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# Home Credit B.V. Annual Report

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for the year ended 31 December 2010 (consolidated)



KPMG Česká republika Audit, s.r.o. Pobřežní 648/1a 186 00 Praha 8 Česká republika Telephone +420 222 123 111 Fax +420 222 123 100 Internet www.kpmg.cz

# Report to the Shareholders of Home Credit B.V.

KPMG ACCOUNTANTS N.V. issued an auditor's report on the Company's consolidated financial statements on 23 March 2011, which are included in this annual report. We have audited the consistency of the annual report with the consolidated financial statements audited by KPMG ACCOUNTANTS N.V. This annual report is the responsibility of Company's management. Our responsibility is to express our opinion o the consistency of the annual report with the audited consolidated financial statements based on audit of KPMG ACCOUNTANTS N.V.

We conducted our audit in accordance with the Act on Auditors and International Standards on Auditing and the relevant guidance of the Chamber of Auditors of the Czech Republic. Those standards require that we plan and perform the audit to obtain reasonable assurance that the information disclosed in the annual report describing matters that are also presented in the consolidated financial statements is, in all material respects, consistent with the audited consolidated financial statements. We believe that the audit we have conducted provides a reasonable basis for the audit opinion.

In our opinion, the information disclosed in the annual report is, in all material respects, consistent with the Company's consolidated financial statements.

Prague 9 May 2011

KPMG Česká republika Audit, s.r.o.

Licence number 71

Indřich Vašina
Partner
Licence number 2059

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31 Decer	mber 2010	

# 1. INFORMATION ABOUT THE COMPANY

# 1.1. Basic data on the Company

Company:

Home Credit B.V. (the "Company" or "Home Credit B.V.")

Legal form:

Besloten Vennootschap (Private Limited Liability

Company)

Registered office:

The Netherlands, Strawinskylaan 933, Tower B, Level 9,

1077XX Amsterdam

Place of registration:

The Netherlands, Chamber of Commerce and Industries in

Amsterdam (Kamer van Koophandel Amsterdam)

Registration No.:

34126597

VAT number:

NL 8086.95.976.B01

Date of incorporation:

28 December 1999

Length of time:

Incorporated for an indefinite period of time

Applicable law:

Laws of the Netherlands

Country of incorporation:

The Netherlands

Issued capital:

EUR 659,019,639

Paid up capital:

EUR 659,019,639

Authorized capital:

EUR 712,500,000

Contact address:

Home Credit B.V.

Strawinskylaan 933, Tower B, Level 9 1077 XX Amsterdam, The Netherlands

Tel.: +31 (0)20 88 13 120 Fax: +31 (0)20 88 13 121

Contact address in the

Czech Republic:

Lukáš Rakušan

Finance Controller

Home Credit International a.s.

Evropská 2690/17 P.O.Box 177

160 41 Prague 6

Tel.: +420 224 174 459

E-mail: lukas.rakusan@homecredit.eu

Contact for investors:

Alena Tomanová

Tel.: +420 224 174 319

Company's website:

www.homecredit.net

# 1.2. Floating-rate bonds

ISIN:

CZ0000000237

Listed on:

Prague Stock Exchange

Issue date:

22 June 2009

Aggregate principal

amount:

CZK 2,500,000,000

Denomination of each

CZK 2,000,000

Note:

Redemption of principal amount: 22 June 2012

Interest rate:

6M PRIBOR + margin 8 %

Interest paid:

semi-annually in arrears as of 22 June and

22 December of each year

Other information:

book-entry securities in bearer form, in

accordance with Czech law

ISIN:

CZ0000000245

Listed on:

Prague Stock Exchange

Issue date:

22 September 2010

Aggregate principal

amount:

CZK 2,900,000,000

Denomination of each

Note:

CZK 1,450,000

Redemption of

principal amount:

22 September 2015

Interest rate:

zero-coupon note

Other information:

book-entry securities in bearer form, in

accordance with Czech law

# 1.3. Principal activities of the Company

Article 3, Chapter II of the Company's Articles of Association states that the subject of the Company's activity is:

- acquisition of shares or other interests in companies and enterprises, cooperation with them and their management;
- acquisition and management of property including rights arising from intellectual property, and investing capital;
- lending capital in particular, though not exclusively, to subsidiaries, entities in the group and/or those with an ownership interest in the company - in

accordance with Section 9 (5) of the Company's Articles of Association, – and provision of loans/credit or of financing for acquisitions;

conclusion of contracts, in which the Company as a provider of a security or a joint and several debtor guaranteeing or binding itself with or for a third party, enters into an engagement in particular but not exclusively in relation to companies and enterprises, as specified above.

Home Credit B.V. is and its subsidiaries (hereinafter the "Group") are one of the leading providers of consumer finance in CEE and CIS regions. In selected countries, the Group has been also successfully developing retail banking services.

Home Credit B.V., through its subsidiaries, is currently active in the Czech Republic (since 1997), the Slovak Republic (since 1999), the Russian Federation (since 2002), Belarus (since 2007) and Ukraine<sup>1</sup> (since 2006).

The core products offered by these companies are<sup>2</sup>:

# a) Consumer Loans (or POS Loans)

Consumer loans are intended to finance purchases of consumer goods (for example electronics, computers and office electronics, furniture, building material, sports equipment and other assorted items) by consumers. Such loans may also be provided for the purpose of purchasing holidays or to afford above-standard medical care.

The loan may be provided only to a person who meets the set requirements, among which there are generally the following:

- regular income in ratio to the principal amount of the provided loan,
- regular employment,
- positive payment of formerly provided loans,
- possibly other quarantees or provision of a security,
- citizenship of the given state and postal address in the given state,
- minimum age limit,
- not over the set maximum age limit.

<sup>&</sup>lt;sup>1</sup> In December 2010, Home Credit B.V. and PJSC Platinum Bank and Pt Platinum Limited (jointly as "Platinum") executed a share purchase agreement on the basis of which Platinum would acquire an aggregate 100% stake in PJSC Home Credit Bank (Ukraine) from Home Credit B.V. In January 2011 the transaction was completed and the 100% shares of Home Credit Bank (PJSC) were transferred to the purchasing parties.

<sup>&</sup>lt;sup>2</sup> Products are developed in line with local market conditions and therefore the product portfolios varies according to the country of operation.

In order to prove the above-mentioned information, the applicant must present the relevant evidence (for example a passport, identity card or similar evidence of identity and a confirmation of income from his/her employer, which must include the set information).

#### b) Revolving Loans

A revolving loan is a long-term, repeatable and renewable credit line. A client with a revolving loan has available financial means in the amount of a stipulated credit limit. With each purchase, the available balance, which the customer may use from their credit limit, is reduced. By each instalment, on the other hand, the financial means for purchase of further goods on loan increases.

#### c) Cash Loans

These loans are not conditioned by the purchase of goods or services. The basic difference from the Consumer Loans product is that cash loans offer more flexibility to the customer because the principal amount is provided in cash and can be used for any purpose.

#### d) Credit Cards

Credit cards allow money to be borrowed or products and services to be bought on credit, repeatedly, up to the approved limit and use benefits of a grace period (subject to local conditions). Credit cards are typically sold to existing Home Credit customers who have built a relationship with the company through Consumer Loans and Cash Loans and have demonstrated successful loan repayments.

#### e) Deposits

Deposit products are being selectively introduced in some Home Credit countries subject to local market conditions and careful cost/ benefit analysis. The deposit products are offered to customers predominantly through Home Credit's branch network.

Home Credit B.V., through its subsidiaries, also offers car loans, debit cards, current accounts, corporate banking services and other banking and financial products dependent on local market conditions in selected operating countries.

The long-term presence of the Group on the consumer finance markets has enabled the Group to gain extensive experience, which is applied in developing a sophisticated loan application approval system and a system of collecting loans from clients who fail to pay loan instalments in a due and timely manner. The loan collection system is divided into a multi-stage process, which includes specific steps to be taken in accordance with a precise schedule: a payment reminder, a deduction request, acceleration clause and as a last resort, enforcement at a civil court. The collection process ceases only if it is impossible to recover the due amount using this complex procedure.

# 1.4. Solvency of the Company

At 31 December 2010 the authorized share capital of the Company comprised 1,250,000,000 ordinary shares at a par value of EUR 0.57, of which 1,156,174,806 shares were issued and fully paid. All issued shares have equal voting rights.

As of 31 December 2010 the issued share capital of the Company was held by PPF Group N.V., a limited liability company incorporated under the laws of the Netherlands, with its registered office in Amsterdam, the Netherlands, and address at Amsterdam, Strawinskylaan 933, Tower B, 1077XX, the Netherlands, registered in the Dutch Commercial Register under number 33264887, which is the holder of 1,156,174,806 shares, numbered 1 up to and including 1,156,174,806, i.e. 100% of the issued share capital of the Company.

In October 2010, PPF Group N.V. as the shareholder of the Company decided to reduce the share capital of the Company by TEUR 196,549, of which TEUR 123,989 was distributed to the shareholder and the remaining part was transferred to share premium and other reserves. The decision on the share capital reduction came into effect in December 2010. Even after this decrease in share capital, the Company has maintained sufficient liquidity.

# 1.5. History and development of the Company

The Company was incorporated under Dutch law on 28 December 1999. It was recorded in the commercial register maintained by the Chamber of Commerce and Industries in Amsterdam (Kamer van Koophandel Amsterdam) on 10 January 2000.

The Company was incorporated as a private limited liability company (in the B.V. legal form, in accordance with Dutch law); its main activities are management and financing of other companies, and participation in them.

The Company is a holding company which is made up of companies active in the Czech Republic, the Slovak Republic, the Russian Federation, Ukraine and Belarus. The key business entities forming this group are: Home Credit a.s. (Czech Republic); Home Credit Slovakia, a.s.; LLC Home Credit & Finance Bank (Russia); PJSC Home Credit Bank (Ukraine)<sup>3</sup>; OJSC Home Credit Bank (Belarus); and Home Credit International a.s. (Czech Republic), which acts as a service company for the Group. The Company gained its ownership interest in these companies gradually:

In 2003, the Company was the owner of the only company in the group, Home Credit International a.s. In November 2004, the Company acquired 100% of the shares of Home Credit Slovakia, a.s.

In December 2005, Česká pojišťovna a.s. assigned its interest in the company Home Credit a.s. (i.e. 100% stake in this company) to the Company.

In 2005, the Company acquired also a 99.99% interest in LLC Home Credit & Finance Bank.

On 4 August 2006, the split-off of Česká pojišťovna a.s. came into effect and thus apart from Česká pojišťovna a.s. a new company "Home Credit Grand Holding a.s." was established. The most significant consequence of this is that as of this date, Home Credit companies were not owned by Česká pojišťovna a.s., but by Home Credit Grand Holding a.s. (with its registered office in the Czech Republic), which was owned directly by the holding company PPF Group N.V.

In December 2006, Home Credit B.V. completed the acquisition of two of Ukraine's financial services companies – Bank Agrobank (later renamed CJSC Home Credit Bank) and PrivatKredit (later renamed LLC Home Credit Finance) – by obtaining all necessary approvals from the Ukrainian Antimonopoly Office and the National Bank of Ukraine.

In February 2007, the Company acquired 95.94% of the new shares in OJSC Lorobank (later renamed OJSC Home Credit Bank), a small financial institution in Belarus, with assets totalling BYR 6.4 billion (EUR 2.4 million) as of 30 September 2006 (in accordance with local accounting standards). Home Credit a.s. acquired a 4.06% stake in OJSC Lorobank. In February 2007, the Company acquired from Home Credit a.s. a further 2.02% stake in OJSC Lorobank, which brought the Company's total shareholding to 97.96%.

In November 2007, the Company acquired a 99.61% stake in PCJSB "Privatinvest", a bank registered in Ukraine.

