u 2008. godini reprogramirala i restrukturirala ukupno 10 problematičnih plasmana u ukupnom iznosu od 2,728 hiljada KM.

### Acionarski kapital

Banka je u septembru 2008. godine realizovala XV emisiju akcija nominalne vrijednosti 1.000,00 KM po jednoj akciji, ukupne nominalne vrijednosti u iznosu od 10.000.000,00 KM. Postojeći akcionari koji su imali pravo preče kupovine upisali su i uplatili 9,922 akcije XV emisije u ukupnom iznosu od 9.922.000,00 KM (99,22%).

Nakon što je pravo preče kupovine iskorišteno trgovanjem na Banjalučkoj berzi hartija od vrijednosti upisano je i uplaćeno 78 akcija (0,78%) u ukupnom iznosu od 234.780,00 KM (3.010,00 KM po akciji) čime je postupak upisa i uplate XV emisije akcija završen.

Izdavanjem Rješenja broj 01-03-PE-4062/08 od 29.09.2008. godine, Komisija za hartije od vrijednosti RS proglašila je XV emisiju običnih akcija NLB Razvojne banke a.d. Banja Luka uspješnom.

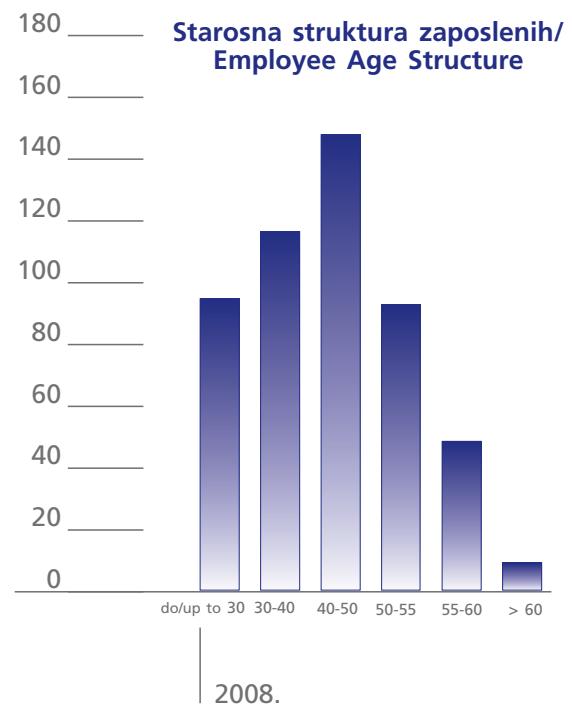
Acionarski kapital na dan 31.12.2008. godine iznosi je 52.003.000 KM od čega je 81,49% učešće NLB d.d. Ljubljana, 6,22% Vojvođanska banka a.d. Novi Sad, 3,84% Akcijski fond Republike Srpske a.d. Banja Luka iznosi 3,84% i mali akcionari 8,45 %.

In the period from January 1, 2008 to December 31 2008, employment started for 40 employees, whereof 1 un-qualified, 25 with secondary school degree, 3 with undergraduate degree and 11 with graduate degree.

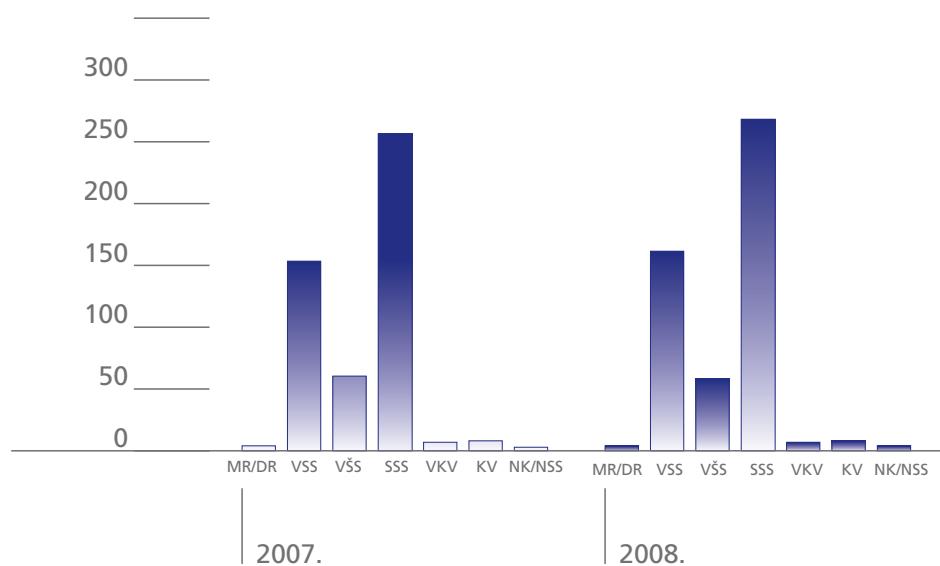
Within the stated period, 21 employee ceased his employment with the Bank, whereof 12 with graduate degree, 2 with undergraduate degree and 7 with secondary school degree.