<sup>&</sup>lt;sup>3</sup> In December 2010, Home Credit B.V. and PJSC Platinum Bank and Pt Platinum Limited (jointly as "Platinum") executed a share purchase agreement on the basis of which Platinum would acquire an aggregate 100% stake in PJSC Home Credit Bank (Ukraine) from Home Credit B.V. In January 2011 the transaction was completed and the 100% shares of Home Credit Bank (PJSC) were transferred to the purchasing parties.

As of December 17, 2007 two direct shareholders of the Company, Home Credit Grand Holding a.s. and HC Holding a.s., as the dissolving companies, merged with HCES N.V., as the successor company.

As a result of the merger, Home Credit Grand Holding a.s. and HC Holding a.s. ceased to exist, and all their assets and liabilities were transferred by universal succession of title to the HCES N.V., which adopted the legal form of a Societas Europaea (SE), a company established pursuant to the SE Regulation.

In April 2009, the Company decided to liquidate its subsidiary Home Credit Finance (LLC), registered in Ukraine. The liquidation process was finalized in the second half of 2009.

In June 2009, PPF Group N.V. acquired 533,876,747 of the Company's shares from HC SE and became the sole shareholder of the Company.

In July 2009, the Company disposed of its participation in PCJSB "Privatinvest" in Ukraine for UAH 74 million.

In December 2009, the Company acquired from Home Credit International a.s. a further 1.08% stake in OJSC Lorobank, which brought the Company's total shareholding to 99.04%.

# 1.6. Most important events in 2010 and subsequent events

In April 2010, Home Credit B.V. provided PPF Group with a loan in the amount of TEUR 45,000. The loan matured on 31 March 2011.

In April 2010, Home Credit B.V. received dividends of TRUB 3,157,596 (TEUR 79,526) from its subsidiary Home Credit and Finance Bank LLC.

In May 2010, Home Credit B.V. received dividends of TCZK 890,000 (TEUR 34,834) from its subsidiary Home Credit a.s.

In May 2010, Home Credit B.V. increased its capital participation in Home Credit Slovakia, a.s. by TEUR 15,500.

In May 2010, a subordinated loan of TEUR 17,694 was provided to Home Credit Slovakia, a.s.. The loan matures in May 2011.

In July 2010 Home Credit B.V. purchased 671 notes in the aggregate principal amount of TCZK 1,342,000 out of the floating rate notes due in 2012 issued by Home Credit B.V. in the aggregate principal amount of TCZK 4,000,000 admitted to trading on the free market of the Prague Stock Exchange, ISIN CZ0000000237.

In September 2010, Home Credit B.V. issued zero-coupon notes in a nominal amount of TCZK 2,900,000 listed on the Prague Stock Exchange, ISIN CZ0000000245.

In September 2010 Home Credit B.V. purchased 79 notes in the aggregate principal amount of TCZK 158,000 out of the floating rate notes due in 2012 issued by Home Credit B.V. in the aggregate principal amount of TCZK 4,000,000 admitted to trading on the free market of the Prague Stock Exchange, ISIN CZ0000000237.

In October 2010, Home Credit B.V. redeemed before the maturity all 750 notes ISIN CZ000000237 which were in its ownership in the aggregate principal amount of TCZK 1,500,000.

In October 2010, PPF Group N.V. as the shareholder of the Company decided to reduce the share capital of the Company by TEUR 196,549, of which TEUR 123,989 was distributed to the shareholder and the remaining part was transferred to share premium and other reserves. The decision on the share capital reduction came into effect in December 2010.

In December 2010, Home Credit B.V. and PJSC Platinum Bank and Pt Platinum Limited (jointly as "Platinum") executed a share purchase agreement on the basis of which Platinum would acquire an aggregate 100% stake in PJSC Home Credit Bank (Ukraine) from Home Credit B.V. In January 2011 the transaction was completed and the 100% shares of Home Credit Bank (PJSC) were transferred to the purchasing parties.

In March 2011, Home Credit B.V. received dividends of TRUB 12,538,984 (TEUR 312,740) from its subsidiary Home Credit & Finance Bank LLC.

# 1.7. Business policy and strategy in 2011

In 2011, HCBV will continue to manage and finance its subsidiaries. In the current environment HCBV will continue using its capital in a disciplined way and give preference to continuing the organic growth, which was restarted in 2010 in its existing markets and core products of expertise.

Overall, HCBV considers retail banking to be an opportunity to move the Group forward, particularly in Russia and Belarus where it already holds a banking license and where the first fruits of retail banking development are already visible, for example, through the retail deposit growth in Russia.

### 2. ORGANIZATIONAL STRUCTURE

# 2.1. The Group

The Company is a holding company of the companies that operate in the Czech Republic, the Slovak Republic, the Russian Federation, Belarus and  $Ukraine^4$ ).

The following text includes data on these companies, which belong to the same concern as the Company and which are important in terms of the business activity of the Company.

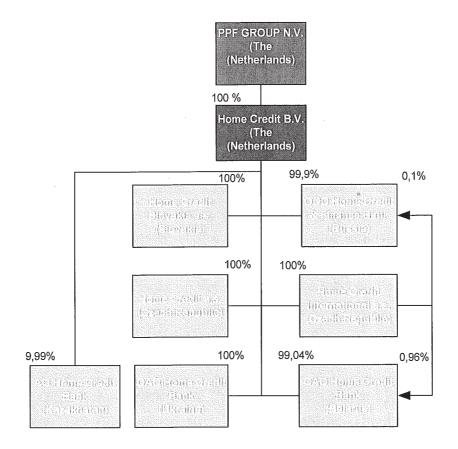
The extent of the data stated on individual companies is determined either by the opportunity to acquire the relevant information on the specific company and also by the significance which the relevant company has within the Company's business.

The ultimate controlling entity, which covers the entire structure of the relevant concern, is PPF Group N.V. (the Netherlands). The ultimate owners of PPF Group N.V. are Mr. Petr Kellner with an interest amounting to 94.25%, Mr. Jiří Šmejc with an interest amounting to 5.00%, Mr. Ladislav Bartoníček, with an interest amounting to 0.50% and Mr. Jean-Pascal Duvieusart with an interest amounting to 0.25%.

As of 31 December 2010, the Company was owned directly by PPF Group N.V.

<sup>&</sup>lt;sup>4</sup> In December 2010, Home Credit B.V. and PJSC Platinum Bank and Pt Platinum Limited (jointly as "Platinum") executed a share purchase agreement on the basis of which Platinum would acquire an aggregate 100% stake in PJSC Home Credit Bank (Ukraine) from Home Credit B.V. In January 2011 the transaction was completed and the 100% shares of Home Credit Bank (PJSC) were transferred to the purchasing parties.

# 2.2. Organization chart - key companies



# 2.3. Home Credit a.s., Czech Republic

The company Home Credit a.s. is registered in Brno, Moravské náměstí 249/8, district of Brno-City, Post Code: 602 00, Company No. 269 78 636 and was established as a result of demerger of Home Credit Finance a.s., Company No. 255 36 613, registered in Brno, Moravské náměstí 249/8, district of Brno-City, Post Code: 602 00, Company No. 255 36 613. The registered capital of the company amounts to CZK 300 million.

This company, as a legal successor of Home Credit Finance a.s., continues in the business activities of its predecessor focusing on the provision of consumer financing to private individual customers in the Czech Republic. The main products offered by this company are consumer loans, revolving loans and cash loans.

# 2.4. Home Credit Slovakia, a.s., Slovak Republic

Home Credit Slovakia, a.s. is registered in Piešťany, Teplická 7434/147, Post Code: 921 22, the Slovak Republic, Company No. 362 34 176. The main activity of this company is the provision of financing through consumer and revolving loans on the market in the Slovak Republic. The registered capital of the company amounts to EUR 18,821 thousand.

# 2.5. LLC Home Credit & Finance Bank, Russian Federation

LLC Home Credit & Finance Bank was established in the Russian Federation as a limited liability company. The company is registered at Moscow, 8/1 Pravda str., Post Code: 125040, the Russian Federation, Company No. 1027700280937. The registered capital of the company amounts to RUB 4,173 million. The main activity of the company is the provision of financing through consumer loans provided at the point-of-sale (POS loans), revolving loans, cash loans and banking services on the market in the Russian Federation.

The Company owns an interest of 99.99% in this company.

# 2.6. OJSC Home Credit Bank, Belarus

OJSC Home Credit Bank (formerly OJSC Lorobank) has its registered office at Minsk, 129 Odoevskogo str., 220 018, Belarus. The registered capital of the company amounts to BYR 62,287 million. The principal activity of the Bank is the provision of consumer financing to private customers in the Republic of Belarus.

### 2.7. PJSC Home Credit Bank, Ukraine

PJSC Home Credit Bank (formerly CJSC AGROBANK), is located at Dnipropetrovsk, 24 Kursantskaya str., 49051, Ukraine. PJSC Home Credit Bank provides commercial and retail banking services through 21 branches throughout Ukraine. The registered capital of the company amounts to UAH 307 million.

In December 2010, Home Credit B.V. and PJSC Platinum Bank and Pt Platinum Limited (jointly as "Platinum") executed a share purchase agreement on the basis of which Platinum would acquire an aggregate 100% stake in PJSC Home Credit Bank (Ukraine) from Home Credit B.V. In January 2011 the transaction was completed and the 100% shares of Home Credit Bank (PJSC) were transferred to the purchasing parties.

# 2.8. Home Credit International a.s., Czech Republic

Home Credit International a.s, Company No. 601 92 666, with its registered office at Prague 6, Evropská 2690/17, Post Code: 160 41, Czech Republic. The registered capital of the company amounts to CZK 360 million.

This company conducts business in the area of data processing, databank service, administration of networks, provision of software and consulting in the area of hardware and software and its main activity is the provision of Core Business operations for the IS/IT system infrastructure as well as providing advisory services to the above-mentioned companies.

# 2.9. Ownership interests of the Company

The detailed specifications of the consolidated subsidiaries are listed in the appendix "Home credit B.V. Consolidated Annual Accounts for the year ended 31 December 2010" on page 11 in section -1. Description of the Group.

### 3. MANAGING AND SUPERVISORY BODIES

The strategic management of individual Group companies is overseen by a group of top managers. The centralization of some of its functions helps to increase the efficiency of the Group's expansion, and facilitates sharing of knowledge and expertise in all markets where Home Credit B. V. is present.

The Board of Directors is responsible for the strategic management and business affairs of the Group, which includes financial accounting and controls, capital and risk management, and the principal operating activities of the Group subsidiaries.

The Group Executive Committee is made up of the Chief Executive Officer, Chief Financial Officer and functional leaders operating in the areas of risk, operations, HR, legal and marketing. The Group Executive Committee supports the Management Board in its decision-making. At its regular monthly meetings it reviews developments within individual businesses, discusses aspects of the Group strategy and formulates recommendations for the Board of Directors.

#### Board of Directors:

- Alexander Labak (Chairman)
- Sonia Mihaylova Slavtcheva
- Ivan Svitek

#### 3.1. Alexander Labak

Chairman of the Board of Directors, Home Credit B.V.

Mr. Alexander Labak has been with Home Credit B.V. since October 2006. Before joining Home Credit Mr. Labak held executive positions in leading financial services companies such as President, MasterCard Europe and as Chief Marketing Officer, Deutsche Bank. In addition, he developed a strong customer focus working for Johnson & Johnson and Henkel. Throughout his career Mr. Labak has had European and global business responsibilities, complemented by direct operating market experience in the United States, Canada, Germany, Italy, Belgium and Austria. Mr. Labak is a Fulbright Scholar and holds an MBA from the Wharton Business School and a Ph.D. from the Vienna University of Economics & Business Administration.

# 3.2. Sonia Mihaylova Slavtcheva

Ms. Sonia Mihaylova Slavtcheva joined Home Credit B.V. as the Group Chief Financial Officer in July 2008 from GE, after a distinguished career spanning 10 years. There she was regarded as one of the firm's top financial professionals. Ms. Slavtcheva has considerable experience in finance operations, including product profitability management, investment and real estate portfolio optimization, as well as funding, treasury and hedging strategies. She has worked for a number of leading financial institutions in the US and CEE countries.

#### 3.3. Ivan Svitek

Mr. Ivan Svitek has been with Home Credit B.V. since 2008, as CEO of Home Credit and Finance Bank (Russia). He had a distinguished career at GE, with years of strategic and operational experience in financial services and consumer products. His background covers the FMCG industry, public service sector as well as banking and consumer finance. He has worked in 19 diverse markets across Europe and Latin America, and his proven track record includes re-organizational and change management programs.

# 3.4. Conflicts of interest

The Company declares that it is not aware of any conflicts of interest between the duties of the persons referred to in Articles 3.1., 3.2. and 3.3 towards the Company and their private interests or other duties.

# 4. MOST SIGNIFICANT CONTRACTS

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In 2010, the Company entered into the following significant agreements:

1

Other Party(ies)	Subject Matter	Date
Home Credit International a.s. Company No: 601 92 666 Evropská 2690/17 160 41 Praha 6 Czech Republic	Agreement on Assignment of Receivables	31.12.2010
PPF banka a.s. Company No: 47116129 Evropská 2690/17 160 41 Praha 6 Czech Republic	Agreement on Provision of the Issue of the Notes	25.8.2010
PPF Group N.V. Company No: 33264887	Contract on Provision of Services	5.1.2010
Tower B, Strawinskylaan 933, 1077 XX Amsterdam The Netherlands	Loan Agreement	26.4.2010
	Loan Agreement	6.8.2010
Home Credit a.s. Company No: 269 78 636 Moravské náměstí 249/8 602 00 Brno Czech Republic	Loan Agreement	10.12.2010
Home Credit Slovakia a.s. Company No: 362 34 176 Teplická 7434/147 921 01 Piešťany Slovakia	Loan Agreement	3.5.2010
JSC Home Credit Bank Company No: 513-1900- AO(IU) Tulebayev Street 38 050020 Almaty Kazakhstan	Subordinated Loan Agreement	20.12.2010
PPF Vietnam Finance Company Limited	Agreement on Provision of Cash Collateral	28.4.2010
194 Golden Building, 473 Dien Bien Phu Street, Ward 25, Binh Thanh District, Ho Chi Minh City, Socialist Republic of Vietnam	Amendment No.1 to the Agreement on Provision of Cash Collateral (dated 28.4.2010) – increase of cash collateral	20.5.2010
HCF Funding No.1 B.V.	Sale, purchase and transfer of shares re HCF Funding No.1 B.V.	18.2.2010
Home Credit Finance 1 B.V	Sale, purchase and transfer of shares re Home Credit Finance 1 B.V	18.2.2010

Platinum bank,	Agreement for the control of settlements	3.12.2010
Platinum Public,		
CIB CA	Agreement for sale and purchase of 3,073,500 ordinary shares comprising 100% of the issued share capital of Public Joint Stock Company "Home Credit Bank"	3.12.2010
Corporate and Investment Bank Credit Agricole	Agency Agreement	3.12.2010
Citi, ING bank,	Agreement on Subordinating Rights and Obligations	12.5.2010
Volksbank, Tatra,	Agreement on Subordinating Rights and Obligations	29.7.2010
Commerzbank, VUB	Agreement on Subordinating Rights and Obligations	26.11.2010
Deutsche Bank	Contract on Pledge of the Balance on the Account	28.4.2010
	Amendment No.1 to the Contract on Pledge of the Balance on the Account (dated 28.4.2010) – increase of pledged amount	24.5.2010
RFC	Loan Agreement	10.3.2010

# 5. FINANCIAL INFORMATION

# 5.1. Consolidated financial information of the Company

The consolidated financial figures are included in the appendix "Home Credit B.V. Consolidated Annual Accounts for the year ended 31 December 2010".

# 5.2. Separate financial information of the Company

The separate financial figures are included in the appendix "Home Credit B.V. Unconsolidated Annual Accounts for the year ended 31 December 2010".

### 6. OTHER INFORMATION

### 6.1. Audit fees

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In TEUR	2010	2009
HC BV		
Audit services	254	206
Other services	44	4
	298	210
CONSOLIDATED		
Audit services	1,029	1,232
Other services	70	25
. •	1,099	1,257

# **6.2.** Monetary and non-monetary income of key management personnel

The overall consolidated monetary and non-monetary income of key management personnel in 2010 was EUR 21,413 thousand (2009: EUR 11,721 thousand). The members of the Board of Directors of the Company and key management of its subsidiaries are considered the key management of the Group.

# Monetary and non-monetary income of key personnel in 2010

In TEUR  Total income of Statutory bodies	Total 19,021	4,259	Paid by subsidiaries 14,762
Monetary	18,842	4,103	14,739
for membership of Statutory bodies	15	-	15
from employment	18,827	4,103	14,724
Non-monetary from employment	179	156	23
Total income of Supervisory bodies	322	-	322
Monetary	317	-	317
for membership of Supervisory bodies	6	-	6
from employment	311	-	311
Non-monetary from employment	5	-	5
Total income of Other governing bodies	2,070	-	<b>2,070</b>
Monetary from employment	2,070	_	2,070
TOTAL	21,413	4,259	17,154

# Monetary and non-monetary income of key personnel in 2009

		Paid by	Paid by
In TEUR	Total	Company	subsidiaries
Total income of Statutory Bodies	6,937	3,130	3,807
Monetary	6,840	3,048	3,792
for membership of statutory bodies	7	-	7
from employment	6,833	3,048	3,785
Non-monetary from employment	97	82	15
Total income of Supervisory Bodies	347	-	347
Monetary	344	-	344
for membership of Supervisory bodies	167	-	167
from employment	177		177
Non-monetary from employment	3	-	3
Total income of other governing bodies	4,437	_	4,437
Monetary from employment	4,393	-	4,393
Non-monetary from employment	• 44	_	44
TOTAL	11,721	3,130	8,591

Monetary income means the total monetary earnings provided by the Company and the entities controlled by the Company to the key management personnel, i.e. remuneration for membership in statutory bodies and income from employment, including remuneration and bonuses.

Non-monetary income means the total value of all non-monetary income provided by the Company and the entities controlled by the Company to the key management personnel, i.e. a company car, pension insurance and other benefits.

# 6.3. Remuneration principles

Remuneration of the members of the statutory body, under an employment contract concluded with the Company, is set and reviewed annually by the shareholders. The total remuneration consists of a fixed part, variable part and benefits.

- Fixed part the basic salary is set in the employment contract and paid monthly.
- Variable part principles:
  - Performance bonuses are agreed at 0-100% of the annual fixed salary and paid yearly based on the fulfilment of evaluation criteria (Key Performance Indicators: KPI).
  - o 100% fulfilment of the KPIs ("on target") represents half of the maximum annual bonus (e.g. 50% of the annual fixed salary).
  - KPIs are defined by shareholders (annual meeting) annually, where minimum, on target and maximum (target overachievement)

- fulfilment (related to 0%-50%-100% of the annual fixed salary bonus amounts) targets are set.
- KPIs usually consist of financial targets (e.g. net profit, costs structure, market share) and key development projects (e.g. product development, new market acquisitions) of equal weight.
- KPIs evaluation is carried out by shareholders after the close of the financial year, based on audited results.
- Bonus amounts are calculated with respect to individual employment contracts (salary) and KPI evaluation.
- Payments are made after they are approved by the shareholders (general meeting), usually at the end of the first quarter of the next year.
- Long-term bonuses a program has started for the 2010-2012 period and bonuses will be paid under the condition to achieve the target set by the shareholders (the growth of Group value).

- Allowances - costs reimbursement related to business activities (e.g. travel).

Statutory body members are paid a monthly remuneration, which is set by shareholders (annual meeting) and paid during their appointment, without other conditions applying.

# 6.4. Legal, administrative and arbitration proceedings

As at the date of the publication of this report the Company is not involved in any legal, administrative or arbitration proceedings that could have a negative influence on the financial situation and business of the Company.

# 6.5. Information on shares and owners' rights

There are no restrictions imposed on the transferability of shares except for the mandatory blocking clause in Article 13 of the Articles of Association, subjecting, in principle, any transfer of shares to the approval of the general meeting of shareholders. There are no known contractual agreements between shareholders that may result in restrictions on the disposal of shares or the voting rights attached to those shares.

There are no shareholders with special rights. Other rights and obligations relating to shares are set out in the Articles of Association of the Company.

There are no special rules for appointing and discharging members of the board of directors and changing the Articles of Association of the Company.

There are no special competences and authorities of members of the board of directors.

# 6.6. Information on other significant contracts

The Company has not entered into any significant contracts that will enter into force, change or expire in the event of change of control of the Company as the result of a takeover bid.

The Company has entered into a contract with one of its directors, on the basis of which it would be obliged to provide a consideration to such personnel in connection with the termination of his/her office or employment in the event of change of control of the Company, as a result of a takeover bid.

The Company has no policy, based on which the employees and directors are eligible to acquire shares of the Company, share options or any other rights to the shares, under advantageous conditions.

#### 6.7. Internal controls

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The most significant risks faced by the Company, and its subsidiaries and their management are described in Note 4, included in the Appendix "Home credit B.V. Consolidated Annual Accounts for the year ended 31 December 2010".

The risk related specifically to the financial reporting process is rather minor. The Company and its subsidiaries set and update their internal policies in accordance with the latest recommendations of the regulatory bodies, international professional organizations and auditors. The companies use the standard internal controls described in a set of internal guidelines. The most significant internal controls are as follows:

- Clear document flow (specific approval limits and responsibilities for individual management levels and areas of expertise).
- Clear accounting workflow, with clearly defined responsibilities and deadlines, including strict rules for corrections of accounting entries and clearly tracking them.
- Limited access to accounting system and reporting tools.
- International Financial Reporting Standards as a base for both external and internal reporting of the whole Group. This simplifies the reconciliations between more detailed internal reports and reports for external use and also ensures the greater reliability of external reports.
- Accounting policies and measurement methods of individual assets and liabilities defined in the "Reporting and Accounting Manual", which is valid

- for the whole PPF Group. Specific issues and more details are described in the "Reporting Manual" of the Group.
- Regular reporting of individual companies to the Chief Financial Officer of the Group and her team. The financial reports of individual companies are overseen by the Group finance team and submitted to the Group Executive Committee on a monthly basis.
- The Group finance team coordinates accounting methods and policies used across the whole Group.
- Individual financial statements of the Company and its significant subsidiaries are audited at least on an annual basis. The consolidated financial statements of the Company are prepared on a semi-annual basis and are subject to an auditor's review. Significant Home Credit B.V.'s subsidiaries prepare unaudited interim financial statements for external use (in accordance with IFRS) on a quarterly basis.

# **6.8.** Decision-making process of statutory and supervisory bodies

Management decisions of the Company's Board of Directors, consisting of the persons referred to in Articles 3.1, 3.2 and 3.3, may be made at meetings of the Board, by a majority of all Directors present. The decisions can also be taken outside meetings, provided that all Directors are able to take note of the proposal and have no objection to adopting it in such a manner. The Company does not have a supervisory board.

## **6.9.** Codes of corporate governance

The Company has not adopted a code of corporate governance because it is not required to do so by the applicable legal regulations.

# **DIRECTORS' REPORT**

The Directors' Report is included in the Appendix "Home Credit B.V. Consolidated Annual Accounts for the year ended 31 December 2010" in the "Directors' Report" section.

# INFORMATION ABOUT THE PERSONS RESPONSIBLE FOR THE ANNUAL REPORT

#### **Declaration**

I declare that, to the best of my knowledge and belief, the information stated in the Annual report of Home Credit B.V. for the year ended 31 December 2010 reflects the true state of its financial position, business operations, its result and prospects of their future development and that no material circumstances that may have an impact on the accurate and correct assessment of Home Credit B.V. have been omitted.