As of December 31, 2008 the Bank had totally 518 employees.

U periodu od 01.01.2008-31.12.2008 godine, radni odnos je zasnovalo 40 radnika od čega 1 sa NSS, 25 sa SSS, 3 sa VŠS i 11 sa VSS.  
 U navedenom periodu radni odnos je prestao za ukupno 21 radnika od čega 12 sa VSS, 2 sa VŠS i 7 sa SSS.  
 Na dan 31.12.2008 godine Banka je imala ukupno 518 zaposlenih radnika.



**Kvalifikaciona struktura zaposlenih/Employee qualification structure**





## **Organi upravljanja Banke**

## **Bank's Managing Bodies**

## **Bank's Managing Bodies**

### **Supervisory Board**

Miran Vičić	President
Borut Stanić	Member
Maruša Kosovinc-Dragonja	Member
Nikola Mrkić	Member
Zdenko Fritz	Member

### **Audit Board**

Anica Knavs	President
Anton Ribnikar	Member
Suadam Kapić	Member
Stanko Karać	Member
Darja Mozetič	Member

### **Bank Management**

Radovan Bajić	Managing Director
Boris Vodopivec	Deputy Managing Director

Dragan Damjanović  
Dejan Guzijan

Management Assistant for business lines  
General Secretary

### **Centers**

Ljiljana Panić	Treasury Center Director
Stanka Čegar	Business Network Center Director
Dragan Injac	Corporate Center Director
Dragica Blagojević	Payment Operations Center Director
Novislav Milaković	Support Center Director

Zdrava Kovačević

Internal Auditor

### **Nadzorni odbor**

Miran Vičić	predsjednik
Borut Stanić	član
Maruša Kosovinc-Dragonja	član
Nikola Mrkić	član
Zdenko Fritz	član

### **Odbor za reviziju Banke**

Anica Knavs	predsjednik
Anton Ribnikar	član
Suadam Kapić	član
Stanko Karać	član
Darja Mozetič	član

### **Uprava Banke**

Radovan Bajić	direktor
Boris Vodopivec	zamjenik direktora

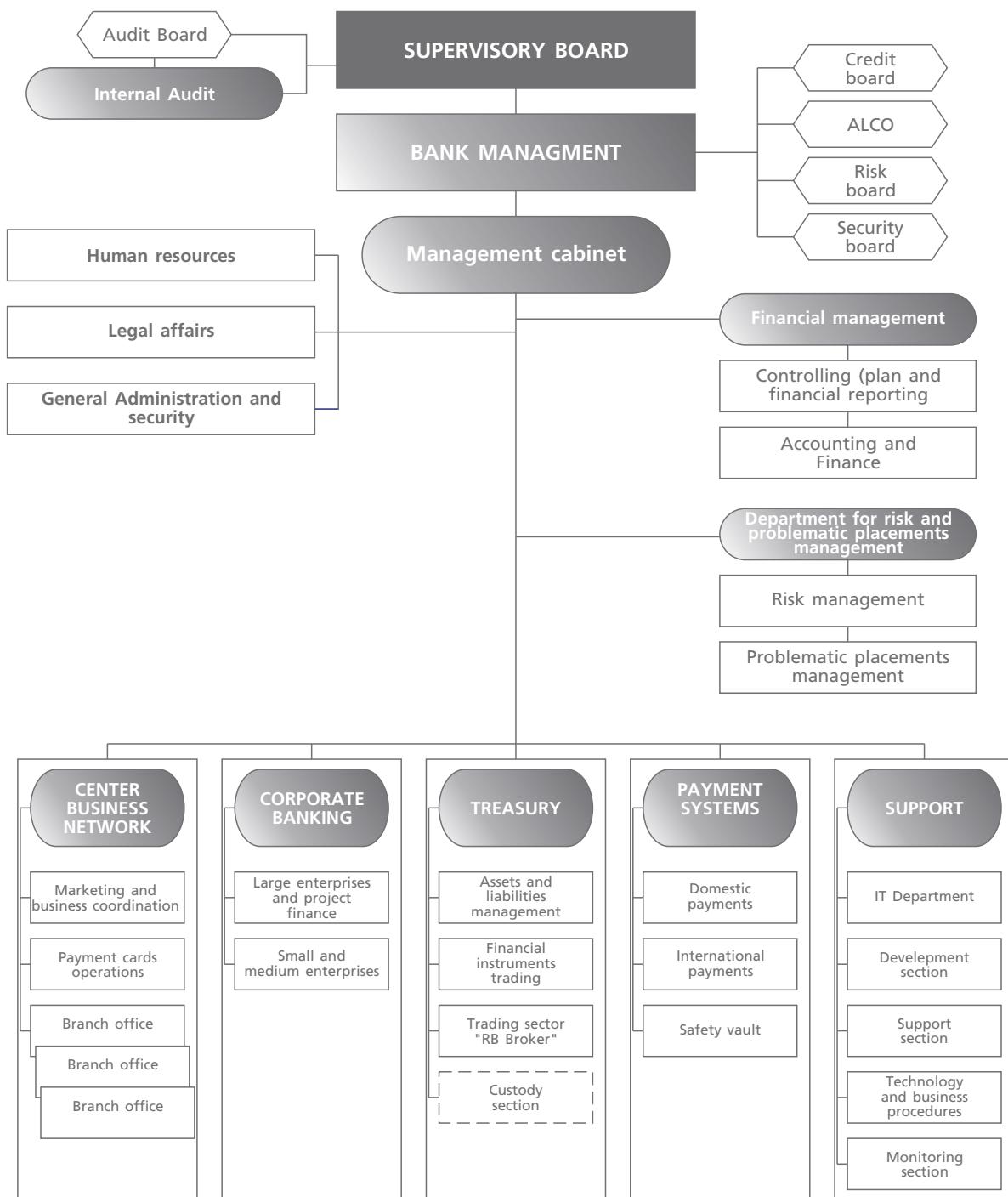
Dragan Damjanović	pomoćnik Uprave za poslovne funkcije
Dejan Guzijan	sekretar