Date: May 9, 2011

Álexander Labak

Chairman of the Board of Directors

The Annual report of Home Credit B.V. for the period from 1 January 2010 to 31 December 2010 was published at <a href="www.homecredit.net">www.homecredit.net</a> and delivered to the Czech National Bank and the Prague Stock Exchange in the statutory period.

# Home Credit B.V.

Consolidated Annual Accounts for the year ended 31 December 2010

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# Directors' Report

### **Description of the Company**

Home Credit B.V.

Date of inception: 28 December 1999

Seat: Netherlands, Strawinskylaan 933 Tower B Level 9, 1077XX Amsterdam

Identification number: 34126597 Authorized capital: EUR 712,500,000 Issued capital: EUR 659,019,639 Paid up capital: EUR 659,019,639

Principal business: Holding company activities and financing thereof

#### **General information**

Home Credit B.V. ('HCBV') is the direct owner of several consumer finance providers ('Home Credit companies' or 'the Group'). There are both fully licensed banks and non-banking entities within the Group. The principal activities of HCBV are: (a) the holding of equity stakes in consumer finance companies in the countries of Central and Eastern Europe and CIS and (b) the securing of the refinancing for these companies either from the market or from the parent company.

Companies that are held by HCBV are leading providers of "in-store" lending to eligible, mass retail customers, including first-time borrowers, in their respective countries. They primarily provide non-cash, non-collateralized loans for purchases of durable goods at the point of sale ("POS loans") and, in some countries, they also offer credit cards and/or cash loans to customers who have a proven repayment track record ("cross-sell lending products"). In the more mature markets, for example Russia, the Group offers retail banking services such as deposit gathering products and current accounts as well as consumer finance lending. As at 31 December 2010, the Group had served over 23 million customers across the countries in which it operates: **the Czech Republic** (operational since 1997), **Slovakia** (1999), **the Russian Federation** (2002), **Belarus** (2007).

On 31 January 2011, HCBV successfully finalized the sale of Home Credit Bank (Ukraine) to Platinum Bank, a local retail banking institution.

The Home Credit brand has been present in Kazakhstan since September 2008 through HCBV's minority stake (9.99%) in "Home Credit Bank" (formerly "International Bank Almaty"). The beneficiary owner of HCBV is PPF Group N.V. (hereinafter "PPF"), a privately owned financial and investment group, one of the largest in Central & Eastern Europe. As of 30 June 2010, PPF Group's assets amounted to EUR 12 billion and its share capital amounted to over EUR 4 billion. PPF's mission is to "create additional value through further development of the assets it has founded or acquired". PPF's core investments cover retail financial services (banking, insurance), retail sales (home appliances & electronics) energy, real estate, and precious metals & mining. Founded in 1991, PPF Group N.V. is a regulated financial conglomerate (as defined by the EU Directive) headquartered in the Netherlands with operations across Central & Eastern Europe (CEE), Russia, the Commonwealth of Independent States (CIS), China and South East Asia.

For more information, visit <u>www.ppf.eu</u>.

After the consumer finance sector was considerably impacted by the global downturn, with consumer demand plummeting across the markets, in 2010 it showed tentative signs of a weak but promising recovery. Thanks to timely actions taken by management during the global economy deterioration to reduce costs and mitigate risks, HCBV was in a strong position to benefit from the recovery in its chosen emerging markets. Following a decline in 2009, the Group loan portfolio exceeded pre-crisis levels demonstrating a year-on-year increase of 29.4% which is higher than the market average, while its risk costs decreased dramatically. This was the case especially in the Russian Federation, followed by the Czech Republic and Slovakia. Through a financially prudent, disciplined and flexible approach to the burgeoning market, the Group companies, with the exception of Ukraine, won business from their local competitors and achieved excellent performance and profitability.

#### **Key Achievements**

In 2010 the Group granted loans worth a total of EUR 2.7 million and announced its second consecutive record result with a 331% year-on-year increase in net profit. The Group risk metrics dramatically improved owing to continuous improvements and adjustments made by the risk management team and an effective ALM performance, which led to a reduction in the cost of funds. These combined factors resulted in the significant increase to net profit.

The transformation of Home Credit companies into retail banks from consumer lending businesses continued apace in selected markets where this strategy is being pursued, with the Group's customer deposits comprising over a quarter of total liabilities. Russia is spearheading this drive and has again contributed strongly to the Group's overall result. The Group banks in Russia and Belarus continued to build up a unique distribution network of new format offices and an agents' network, which enabled them to continue expanding their regional penetration to further increase sales whilst maintaining cost levels.

Overall, the Group succeeded in managing its profitability objectives by reporting the highest net profit in its history of EUR 234.2 million in 2010, after the previous peak in 2009.

In order to optimize the Group's capital structure, in October 2010 the shareholder of the Group made a decision to reduce the share capital of HCBV by EUR 196.5 million of which EUR 124.0 million was distributed to the shareholder and the remaining part was transferred to share premium and other reserves.

Exceptional financial and operational results have been produced by the Group's winning business model. Based on prime-class risk management and supported by market-leading debt collections, it has proven its success throughout the economic cycle. The Group has also been successful in further diversifying its loan portfolio by increasing its share of alternative low-risk products in its POS portfolio and increasing its share of cash loans.

After stabilizing its banking franchise in Ukraine during the financial crisis in 2008-2009, the continued local economy imbalances, banking sector instability and overall turmoil led the Group to make the decision to seek other opportunities outside the country. The sales transaction with a local retail banking institution, Platinum Bank, resulted in an exchange of a customer base, deposit and loan balances and a network, for the cash equivalent. The share purchase agreement was signed in December 2010, and the transaction was finalized on 31 January 2011 providing both parties with a mutually beneficial solution. As a consequence, Home Credit Group withdrew its Ukrainian banking franchise.

#### Staff development and environmental influence

The average number of employees during 2010 reached 14.1 thousand (2009: 14.3 thousand).

The Group's operations did not have any significant impact on the environment.

#### Financial instruments and risk management

The Group is exposed to various risks as a result of its activities: credit risk, liquidity risk and market risks (interest rate risk, currency risk).

The Group's primary exposure to credit risk arises through the provision of consumer financing to private customers, which is the Group's principal business. Credit risk is managed both at the individual HCBV company level and Group level.

Liquidity risk arises in the general funding of the Group's activities and in the management of its positions. The Group has access to a diverse funding base. Funds are raised using a broad range of instruments including deposits, debt securities, bank loans and shareholders' equity.

All financial instruments and positions are subject to market risk: the risk that future changes in market conditions may make an instrument more or less valuable. The majority of the Group's exposure to market risk arises in connection with the funding of the Group's operations with liabilities denominated in foreign currencies, and to the extent the term structure of interest bearing assets differs from that of liabilities.

For detailed information on risk management see Note 4 of the consolidated financial statements.

#### **Future development**

In 2011, HCBV will continue to manage and finance its holdings. In the current environment HCBV will continue using its capital in a disciplined way and rather to continue the organic growth, which was restarted in 2010 in its existing markets and core products of expertise.

Overall, HCBV considers retail banking to be an opportunity to move the Group forward, particularly in Russia and Belarus where it already holds a banking license and where the first fruits of retail banking development are already visible for example through the retail deposit growth in Russia.

	Note	2010 TEUR	2009 TEUR
ASSETS			
Cash and cash equivalents Due from banks and other financial institutions Loans to customers Financial assets at fair value through profit or loss Financial assets available-for-sale Assets classified as held for sale Current income tax receivables Deferred tax assets Investments in associates Investment property Intangible assets Property and equipment Other assets	8 9 10 11 12 6 13 14 15 16 17	201,024 133,652 2,176,901 2,823 179,765 108,156 8,475 11,326 1,533 32,446 154,238 73,233	315,118 95,063 1,682,126 31,217 338,723 12,298 12,911 590 980 34,314 158,800 54,161
Total assets		3,083,572	2,736,301
LIABILITIES			
Current accounts and deposits from customers Due to banks and other financial institutions Debt securities issued Financial liabilities at fair value through profit or loss Liabilities classified as held for sale Current income tax liabilities Deferred tax liabilities Other liabilities  Total liabilities	18 19 20 21 6	590,022 341,569 1,020,019 6,621 76,097 824 3,759 108,853	377,479 502,227 958,012 7,418 2,182 4,089 101,831
EQUITY			
Equity attributable to equity holders of the parent Share capital Share premium Statutory reserves Foreign currency translation Revaluation reserve Other reserves	23 23 23 23 23 23	659,020 60,253 2,887 (76,334) 5,618 284,364	855,569 19,194 2,465 (117,741) 1,518 22,005
		935,808	783,010
Non-controlling interest		<u> </u>	53
Total equity		935,808	783,063
Total liabilities and equity		3,083,572	2,736,301

		joi ine year chaca s	Becember 2010
	Note	2010 TEUR	2009 TEUR
Continuing operations			
Interest income Interest expense	24 24	762,407 (172,269)	799,469 (231,968)
Net interest income		590,138	567,501
Fee and commission income Fee and commission expense	25 26	212,726 (40,639)	188,196 (43,049)
Net fee and commission income		172,087	145,147
Net gains/(losses) on financial assets Other operating income	27 28	1,961 18,078	(145,482) 169,811
Operating income		782,264	736,977
Impairment losses on financial assets Net income/(expense) related to credit risk insurance General administrative expenses Other operating expenses	29 30 31 32	(108,924) 42 (316,664) (36,405)	(262,883) (17,639) (277,699) (72,965)
Operating expenses		(461,951)	(631,186)
Net gain/(loss) from investments in subsidiaries	5	15	(2,651)
Profit before tax from continuing operations		320,328	103,140
Income tax expense for continuing operations	33	(76,141)	(43,593)
Net profit for the year from continuing operations		244,187	59,547
Discontinued operations			
Loss from discontinued operations (net of income tax)	6	(10,016)	(5,192)
Net profit for the year		234,171	54,355
Currency translation Revaluation of available-for-sale financial assets, net of tax		41,407 4,100	(18,697) 1,519
Other comprehensive income/(expense) for the year		45,507	(17,178)
Total comprehensive income for the year		279,678	37,177
Attributable to:			
Equity holders of the parent Non-controlling interest		279,659 19	37,165 12
		279,678	37,177

The consolidated financial statements as set out on pages 6 to 55 were approved by the Board of Directors on 23 March 2011.