### **Centri**

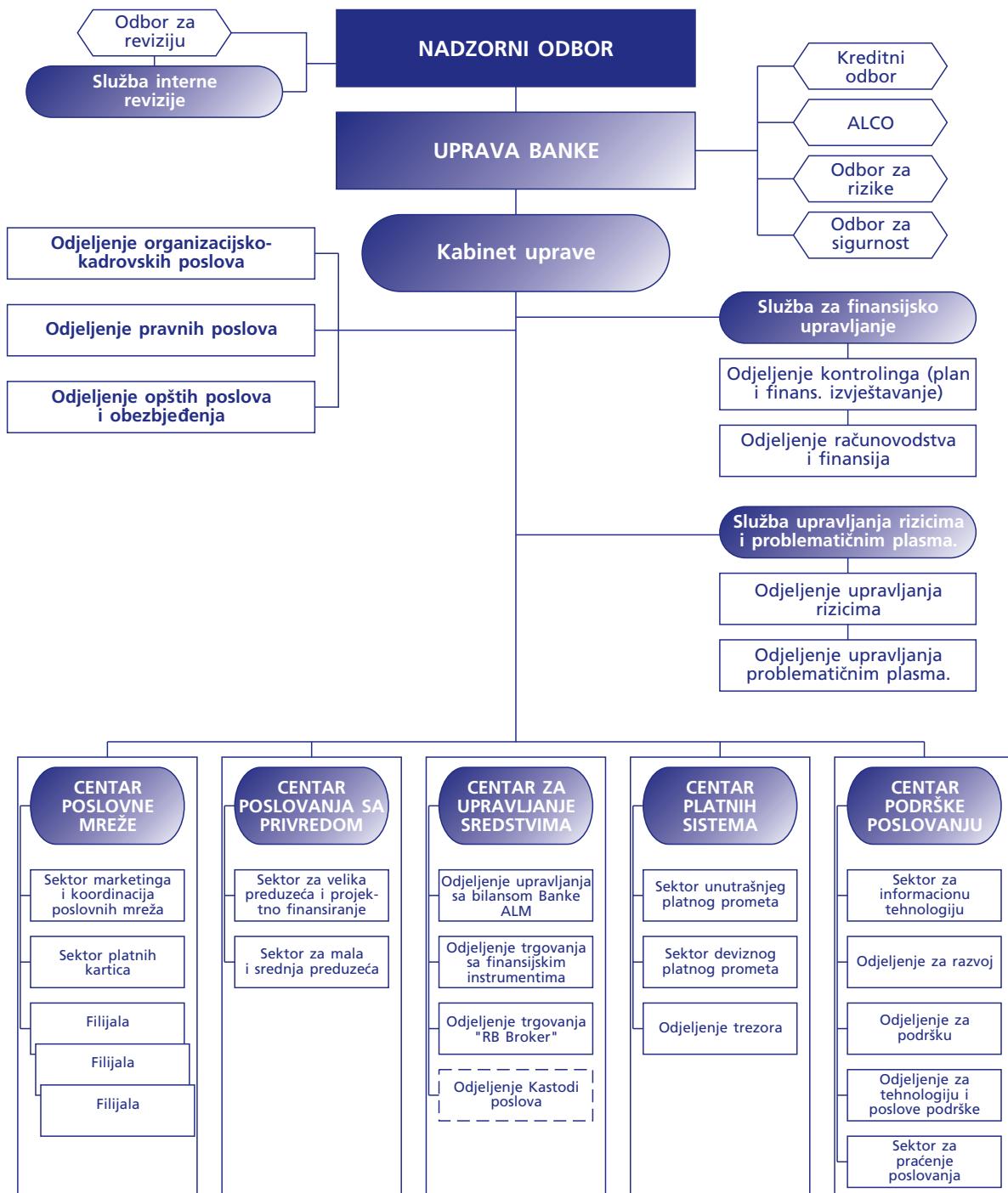
Ljiljana Panić	direktor Centra sredstva
Stanka Čegar	direktor Centra Poslovna mreža
Dragan Injac	direktor Centra Poslovi sa privredom
Dragica Blagojević	direktor Centra Platnih sistema
Novislav Milaković	direktor Centra Podrška

Zdrava Kovačević	interni revizor
------------------	-----------------

# Bank's Organisational Structure



# Organizaciona struktura Banke







# Business Network

## HEAD OFFICE

Milana Tepića 4  
051 221 610  
051 221 623  
Branch office Banja Luka  
Kralja Petra I  
Karadjordjevića 85a  
051 242 143  
051 242 192

## Banja Luka - Sub-branch 1

Milana Tepića 4, Banja  
Luka

051 245 542

051 221 613

## Banja Luka - Sub-branch 2

Kralja Petra I  
Karadjordjevića 85a  
051 242 157

051 242 192

## Counter Obilićevo

Cara Lazara 21

051 245 594

051 461 001

## Counter Marije Bursać

Marije Bursać 1

051 217 909

051 217 909

## Counter Mercator

Aleja Svetog Save bb

Banja Luka

051 314-463

051314-463

## Counter Integra

Kralja Petra I  
Karadjordjevića 96-98

Banja Luka

051 313-046

051 313-046

## Counter Rosulje

Kralja Petra II  
Karadjordjevića 4 Banja  
Luka

051 300-115

051 300 115

## Counter Boska

Trg Srpskih junaka  
051 212 736

051 211 760

## Counter Lazarevo

Branka Popovića  
051 371 645

051 371 632

## Sub-branch Lazarevo

Knjaza Miloša 59  
051 309 192

051 309 192

## Counter Hirurgija

Zdrave Korde bb  
051 245 592

## Counter Interno

12 beba bb

051 245 597

## Counter Ginekologija

12 beba bb

051 245 591

## Sub-branch Tržnica

Tržnica 11- N17

051 217 484

051 217 484

## Sub-branch Laktaši

Karadjordeva bb.