Alexander Labak Chairman of the Board of Directors Sonia Mihaylova Slavtcheva Member of the Board of Directors Ivan Svitek Member of the Board of Directors

Home Credit B.V.
Consolidated Statement of Changes in Equity for the year ended 31 December 2010

			Attributable	ttributable to equity holders of the parent	rs of the parent			Non- controlling	Total equity
	Share capital TEUR	Share premium TEUR	Statutory reserves TEUR	Foreign currency translation TEUR	Fair value reserve TEUR	Other reserves TEUR	Total TEUR	TEUR	TEUR
Balance as at 1 January 2010	855,569	19,194	2,465	(117,741)	1,518	22,005	783,010	53	783,063
Decrease of share capital	(196,549)	41,059	ı	ı	•	31,501	(123,989)	ı	(123,989)
Acquisition of non-controlling interest	ı	•	1	i	•	(2,872)	(2,872)	(72)	(2,944)
Transfers	1	1	422		'	(422)	1	'	1
Total	659,020	60,253	2,887	(117,741)	(1,518)	(50,212)	656,149	(19)	656,130
Currency translation	ı	1	1	41,407	•	,	41,407	1	41,407
Revaluation of available-for-sale financial assets	ı	ı	ı	ı	4,100	ı	4,100	ı	4,100
Profit for the year	1	1	1	1	1	234,152	234,152	19	234,171
Total comprehensive income and expense for the year	1	ı	•	41,407	4,100	234,152	279,659	19	279,678
Total changes	(196,549)	41,059	422	41,407	4,100	262,359	152,798	(53)	152,745
Balance as at 31 December 2010	659,020	60,253	2,887	(76,334)	5,618	284,364	935,808	1	935,808

Home Credit B.V.
Consolidated Statement of Changes in Equity for the year ended 31 December 2010

			Attributable	ttributable to equity holders of the parent	rs of the parent			Non- controlling interest	Total equity
	Share capital TEUR	Share premium TEUR	Statutory reserves TEUR	Foreign currency translation TEUR	Fair value reserve TEUR	Other reserves TEUR	Total TEUR	TEUR	TEUR
Balance as at 1 January 2009	1,156,175	1	2,378	(99,044)	(1)	(173,663)	885,845	41	885,886
Decrease of share capital Transfers	(300,606)	19,194	- 87	1 1		141,412 (87)	(140,000)	1 1	(140,000)
Total	855,569	19,194	2,465	(99,044)	(1)	(32,338)	745,845	41	745,886
Currency translation	1	ı	ı	(18,697)	ı	ı	(18,697)	ı	(18,697)
Revaluation of available-for-sale financial assets	1	ı	1	ı	1,519	ı	1,519	ı	1,519
Profit for the year	1	1	•	•	•	54,343	54,343	12	54,355
Total comprehensive income and expense for the year	1	ı	•	(18,697)	1,519	54,343	37,165	12	37,177
Total changes	(300,606)	19,194	87	(18,697)	1,519	195,668	(102,835)	12	(102,823)
Balance as at 31 December 2009	855,569	19,194	2,465	(117,741)	1,518	22,005	783,010	53	783,063

	Note	2010 TEUR	2009 TEUR
Operating activities Profit before tax Adjustments for:		311,483	99,409
Interest expense		181,565	239,318
Net loss on disposal of property, equipment and intangible assets		1,153	3,873
Net unrealized foreign exchange loss		12,615	13,483
Impairment losses		111,804	314,791
Depreciation and amortization	_	35,152	33,458
Net operating cash flow before changes in working capital		653,772	704,332
Change in due from banks and other financial institutions		(40,124)	39,053
Change in loans to customers		(647,322)	581,229
Change in financial assets at fair value through profit or loss		(3,472)	210,964
Change in other assets		(20,052)	(729)
Change in current accounts and deposits from customers Change in financial liabilities at fair value through profit or loss		279,031	103,441
Change in other liabilities		(797) 6,769	(6,370) 22,952
Cash flows from the operations	=	223,664	1,654,872
Interest paid		(184,725)	(219,882)
Income tax paid		(73,530)	(36,915)
Cash flows (used in)/from operating activities	=	(27,022)	1,398,075
Investing activities			
Proceeds from sale of property, equipment and intangible assets		15,353	17,050
Acquisition of property, equipment and intangible assets		(36,113)	(53,339)
Net proceeds from/(acquisition of) available-for-sale financial assets		163,058	(319,099)
Acquisition of investment property		(23)	(454)
Acquisition of investment in subsidiary, net of cash acquired	_	(2,944)	
Cash flows from/(used in) investing activities	=	139,331	(355,842)
Financing activities			
Repayment of capital		(123,989)	(140,000)
Proceeds from the issue of debt securities		270,482	500,691
Proceeds from due to banks and other financial institutions		2,256,127	2,137,505
Repayment of debt securities issued		(198,327)	(1,275,609)
Repayment of due to banks and other financial institutions	_	(2,415,798)	(2,501,595)
Cash flows used in financing activities	=	(211,505)	(1,279,008)
Net decrease in cash and cash equivalents		(102,624)	(236,775)
Cash as a part of assets held for sale		(29,387)	-
Cash and cash equivalents at 1 January		315,118	575,955
Effects of exchange rate changes on cash and cash equivalents	_	17,917	(24,062)
Cash and cash equivalents at 31 December	8 _	201,024	315,118

42.00

42.00

### **Description of the Group** 1.

Home Credit B.V. (the "Company") was incorporated on 28 December 1999 in the Netherlands.

### Registered office

Stravinskylaan 933 1077 XX Amsterdam The Netherlands

Shareholders	Country of incorporation	Ownership in	terest (%)
		2010	2009
PPF Group N.V.	Netherlands	100.00	100.00

The ultimate controlling party of PPF Group N.V. and of the Company is Mr. P. Kellner.

Consolidated subsidiaries	Country of incorporation	Ownership in 2010	terest (%) 2009
Donmera (LLC)	Cyprus	100.00	100.00
Redlione (LLC)	Cyprus	100.00	100.00
Home Credit (JSC)	Czech Republic	100.00	100.00
Home Credit International (JSC)	Czech Republic	100.00	100.00
HC Broker (LLC) 2)	Czech Republic	100.00	-
Eurasia Capital S.A. <sup>3)</sup>	Luxemburg	0.00	0.00
Eurasia Structured Finance No.1 S.A. <sup>3)</sup>	Luxemburg	0.00	0.00
Eurasia Credit Card Company S.A. 3), 4)	Luxemburg	0.00	0.00
Eurasia Credit Card Funding I S.A. 3), 4)	Luxemburg	0.00	0.00
HC Kazakh Holdings B.V.	Netherlands	100.00	100.00
HC Fin3 B.V. 6)	Netherlands	0.00	100.00
Home Credit Bank (OJSC)	Republic of Belarus	100.00	100.00
Home Credit Kazakhstan (JSC)	Republic of Kazakhstan	100.00	100.00
PPF Home Credit IFN S.A.	Romania	100.00	100.00
Home Credit and Finance Bank (LLC)	Russian Federation	100.00	99.99
Financial Innovations (LLC) 1)	Russian Federation	100.00	99.99
Infobos (LLC) 1), 4)	Russian Federation	100.00	99.99
Inko Technopolis (LLC)	Russian Federation	100.00	100.00
Liko – Technopolis (LLC) 1), 4)	Russian Federation	100.00	99.99
Home Credit Slovakia (JSC)	Slovak Republic	100.00	100.00
Collect-Credit (LLC)	Ukraine	100.00	100.00
Home Credit Bank (PJSC) <sup>5)</sup>	Ukraine	100.00	100.00
Homer Software House (LLC)	Ukraine	100.00	100.00
Associates	Country of incorporation	Ownership in 2010	terest (%) 2009

<sup>&</sup>lt;sup>1)</sup> subsidiaries of Home Credit and Finance Bank (LLC) <sup>2)</sup> subsidiary established in 2010

Equifax Credit Services (LLC)

Russian Federation

<sup>&</sup>lt;sup>3)</sup> special purpose entities established to facilitate the Group's issues of debt securities (refer to Note 20)

<sup>4)</sup> subsidiary in the process of liquidation

<sup>5)</sup> formerly Home Credit Bank (CJSC)

<sup>6)</sup> subsidiary sold in 2010

### 1. Description of the Group (continued)

### **Board of Directors**

Alexander Labak Chairman Sonia Mihaylova Slavtcheva Member Ivan Svitek Member

### **Principal activities**

The principal activities of the Company and its subsidiaries and associates are the provision of consumer financing to private individual customers in the Central European and CIS countries as well as deposit taking, saving and current accounts service and maintenance, payments and other services.

### 2. Basis of preparation

The consolidated financial statements for the year ended 31 December 2010 comprise the Company and its subsidiaries (together referred to as the "Group").

### (a) Statement of compliance

The consolidated financial statements have been prepared in accordance with International Financial Reporting Standards (IFRSs), including International Accounting Standards (IASs), promulgated by the International Accounting Standards Board (IASB) and interpretations issued by the International Financial Reporting Interpretations Committee (IFRIC) of the IASB as adopted by the European Union.

### (b) Basis of measurement

The consolidated financial statements are prepared on the historic cost basis except for financial instruments at fair value through profit or loss and financial assets available-for-sale that are measured at fair value. Financial assets and liabilities and non financial assets and liabilities which are valued at historic cost are stated at amortized cost or historic cost, as appropriate, net of any relevant impairment.

### (c) Presentation and functional currency

These financial statements are presented in Euro (EUR), which is the Company's functional currency and Group's reporting currency. Financial information presented in EUR has been rounded to the nearest thousand (TEUR).

### (d) Changes in accounting policies and comparative figures

The comparative figures have been regrouped or reclassified, where necessary, on a basis consistent with the current period. In particular, discontinued operations' comparative figures were restated so as to be presented separately from continuing operations. In addition, the comparative statement of comprehensive income has been re-presented as if the operations discontinued during the current year had been discontinued from the beginning of the comparative year (refer to Note 6).

### (e) Use of estimates and judgments

The preparation of the consolidated financial statements in accordance with IFRS requires management to make judgments, estimates and assumptions that affect the application of policies and the reported amounts of assets and liabilities, income and expenses. The estimates and associated assumptions are based on historic experience and various other factors that are believed to be reasonable under the circumstances, the results of which form the basis of the judgments about the carrying values of assets and liabilities that cannot readily be determined from other sources. The actual values may differ from these estimates.

The 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 particular, information about significant areas of estimation, uncertainty and critical judgments made by management in preparing these consolidated financial statements in respect of impairment recognition is described in Note 3c(vii), Note 3f, and Note 10.

### 2. Basis of preparation (continued)

### (f) Basis of consolidation

### (i) Subsidiaries

Subsidiaries are those enterprises controlled by the Group. Control exists when the Group has the power, directly or indirectly, to govern the financial and operating policies of an enterprise so as to obtain benefits from its activities. The financial statements of subsidiaries are included in the consolidated financial statements from the date that control effectively commences until the date that control effectively ceases.

Legal restructuring and mergers involving companies under common control are accounted for using consolidated net book values, consequently no adjustment is made to carrying amounts in the consolidated accounts and no goodwill arises on such transactions.

### (ii) Associates

Associates are those enterprises in which the Group has significant influence, but not control, over the financial and operating policies. The consolidated financial statements include the Group's share of the total recognized gains and losses of associates on an equity accounted basis, from the date that significant influence effectively commences until the date that significant influence effectively ceases. When the Group's share of losses exceeds the Group's interest in the associate, that interest is reduced to nil and recognition of further losses is discontinued except to the extent that the Group has incurred obligations in respect of the associate.

### (iii) Special purpose entities

The Group has established a number of special purpose entities (SPEs) for the purpose of raising finance. The Group does not have any direct or indirect shareholdings in these entities. These SPEs are controlled by the Group through the predetermination of the activities of SPEs, having rights to obtain the majority of benefits of the SPEs, and retaining the majority of the residual risks related to the SPEs.

### (iv) Transactions eliminated on consolidation

Intra-group balances and transactions, and any unrealized gains arising from intra-group transactions, are eliminated in preparing the consolidated financial statements. Unrealized gains arising from transactions with associates are eliminated to the extent of the Group's interest in the enterprise. Unrealized gains arising from transactions with associates are eliminated against the investment in the associate. Unrealized losses are eliminated in the same way as unrealized gains, but only to the extent that there is no evidence of impairment.

### 3. Significant accounting policies

### (a) Foreign currency

### (i) Foreign currency transactions

A foreign currency transaction is a transaction that is denominated in or requires settlement in a currency other than the functional currency. The functional currency is the currency of the primary economic environment in which an entity operates. For initial recognition purposes, a foreign currency transaction is translated into the functional currency using the foreign exchange rate ruling at the date of the transaction. Monetary assets and liabilities denominated in foreign currencies at the end of the reporting period are translated to EUR at the foreign exchange rate ruling at that date. Non-monetary assets and liabilities denominated in foreign currencies, which are stated at historical cost, are translated to EUR at the foreign exchange rate ruling at the date of the transaction. Foreign exchange differences arising on retranslation are recognized in profit or loss.