051 530 973

051 530 972

## Sub-branch Čelinac

Cara Lazara 5.

051 551 181

051 551 081

## Sub-branch Kotor Varoš

Cara Dušana 23

051 785 090

051 785-353

## Sub-branch Teslić

Karadjordeva LE

053 410 360

053 436 584

## Sub-branch Mrkonjić Grad

Trg Kralja Petra Karadž. 1

050 211 205

050 212 002

## Counter Šipovo

Gavrila Prinčipa bb

050 371 132

050 371 505

## Counter Kneževو

Gavrila Prinčipa bb

051 591 364

051 591 754

## Counter Ribnik

Rade Jovanića bb

050 431 023

050 431 023

## Branch office Bijeljina

Jovana Dučića bb

055 209 905

055 209 905

## Counter Ugljevik

Trg D. Mihajlovića bb

055 771 072

05 /771 205

## Counter Lopare

Cara Dušaa bb

055 650 329

055 650 329

## BRANCH OFFICE BRČKO

Klosterska 23

049 216 133

049 216 133

## BRANCH OFFICE DOBOJ

Svetog Save 20

053 241 120

053 241 120

## Sub-branch Bosanski Brod

Svetog Save bb

053 612 041

053 612 041

## Sub-branch Derventa

M. Beljosevića - Belog bb

053 333 227

053 333 227

## Counter Petrovo

Ozrenskih brigada bb

053 260 124

053 260 124

## BRANCH OFFICE FOČA

Mome Kosovića 7

058 210 792

058 210 815

## SUB-BRANCH VIŠEGRAD

K.P.I Karadjordjevića

058 620 527

058 620 527

## Counter Rudo

D. D. Mihajlovića

058 711 145

058 711 145

## Counter Donji Uvac

Donji Uvac bb

058 730 707

058 730 707

## Counter Čajniče

K.P.I Karadjordjevića

058 315 521

058 315 521

## Counter Kalinovik

Karadjordjeva bb

057 623 012

057 623 012

## Counter Novo Goražde

Centar bb

058 430 011

058 430 011

## Branch office Gradiška

Vidovdanska bb

051 814 352

051 815 928

## Sub-branch Kozarska

Dubica

Svetosavska 1

052 410 537

052 410 407

## Sub-branch Srbac

Mome Vidovića 18

051 745 211

051 745 211

## Counter Nova Topola

Nova Topola bb

051 892 049

051 892 049

## BRANCH OFFICE ISTOČNO SARAJEVO

Karadjordjeva 13

057 340 457

057/340 453

## Sub-branch Pale

Dobrosava Jevđevića bb

057 222 400

057 223 515

## Sub-branch Sokolac

Cara Lazara bb

057 448 329

057 448 190

## Sub-branch Rogatica

Srpske slove bb

058 416 035

058 416 035

## Counter Han Pijesak

Srpske vojske 64

057 559 302

057 559 302

## BRANCH OFFICE MODRIČA

Knjaza Miloša bb

053 810 022

053 810-506

## Sub-branch Bosanski Šamac

Svetosavska 1

054 612 406

054 620 010

## Counter Pelagićevo

Pelagićevo bb

054 810 170

054 810 170