### (ii) Financial information of foreign operations

The Group's foreign operations are not considered an integral part of the Company's operations. Accordingly, the assets and liabilities of foreign operations are translated to EUR at foreign exchange rates ruling at the end of the reporting period. The revenues and expenses of foreign operations are translated to EUR at rates approximating the foreign exchange rates ruling at the dates of the transactions. Foreign exchange differences arising on translation are recognized directly in equity as a foreign currency translation.

### (b) Cash and cash equivalents

The Group considers cash on hand, unrestricted balances with central banks and balances with banks and other financial institutions due within one month to be cash and cash equivalents. The minimum reserve deposit with the Central Bank of Russian Federation (the "CBR"), with the National Bank of Ukraine (the "NBU") and with the National Bank of the Republic of Belarus (the "NBRB") is not considered to be a cash equivalent due to restrictions on its withdrawal.

### (c) Financial assets and liabilities

### (i) Classification

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 near term, those that the Group upon initial recognition designates as at fair value through profit or loss, or those where its initial investment may not be substantially recovered, other than because of credit deterioration.

When the Group is a lessor in a lease agreement that transfers substantially all of the risk and rewards incidental to ownership of an asset to the lessee, the arrangement is presented within loans and receivables.

Financial assets and liabilities at fair value through profit or loss are financial assets or liabilities that are classified as held for trading or those which are upon initial recognition designated by the entity as at fair value through profit or loss. Trading instruments include those that the Group principally holds for the purpose of short-term profit taking and derivative contracts that are not designated as effective hedging instruments. The Group designates financial assets and liabilities at fair value through profit or loss where either the assets or liabilities are managed, evaluated and reported internally on a fair value basis or the designation eliminates or significantly reduces an accounting mismatch which would otherwise arise or the asset or liability contains an embedded derivative that significantly modifies the cash flows that would otherwise be required under the contract. Financial assets and liabilities at fair value through profit or loss are not reclassified subsequent to initial recognition.

All trading derivatives in a net receivable position (positive fair value), as well as options purchased, are reported as an asset. All trading derivatives in a net payable position (negative fair value), as well as options written, are reported as a liability.

Financial assets available-for-sale are those financial assets that are designated as available-for-sale or are not classified as loans and receivables or financial instruments at fair value through profit or loss.

### (ii) Recognition

Financial assets and liabilities are recognized in the statement of financial position when the Group becomes a party to the contractual provisions of the instrument. For regular purchases and sales of financial assets, the Group's policy is to recognize them using settlement date accounting. Any change in the fair value of an asset to be received during the period between the trade date and the settlement date is accounted for in the same way as if the Group used trade date accounting.

### (iii) Measurement

A financial asset or liability is initially measured at its fair value plus, in the case of a financial asset or liability not at fair value through profit or loss, transaction costs that are directly attributable to the acquisition or issue of the financial asset or liability.

Subsequent to initial recognition, financial assets, including derivatives that are assets, are measured at their fair values, without any deduction for transaction costs that may be incurred on sale or other disposal, except for loans and receivables which are measured at amortized cost less impairment losses and investments in equity instruments that do not have a quoted market price in an active market and whose fair value cannot be reliably measured which are measured at cost less impairment losses.

All financial liabilities, other than those designated at fair value through profit or loss and financial liabilities that arise when a transfer of a financial asset carried at fair value does not qualify for derecognition, are measured at amortized cost.

### (iv) Fair value measurement principles

The fair value of financial instruments is based on their quoted market price at the end of the reporting period without any deduction for transaction costs. If a quoted market price is not available, the fair value of the instrument is estimated using pricing models or discounted cash flow techniques.

Where discounted cash flow techniques are used, estimated future cash flows are based on management's best estimates and the discount rate is a market related rate at the end of the reporting period for an instrument with similar terms and conditions. Where pricing models are used, inputs are based on market related measures at the end of the reporting period.

The fair value of debt securities available for sale as well as foreign currency futures is based on their quoted market price. The other derivative contracts are not exchange traded and their fair value is estimated using arbitrage pricing model where key parameters are relevant foreign exchange rates and interbank interest rates ruling at the end of the reporting period.

### (v) Amortized cost measurement principles

The amortized cost of a financial asset or liability is the amount in which the financial asset or liability is measured at initial recognition, minus principal repayments, plus or minus the cumulative amortization using the effective interest method of any difference between the initial amount recognized and the maturity amount, net of any relevant impairment.

### (vi) Gains and losses on subsequent measurement

Gains and losses on financial instruments classified as at fair value through profit or loss are recognized in profit or loss.

Gains and losses on available-for-sale financial assets are recognized in other comprehensive income (except for impairment losses and foreign exchange gains and losses) until the asset is derecognized, at which time the cumulative gain or loss previously recognized in other comprehensive income is reclassified to profit or loss.

For financial assets and liabilities carried at amortized cost, a gain or loss is recognized in profit or loss when the financial asset or liability is derecognized or impaired, and through the amortization process.

### (vii) Identification and measurement of impairment

The Group assesses whether there is objective evidence that financial assets not carried at fair value through profit or loss are impaired on a regular basis. Financial assets are impaired when objective evidence demonstrates that a loss event has occurred after the initial recognition of the assets, and that the loss event has an impact on the future cash flows on the asset that can be estimated reliably.

The Group first assesses whether objective evidence of impairment exists individually for financial assets that are individually significant, and individually or collectively for financial assets that are not individually significant. If the Group determines that no objective evidence of impairment exists for an individually assessed financial assets, whether significant or not, it includes the assets in a group of financial assets with similar risk characteristics and collectively assesses them for impairment. Financial assets that are individually assessed for impairment and for which an impairment loss is or continues to be recognized are not included in a collective assessment of impairment.

If there is objective evidence that an impairment loss on a financial asset has been incurred, the amount of the loss is measured as the difference between the carrying amount of the financial asset and the present value of estimated future cash flows including amounts recoverable from guarantees and collateral discounted at the financial asset's original effective interest rate. Contractual cash flows and historical loss experience adjusted on the basis of relevant observable data that reflect current economic conditions provide the basis for estimating expected cash flows. Financial assets with a short duration are not discounted.

In some cases the observable data required to estimate the amount of an impairment loss on a financial asset may be limited or no longer fully relevant to current circumstances. This may be the case when a borrower is in financial difficulties and there is little available historical data relating to similar borrowers. In such cases, the Group uses its experience and judgment to estimate the amount of any impairment loss.

All impairment losses in respect of financial assets are recognized in the statement of comprehensive income and are only reversed if a subsequent increase in recoverable amount can be related objectively to an event occurring after the impairment loss was recognized. An impairment loss is reversed only to the extent that the asset's carrying amount does not exceed the carrying amount of the asset that would have been determined, net of amortization, if no impairment loss had been recognized.

### (viii) Derecognition

The Group derecognizes a financial asset when the contractual rights to the cash flows from the financial 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 separately as asset or liability.

The Group derecognizes a financial liability when its contractual obligations are discharged or cancelled or expire.

### (ix) Offsetting

Financial assets and liabilities are set off and the net amount presented in the statement of financial position when there is a legally enforceable right to set off the recognized amounts and there is an intention to settle on a net basis, or realize the asset and settle the liability simultaneously.

Income and expenses are presented on a net basis only when permitted by the accounting standards, or for gains and losses arising from a group of similar transactions.

### (x) Securitization

For securitized financial assets, the Group considers both the degree of transfer of risks and rewards on assets transferred to another entity and the degree of control exercised by the Group over the other entity.

When the Group, in substance, controls the entity to which financial assets have been transferred, the entity is included in these consolidated financial statements and the transferred assets are recognized in the consolidated statement of financial position.

When the Group has transferred financial assets to another entity, but has retained substantially all of the risks and rewards relating to the transferred assets, the transferred assets are recognized in the consolidated statement of financial position.

When the Group transfers substantially all the risks and rewards relating to the transferred assets to an entity that it does not control, the assets are derecognized from the consolidated statement of financial position.

If the Group neither transfers nor retains substantially all the risks and rewards relating to the transferred assets, the assets are derecognized if the Group has not retained control over the assets.

### (xi) Repurchase and reverse repurchase agreements

Securities sold under sale and repurchase agreements are accounted for as secured financing transactions, with the securities retained in the statement of financial position and the counterparty liability included in amounts due to other banks or to customers, as appropriate. The difference between the sale and repurchase price represents interest expense and is recognized in the statement of comprehensive income over the terms of the agreement.

Securities purchased under agreements to resell are recorded as due from banks or customers as appropriate. The difference between the sale and repurchase considerations is recognized on an accrual basis over the period of the transaction and is included in interest.

### (xii) Derivative financial instruments

The Group uses derivative financial instruments to hedge its exposure to foreign exchange and interest rate risk arising from financing activities. In accordance with its treasury policy, the Group does not hold or issue derivative financial instruments for trading purposes. No hedge accounting is applied and any gain or loss on the hedging instrument is recognized immediately in the statement of comprehensive income as foreign exchange income/(expense) or interest income/(expense).

### (d) Intangible assets

### (i) Goodwill and negative goodwill

Goodwill arising on an acquisition represents the excess of the cost of the acquisition over the Group's interest in the fair value of the net identifiable assets and liabilities of the acquiree. When the excess is negative (negative goodwill), it is recognized immediately in profit and loss. Goodwill is stated at cost less accumulated impairment losses (refer to Note 3(f) below).

In respect of associates, the carrying amount of any goodwill is included in the carrying amount of the investment in the associate.

### (ii) Other intangible assets

Intangible assets, which are acquired by the Group, are stated at cost less accumulated amortization and accumulated impairment losses (refer to Note 3(f) below). Expenditure on internally generated goodwill and brands is recognized in the statement of comprehensive income as an expense as incurred.

### (iii) Amortization

Amortization is charged to the statement of comprehensive income on a straight-line basis over the estimated useful lives of intangible assets. Goodwill is not amortized; other intangible assets are amortized from the date the asset is available for use. The depreciation methods, useful lives and residual values, if not insignificant, are reassessed annually. If a material technical improvement is made to an asset during the year, its useful life and a residual value is reassessed at the time a technical improvement is recognized. The estimated useful lives are as follows:

Software 1-10 years Licenses 1-10 years Other 2-10 years

### (e) Property and equipment

### (i) Owned assets

Items of property and equipment are stated at cost less accumulated depreciation (refer below) and accumulated impairment losses (refer to Note 3(f) below). Cost includes expenditures that are directly attributable to the acquisition of the asset. The cost for self-constructed assets includes the cost of materials, direct labor and an appropriate proportion of production overheads.

Where an item of property and equipment comprises major components having different useful lives, they are accounted for as separate items of property and equipment.

### (ii) Leased assets

Leases in terms of which the Group assumes substantially all the risks and rewards of ownership are classified as finance leases. Equipment acquired by way of finance lease is stated at an amount equal to the lower of its fair value and the present value of the minimum lease payments at inception of the lease, less accumulated depreciation (refer below) and accumulated impairment losses (refer to Note 3(f) below).

Property and equipment used by the Group under operating leases, whereby the risks and benefits relating to ownership of the assets remain with the lessor, are not recorded in the Group's statement of financial position. Payments made under operating leases to the lessor are charged to the statement of comprehensive income over the period of the lease.

### (iii) Subsequent expenditure

Expenditure incurred to replace a component of an item of property and equipment that is accounted for separately, including major inspection and overhaul expenditure, is capitalized. Other subsequent expenditure is capitalized only when it increases the future economic benefits embodied in the item of property and equipment and its cost can be measured reliably. All other expenditure is recognized in the statement of comprehensive income as an expense as incurred.