## Counter Vukosavlje

Cara Lazara bb

053 814 021

053 814 021

## Counter na carinarnici Šamac

Put Srpskih dobrovoljaca bb

054 611 241

054 611 241

## BRANCH OFFICE PRIJEDOR

K.P.I. Oslobođioca

052 234 006

052 234 006

## Sub-branch I

K.P.I. Oslobođioca 91

052 234 566

052 234 006

## Sub-branch II

K.P.I. Oslobođioca 1

052 241 921

052 241 921

## Eksp. Novi Grad

K. Petrovića 34

052 752 121

052 751 065

## Sub-branch Kozarac

Mladena Stojanovića bb

052 346 130

052 346 131

## Sub-branch Kostajnica

K.P.I. Oslobođioca bb

052 663 356

052 663 356

## BRANCH OFFICE PRNJAVOR

Trg srpskih boraca 1

051 665 477

051 665 477

## Sub-branch Prnjavor

Trg srpskih boraca 1

051 665 477

051 665 477

## Sub-branch I Prnjavor

Trg srpskih boraca bb

051 663 742

051 663 270

## BRANCH OFFICE TREBINJE

Herceg Stefana Kosače 1

059 260 953

059 260 933

## Sub-branch Bileća

K.P.I. Oslobođioca 2

059 380 140

059 370 140

## Sub-branch Gacko

Stojana Kovačevića 13

059 464 966

059 464 966

## Sub-branch Nevesinje

Skver Nevesinjska puška 5

059

**CENTRALA BANKE**  
Milana Tepića br.4  
T. 051 221 610  
F. 051 221 623

**FILIJALA BANJA LUKA**  
Kralja Petra I  
Karadjordjevića 85a  
051 242 143  
051 242 192  
**Ekspozitura 1**  
Milana Tepića br.4. Banja  
Luka  
051 245 542  
051 221 613

**Ekspozitura 2**  
Kralja Petra I  
Karadjordjevića 85a  
051 242 157  
051 242 192  
**Šalter Obilićevo**  
Cara Lazara 21  
051 245 594  
051 461 001

**Šalter Marije Bursać**  
Marije Bursaćbr.1  
051 217 909  
051 217 909

**Šalter Mercator**  
Aleja Svetog Save bb  
Banja Luka  
051 314-463  
051314-463

**Šalter Integra**  
Kralja Petra I  
Karadjordjevića 96-98  
051 313-046  
051 313-046

**Šalter Rosulje**  
Kralja Petra II  
Karadjordjevića br. 4  
051 300-115

051 300 115  
**Šalter Boska**  
Trg Srpskih junaka

051 212 736

051 211 760

**Šalter Lazarevo**

Branka Popovića  
051 371 645  
051 371 632

**Ekspozitura Lazarevo**  
Knjaza Miloša br.59  
051 309 192

051 309 192

**Šalter Hirurgija**

Zdrave Korde bb  
051 245 592  
**Šalter Interno**

12 beba bb

051 245 597

**Šalter Ginekologija**

12 beba bb

051 245 591

**Ekspozitura Tržnica**

Tržnica br.11- N17  
051 217 484

051 217 484

**Ekspozitura Laktaši**

Karadjordjeva bb.

051 530 973

051 530 972

**Ekspozitura Čelinac**

Cara Lazara 5.