### (iv) Depreciation

Depreciation is charged to the statement of comprehensive income on a straight line basis over the estimated useful lives of the individual assets. Leased assets are depreciated over the shorter of the lease term and their useful lives. Property and equipment are depreciated from the date the asset is available for use. The depreciation methods, useful lives and residual values, if not insignificant, are reassessed annually. If a material technical improvement is made to an asset during the year, its useful life and a residual value is reassessed at the time a technical improvement is recognized. The estimated useful lives are as follows:

Computers and equipment
Vehicles
3-6 years
Furniture
Leasehold improvement
Buildings
1-12 years
1-7 years
1-10 years
10-50 years

### (f) Impairment of non-financial assets

The carrying amounts of Group's non-financial assets, other than deferred tax assets, are reviewed at each reporting date to determine whether there is any indication of impairment. If any such indication exists then the asset's recoverable amount is estimated.

For the purpose of impairment testing, goodwill is allocated to cash-generating units. The recoverable amount of goodwill is estimated at each reporting date based on cash flow projections for specific cash generating units. Key assumptions are those regarding the expected business volumes, loss rates, budgeted expenses as well as discount rates for subsequent periods. Management estimates discount rates using a pre-tax discount rate that reflects current market assessments of the time value of money and the risks specific to the cash generating unit. If the recoverable amount of the cash-generating unit is less than the carrying amount, the impairment loss is allocated first to reduce the carrying amount of goodwill allocated to the unit and then to the other assets of the unit pro-rata on the basis of the carrying amount of each asset in the unit.

The recoverable amount of other non-financial assets is the greater of their fair value less costs to sell and value in use. In assessing value in use, the estimated future cash flows are discounted to their present value using a pre-tax discount rate that reflects current market assessments of the time value of money and the risks specific to the asset. For an asset that does not generate cash inflows largely independent of those from other assets, the recoverable amount is determined for the cash-generating unit to which the asset belongs.

An impairment loss is recognized when the carrying amount of an asset or its cash-generating unit exceeds its recoverable amount.

All impairment losses in respect of non financial assets are recognized in the statement of comprehensive income and reversed only if there has been a change in the estimates used to determine the recoverable amount. Any impairment loss reversed is only reversed to the extent that the asset's carrying amount does not exceed the carrying amount that would have been determined, net of depreciation or amortization, if no impairment loss had been recognized. An impairment loss in respect of goodwill is not reversed. On disposal of a subsidiary, the amount of goodwill that is attributable to the subsidiary is included in the determination of the profit or loss on disposal.

### (g) Provisions

A provision is recognized in the statement of financial position if, as a result of a past event, the Group has a present legal or constructive obligation that can be estimated reliably and it is probable that an outflow of economic benefits will be required to settle the obligation. If the effect is material, provisions are determined by discounting the expected future cash flows at a pre-tax rate that reflects current market assessments of the time value of money and, where appropriate, the risks specific to the liability.

### (h) Other payables

Accounts payable arise when the Group has a contractual obligation to deliver cash or another financial asset. Accounts payable are measured at amortized cost, which is normally equal to their nominal or repayment value.

### (i) Financial guarantees

A financial guarantee is a contract that require the Group to make specified payments to reimburse the holder for a loss it incurs because a specified debtor fails to make payment when due in accordance with the terms of a debt instrument.

A financial guarantee liability is recognized initially at fair value net of associated transaction costs, and the initial fair value is amortized over the life of the financial guarantee. The guarantee liability is subsequently carried at the higher of this amortized amount and the present value of any expected payment (when a payment under the guarantee has become probable).

Financial guarantee liabilities are included within other liabilities.

### (j) Equity

Share capital represents the nominal value of shares issued by the Company. To the extent such shares remain unpaid as of the end of the reporting period a corresponding receivable is presented in other assets.

Dividends on share capital are recognized as a liability provided they are declared before the end of the reporting period. Dividends declared after the end of the reporting period are not recognized as a liability but are disclosed in the notes.

Non-controlling interests consist of the minority shareholders' proportion of the fair values of a subsidiary's net assets, at the date of the original combination, plus or minus their share of changes in the subsidiary's equity since that date.

### (k) Interest income and expense

Interest income and expense are recognized in the statement of comprehensive income using the effective interest method. The effective interest rate is the rate that exactly discounts the estimated future cash payments and receipts through the expected life of the financial asset or liability (or, where appropriate, a shorter period) to the carrying amount of the financial asset or liability. The effective interest rate is established on initial recognition and is not revised subsequently.

The calculation of the effective interest rate includes all fees and points paid or received, transaction costs and discounts or premiums that are an integral part of the effective interest rate. Transaction costs are incremental costs that are directly attributable to the acquisition, issue or disposal of a financial asset or liability.

Interest income and expense include also fair value changes on other derivatives held for risk management purposes and related hedged items when interest rate risk is the hedged risk.

### (1) Fee and commission income and expenses

Fees and commission income and expenses that are integral to the effective interest rate on a financial asset or liability are included in the measurement of the effective interest rate.

Other fees and commission income and expense relate mainly to transaction and service fees, which are recognized as the services are rendered or received.

### (m) Penalty fees

Penalty income is recognized in the statement of comprehensive income when penalty is charged to a customer, taking into account its collectability.

### (n) Operating lease payments

Payments made under operating leases are recognized in the statement of comprehensive income on a straight-line basis over the term of the lease. Granted lease incentives are recognized as an integral part of the total lease expense.

### (o) Pensions

The governments of the countries the Group operates in are responsible for providing pensions and retirement benefits to the Group's employees. A regular contribution linked to employees' salaries is made by the Group to the governments to fund the national pension plans. Payments under these pension schemes are charged as expenses as they fall due.

### (p) Taxation

Income tax on the profit or loss for the year comprises current and deferred tax. Income tax is recognized in the statement of comprehensive income except to the extent that it relates to items recognized directly to equity, in which case it is recognized in equity.

Current tax is the expected tax payable on the taxable income for the year, using tax rates enacted or substantially enacted at the end of the reporting period, and any adjustment to tax payable in respect of previous years.

Deferred tax is provided for temporary differences between the carrying amounts of assets and liabilities for financial reporting purposes and the amounts used for taxation purposes. The following temporary differences are not provided for: goodwill not deductible for tax purposes, the initial recognition of assets or liabilities that affect neither accounting nor taxable profit and temporary differences related to investments in subsidiaries, branches and associates where the parent is able to control the timing of the reversal of the temporary difference and it is probable that the temporary difference will not reverse in the foreseeable future. The amount of deferred tax provided is based on the expected manner of realization or settlement of the carrying amount of assets and liabilities, using tax rates enacted or substantially enacted at the end of the reporting period.

A deferred tax asset is recognized only to the extent that it is probable that future taxable profits will be available against which the temporary differences, unused tax losses and credits can be utilized. Deferred tax assets are reduced to the extent that it is no longer probable that the related tax benefit will be realized.

### (q) Net profit allocated to non-controlling interests

Net profit allocated to non-controlling interests is that part of the net results of the Group attributable to interests which are not owned, directly, or indirectly through subsidiaries, by the equity holders of the Parent Company.

### (r) Segment reporting

A segment is a distinguishable component of the Group that is engaged in providing products or services within a particular economic environment (geographical segment), which is subject to risks and rewards that are different from those of other segments. Segment revenues include interest income, fee and commission income and other operating income.

### (s) Amendments and interpretations of IFRS standards adopted since 1 January 2010

The following published amendments and interpretations to existing standards are mandatory and relevant for the Group's accounting periods and have been applied by the Group since 1 January 2010:

Amendment to IAS 17 Leases (effective from 1 January 2010)

The previous version of IAS 17 stated that a lease of land with an indefinite economic life was normally classified as an operating lease, unless at the end of the lease term title was expected to pass to the lessee. Under the amendment, a land lease with a lease term of several decades or longer may be classified as a finance lease, even if at the end of the lease term title will not pass to the lessee, because in such arrangements substantially all risks and rewards are transferred to the lessee and the present value of the leased asset is considered negligible. The Group applies this amendment from the annual period beginning 1 January 2010.

Amendment to IAS 36 Impairment of Assets (effective from 1 January 2010)

This amendment specifies allocation of goodwill to cash-generating units. The largest unit to which goodwill should be allocated is the operating segment as defined in IFRS 8 before applying the aggregation criteria of IFRS 8.

### (t) Standards, interpretations and amendments to published standards that are not yet effective and are relevant for the Group's financial statements

A number of new Standards, amendments to Standards and Interpretations are not yet effective as at 31 December 2010, and have not been applied in preparing these financial statements. Of these pronouncements, potentially the following will have an impact on the Group's operations. The Group plans to adopt these pronouncements when they become effective. The Group is in the process of analysing the likely impact on its financial statements.

IFRS 9 Financial Instruments (effective from 1 January 2013)

This new standard was published on 12 November 2009 as part of phase I of the IASB's comprehensive project to replace IAS 39. It deals with classification and measurement of financial assets. The requirements of this standard represent a significant change from the existing requirements in IAS 39 in respect of financial assets. The standard contains two primary measurement categories for financial assets: amortised cost and fair value. A financial asset would be measured at amortised cost if it is held within a business model whose objective is to hold assets in order to collect contractual cash flows, and the asset's contractual terms give rise on specified dates to cash flows that are solely payments of principal and interest on the principal outstanding. All other financial assets would be measured at fair value. The standard eliminates the existing IAS 39 categories of held to maturity, available for sale and loans and receivables. In October 2010 the IASB added to IFRS 9 the requirements for classification and measurement of financial liabilities while most of the requirements in IAS 39 were carried forward unchanged to IFRS 9. IFRS 9 has not yet been adopted by the EU.

The Group recognizes that the new standard introduces many changes to the accounting for financial instruments and is likely to have a significant impact on the consolidated financial statements. The impact of these changes will be analyzed during the course of the project as further phases of the standard are issued.

IAS 24 Related Party Disclosures (effective from 1 January 2011)

The revised standard provides a disclosure exemption in respect of related party relationships that arise through common control by the State, unless indicators of influence exist between the entities. The revised IAS 24 also amends the definition of a related party to:

- exclude situations in which two entities are related because a person has significant influence over an entity and a close family member of that person has significant influence over another entity; and
- include other entities in which a significant investor of the reporting entity is a member of key management personnel.

The amendments to IAS 24 have not yet been adopted by the EU.

Amendment to IFRS 7 Financial Instruments: Disclosures (effective from 1 July 2011)

The amendments to IFRS 7 titled *Disclosures – Transfers of Financial Assets* increase the disclosure requirements for transactions involving transfers of financial assets. These amendments are intended to provide greater transparency around risk exposures when a financial asset is transferred but the transferor retains some level of continuing exposure in the asset. The amendments also require disclosures where transfers of financial assets are not evenly distributed throughout the period.

The Group will apply these amendments prospectively from 1 January 2011.

### 4. Financial risk management

The Group has exposure to the following risks from its use of financial instruments:

- credit risk
- liquidity risk
- market risks
- · operational risks

The Board of Directors has overall responsibility for the establishment and oversight of the Group's risk management framework. The Board has established the Asset Liability Committee (ALCO) and the Group Credit Risk Department, which are responsible for developing and monitoring risk management policies in their specified areas. Both bodies report regularly to the Board of Directors on their activities.

The Group's risk management policies are established to identify and analyze the risks faced by the Group, to set appropriate risk limits and controls, and to monitor risks and adherence to limits. Risk management policies and systems are reviewed regularly to reflect changes in market conditions, products and services offered. The Group, through its training and management standards and procedures, aims to develop a disciplined and constructive control environment, in which all employees understand their roles and obligations.

### (a) Credit risk

Credit risk is the risk of financial loss occurring as a result of default by a borrower or counterparty on their obligation to the Group. The majority of the Group's exposure to credit risk arises in connection with the provision of consumer financing to private individual customers, which is the Group's principal business. The Group classifies the loans to individual customers into several classes where the significant ones are consumer loans, revolving loans, cash loans, car loans and mortgage loans. As the Group's loan portfolio consists of large amount of loans with relatively low outstanding amounts, the loan portfolio does not comprise any significant individual items. The remaining part of Group's exposures to credit risk is related to due from banks and other financial institutions, financial assets at fair value through profit or loss and financial assets available-for-sale.