051 551 181

051 551 081

**Ekspozitura Kotor Varoš**  
Cara Dušana br.23  
051 785 090  
051 785-353

**Ekspozitura Teslić**  
Karadjordeva LE  
053 410 360  
053 436 584

**Ekspozitura Mrkonjić Grad**  
Trg Kralja Petra Karad. 1  
050 211 205  
050 212 002

**Šalter Šipovo**  
Gavrila Principa bb  
050 371 132

**Šalter Kneževo**  
Gavrila Principa bb  
051 591 364

**Šalter Ribnik**  
Rade Jovanića bb  
050 431 023

**Filijala Bijeljina**  
Jovana Dučića bb  
055 209 905

**Šalter Ugljevik**  
Trg D. Mihajlovića bb  
055 771 072

05 /771 205  
**Šalter Lopare**

Cara Dušana bb  
055 650 329

055 650 329  
**FILIJALA BRČKO**

Klosterska 23  
049 216 133  
049 216 133

**FILIJALA DOBOJ**

Svetog Save br. 20  
053 241 120

053 241 120  
**Ekspozitura Bosanski Brod**

Svetog Save bb  
053 612 041

053 612 041  
**Ekspozitura Derventa**

M. Bjelosevića - Belog bb  
053 333 227

053 333 227  
**Šalter Petrovo**

Ozrenskih brigada bb  
053 260 124

053 260 124  
**FILIJALA FOČA**

Mome Kosovića br.7  
058 210 792

058 210 815  
**EKSPOZITURA VIŠEGRAD**

K.P.I Karadjordjevića  
058 620 527

058 620 527  
**Šalter Rudo**

D. D. Mihajlovića  
058 711 145

058 711 145  
**Šalter Donji Uvac**

Donji Uvac bb  
058 730 707

058 730 707  
**Šalter na carinarnici Šamac**

Put Srpskih dobrovoljaca  
bb  
054 611 241

054 611 241  
**Šalter Čajniče**

K.P.I Karadjordjevića  
058 315 521  
058 315 521  
**Šalter Kalinovik**

Karadjordjeva bb  
057 623 012  
057 623 012  
**Šalter Novo Goražde**

Centar bb  
058 430 011  
058 430 011  
**FILIJALA GRADIŠKA**

Vidovdanska bb  
051 814 352  
051 815 928  
**Ekspozitura Kozarska**

Dubica  
Svetosavska 1  
052 410 537

052 410 407  
**Ekspozitura Srbac**

Mome Vidovića 18  
051 745 211  
051 745 211  
**Šalter Nova Topola**

Nova Topola bb  
051 892 049  
051 892 049  
**FILIJALA ISTOČNO**

SARAJEVO  
Karadjordjeva 13  
057 340 457

057/340 453  
**Ekspozitura Pale**

Dobrosava Jevđevića bb  
057 222 400

057 223 515  
**Ekspozitura Sokolac**

Cara Lazara bb  
057 448 329

057 448 190  
**Ekspozitura Rogatica**

Srpske sloge bb  
058 416 035

058 416 035  
**Šalter Han Pijesak**

Srpske vojske 64  
057 559 302

057 559 302  
**Filijala Modriča**

Knjaza Miloša bb  
053 810 022

053 810-506  
**Ekspozitura Bosanski**

Šamac  
Svetosavska 1

054 612 406

054 620 010  
**Šalter Pelagićevo**

Pelagićevo bb

054 810 170

054 810 170  
**Šalter Vukosavlje**

Cara Lazara bb

053 814 021

053 814 021  
**Šalter na carinarnici Šamac**

Put Srpskih dobrovoljaca

bb  
054 611 241

**FILIJALA PRIJEDOR**  
K.P.I Oslobodioca  
052 234 006

052 234 006  
**Ekspozitura I**

K.P.I. Osloboocioca 91  
052 234 566

052 234 006  
**Ekspozitura II**

K.P.I. Osloboocioca 1  
052 241 921

052 241 921  
**Eksp. Novi Grad**

K. Petrovića 34  
052 752 121

052 751 065  
**Ekspozitura Kozarac**

Mladena Stojanovića bb  
052 346 130

052 346 131  
**Ekspozitura Kostajnica**

K.P.I Osloboodioca bb  
052 663 356

052 663 356  
**FILIJALA PRNJAVOR**

Trg srpskih boraca 1  
051 665 477

051 665 477  
**Ekspozitura Prnjavor**

Trg srpskih boraca 1  
051 665 477

051 665 477  
**FILIJALA TREBINJE**

Herceg Stefana Kosače 1  
059 260 953

059 260 933  
**Ekspozitura Bileća**

K.P.I Osloboodioca 2  
059 380 140

059 370 140  
**Ekspozitura Gacko**

Stojana Kovačevića 13  
059 464 966

059 464 966  
**Ekspozitura Nevesinje**

Skver Nevesinjska puška 5  
059 601 514

059 601 514  
**Šalter Ljubinje**

Karadjordjeva 2  
059 621 195

059 621 194  
**FILIJALA ZVORNIK**

Braće Jugovića 3c  
056 210 672

056 210 672  
**Ekspozitura Bratunac**

Gavrila Principa bb  
056 410 188

056 410 300  
**Ekspozitura Vlasenica**

Sv. Apostola Petra i Pavla  
056 733 239

056 733 239  
**www.nlbrzvojnabanka.com**





Godišnji izvještaj  
Annual report  
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NLB Razvojna banka  
Milana Tepića 4  
78 000 Banja Luka  
T: +387 (0) 51 221 610  
F: +387 (0) 51 221 623  
[www.nlbrazvojnabanka.com](http://www.nlbrazvojnabanka.com)