The Board of Directors has delegated responsibility for the management of credit risk to the Group Credit Risk Department. The department is responsible for oversight of the Group's credit risk, including:

- Formulating credit policies in consultation with business units covering credit assessment, underwriting policies, collection policies and risk reporting by business units and loan classes;
- Establishing the authorization structure for the approval and renewal of credit facilities. Authorization limits are allocated to business unit's management, large exposures and new types of exposures require Group approval. The Group uses one central loan administration system to facilitate loan underwriting;
- Continuous monitoring of performance of individual Group's credit exposures by countries, product classes and distribution channels;
- Limiting concentrations of credit exposures by countries, product classes and distribution channels;
- Approving counterparty limits for financial institutions;
- Reviewing compliance of business units with agreed exposure limits;
- Providing advice, guidance and specialist skills to business units to promote best practice throughout the Group in the management of credit risk.

The Group continuously monitors the performance of individual credit exposures both on business units and Group level using number of criteria including delinquency rates, default rates or collection efficiency measures. The Group has an active fraud prevention and detection program. Credit risk developments are reported by the Group Credit Risk Department to the Board of Directors on a regular basis.

As a result of recent negative development on financial markets, the credit environment in certain countries in which the Group operates has deteriorated. The Group has taken strict measures in its underwriting and collection policies in order to limit the negative impact of such market changes.

### Exposure to credit risk

		Loans to cus	stomers
	Note	2010	2009
* * * * * * * * * * * * * * * * * * *		TEUR	TEUR
Individually impaired Gross amount		6,145	10,258
Allowance for impairment	10	(4,902)	(1,937)
Carrying amount		1,243	8,321
Not impaired		39,230	9,952
Collectively impaired			
Gross amount		2,386,016	1,974,999
Current		1,976,515	1,460,740
Past due 1 − 90 days		171,191	190,758
Past due $91 - 360$ days		139,690	253,168
Past due more than 360 days		98,620	70,333
Allowance for impairment	10	(249,588)	(311,146)
Carrying amount		2,136,428	1,663,853
Total carrying amount	10	2,176,901	1,682,126

### **Analysis of collateral**

The following table provides the analysis of gross loan portfolio by types of collateral as at 31 December:

	2010	)	2009	
	Portfolio TEUR	% of loan portfolio	Portfolio TEUR	% of loan portfolio
Pledged assets	234,048	9.6	268,955	13.5
Guarantees	· -	0.0	460	0.0
Deposits with banks	_	0.0	1,557	0.1
Unsecured (no collateral)	2,197,343	90.4	1,724,237	86.4
Total	2,431,391		1,995,209	

The amounts shown in the table above represent the gross amount of the loans, and do not necessarily represent the fair value of the collateral.

Mortgage loans are secured by underlying housing real estate. Car loans are secured by underlying cars. Other customer loan categories are unsecured.

### (b) Liquidity risk

Liquidity risk is the risk that the Group will encounter difficulty in meeting obligations from its financial liabilities.

The Group's approach to managing liquidity is to ensure, as far as possible, that it will always have sufficient liquidity to meet its liabilities when due, under both normal and stressed conditions, without incurring unacceptable losses or risking damage to the Group's reputation. All liquidity policies and procedures as well as liquidity position projections are subject to review and approval by ALCO.

The Group's Treasury Department collects information from business units regarding the liquidity profile of their financial assets and liabilities and details of other projected cash flows arising from projected future business. Portfolio of short-term liquid assets is maintained to ensure sufficient liquidity. The daily liquidity position is monitored and regular liquidity stress testing is conducted under a variety of scenarios covering both normal and more severe market conditions. The individual scenarios focus on liquidity available on markets, the nature of related risks and magnitude of their impact on the Group's business, management tools available as well as preventive actions.

The Group has access to a diverse funding base. Funds are raised using a broad range of instruments including deposits, bank loans, loans from CBR, bond issues, securitizations, inter-company loans and contributions by shareholders (refer to Notes 18, 19, 20 and 23). Shareholder's support enhances funding flexibility, limits dependence on any one source of funds and generally lowers the cost of funds. Management strives to maintain a balance between continuity of funding and flexibility through use of liabilities with a range of maturities.

Exposure to liquidity risk

The following table shows assets and liabilities by remaining contractual maturity dates. The table does not include prospective cash flows related to loan commitments. Refer to Note 35 for outstanding loan commitments that may impact liquidity requirements.

				2010							2009			
TEUR	Less than 1 month	1 to 3 months	3 months to 1 year 1 to 5 years		More than 5 vears	No maturity	Total	Less than 1 month	1 to 3 months	3 months to 1 year 1 to 5 years		More than 5 vears	No maturity	Total
Cash and cash emitvalents	201 024	ı	•	•	,	• '	201 024	315 118	1	,		,	۰ '	315 118
Due from financial institutions	20,102	18 137	30.00	12 153	11 483	18 727	133,657	27,577	7200	77 837	17.090	173	977	05.063
Loans to customers	3,647 202,216	40,137	990,331	492,636	70,244	10,74	2.176.901	179,594	253.703	641.579	421.939	185.311	0,540	1.682.126
Financial assets at fair value	i i	î Î			!		50.56	2000		17.50				
through profit or loss	7	330	2,433	53	1	1	2,823	5,595	13,921	10,141	2,202	ļ	ī	717,16
Financial assets available-for-sale	9,708	1,486	148,452	4,433	989	15,000	179,765	1	7,997	300,923	ı	ı	29,803	338,723
Assets classified as held for sale	1	108,156	ı	1	1	1	108,156	1	1	ı	1	1	1	ı
Current income tax receivables	1	1,574	6,901	1	1	1	8,475	1	5,242	7,056	ı	ı	ı	12,298
Deferred tax assets	1	1	ı	11,326	1	1	11,326	1	ı	ı	12,911	1	ı	12,911
Investments in associates	ı	1	ı		ı	1,533	1,533	•	1	1	ı	1	590	290
Investment property	ı	1	ı	ı	1	1	ı	1	ı	ı	ı	1	086	086
Intangible assets	1	1	ı		ı	32,446	32,446	•	1	1	ı	1	34,314	34,314
Property and equipment	1	1	ı	1	1	154,238	154,238	1	1	ı	1	ı	158,800	158,800
Other assets	49,797	6,831	12,648	3,229	1	727	73,233	38,315	1,310	10,120	3,947	1	469	54,161
Total assets	466,599	587,988	1,200,063	523,830	82,414	222,678	3,083,572	571,197	291,247	997,653	459,448	185,454	231,302	2,736,301
Current accounts and deposits										0				1
from customers	210,812	109,168	260,196	9,846	1	•	590,022	156,892	38,092	180,294	2,201		•	377,479
Due to financial institutions	103,070	109,708	95,295	32,211	1,285	ı	341,569	254,664	125,930	121,633	ı	ı	1	502,227
Debt securities issued*	4,551	11,113	577,020	427,335	1	•	1,020,019	3,485	80,867	602,108	271,552	•	•	958,012
Financial liabilities at fair value								1 622	•	4 502	1 294	ı	ı	7 418
through profit or loss	4,202	584	912	923		1	6,621	1			ì			
	ı	76092	ı	,	1	1	760.97	ı	•	1	ı	į	i	ı
Current income tax liabilities	500	10,0	324	٠	١	•	,0,0,0 40,000	653	1 529	ı	,	1	ı	2 182
Deferred tax liabilities	)	٠	) 1	3 530	229	,	3 759	339	)	1 027	2 424	999	,	4 089
Oth 3 1:01:11:1:02	CCC 23	203 61	5 611	00,7	j		100 052	60 1 1 0	17,001	120,1	2, 1			101 021
Other Habilities	20,223	42,396	2,011	4,423			108,833	69,118	14,331	10,429	1,933			101,831
Total liabilities	379,358	349,266	939,358	478,268	1,514	1	2,147,764	486,773	260,749	925,993	279,424	299	1	1,953,238
Net position	87,241	238,722	260,705	45,562	80,900	222,678	935,808	84,424	30,498	71,660	180,024	185,155	231,302	783,063

<sup>\*</sup> Debt securities are classified based on their contractual maturity regardless of redemption rights (refer to Note 20).

### (c) Market risk

Market risk is the risk that changes in market prices, such as interest rates or foreign exchange rates will affect the Group's income or the value of its holdings of financial instruments. The objective of market risk management is to manage and control market risk exposures within acceptable parameters.

The majority of the Group's exposure to market risk arises in connection with the funding of the Group's operations with liabilities denominated in foreign currencies, and to the extent the term structure of interest bearing assets differs from that of liabilities.

### Exposure to interest rate risk

The principal risk to which the Group is exposed is the risk of loss from fluctuations in the future cash flows or fair values of financial instruments because of a change in market interest rates. Interest rate risk is managed principally through monitoring interest rate gaps and by having pre-approved limits for repricing bands. The ALCO is the monitoring body for compliance with these limits. As part of its management of this position, the Group may use interest rate derivatives. A summary of the Group's interest rate gap position is provided below.

The management of interest rate risk against interest rate gap limits is supplemented by monitoring the sensitivity of the Group's financial assets and liabilities to various standard and non-standard interest rate scenarios. Standard scenarios that are considered include a 100 basis point parallel fall or rise in all yield curves worldwide. In such case, the net interest income for the year ended 31 December 2010 would be approximately TEUR 14,927 higher/lower (the year ended 31 December 2009: TEUR 11,015). The above sensitivity analysis is based on amortized costs of assets and liabilities.

### Exposure to foreign currency risk

The Group has assets and liabilities denominated in several foreign currencies. Foreign currency risk arises when the actual or forecast assets in a foreign currency are either greater or less than the liabilities in that currency. Foreign currency risk is managed principally through monitoring foreign currency mismatches in the structure of assets and liabilities in the individual Group's country operations. It is the Group's policy to hedge such mismatches by derivative financial instruments to eliminate the foreign currency exposure (refer to Note 34). The ALCO is the monitoring body for compliance with this rule.

Net investments in foreign operations are not hedged. As a result, the Group's financial position is adequately sensitive on movements of the relevant foreign exchange rates. Impact of such exchange rate changes on the Group's net investment in foreign operations is presented as currency translation in the consolidated statement of changes in equity.

A summary of the Group's foreign currency position is provided below.

Interest rate gap position

				2010						- •	2009			
TEUR	Effective interest	Less than	3 to 12	1 to 2	2 to 5	More than	F	Effective interest	Less than	3 to 12	1 to 2	2 to 5	More than	
Interest bearing financial assets	rate	S IIIOHERS		years	years	o years	10121	raie	S INOURIES		years	years	o years	I Otal
Cash and cash equivalents	0.7%	200,904	1	ı	1	ı	200,904	1.1%	315,118	1	ı	ı	ı	315,118
Due from financial institutions	5.9%	51,984	39,298	ı	12,153	11,499	114,934	%6.9	43,651	27,834	9,022	8,067	143	88,717
Loans to customers, net*	37.7%	623,690	990,331	324,260 168,376	168,376	70,244	2,176,901	40.8%	432,310	641,579	312,527	109,412	185,311	1,681,139
Financial assets at fair value through profit or loss	1	ı	1	ı	1	I	ı	20.8%	16,541	906,9	ı	ı	ı	23,441
Financial assets available-for-sale	%8.6	1	143,083	1	1	1	143,083	12.5%	7,997	300,923	1	1	1	308,920
Total interest bearing financial assets	32.0%	876,578	876,578 1,172,712	324,260	180,529	81,743	2,635,822	30.6%	815,617	977,236	977,236 321,549 117,479 185,454 2,417,335	117,479	185,454	2,417,335
Interest bearing financial liabilities	lities													
Current accounts and deposits from customers	7.2%	319,980	260,196	9,846	ı	ı	590,022	%6.6	194,984	180,294	86	2,103	1	377,479
Due to banks and other financial institutions	6.1%	212,778	95,295	20,667	11,544	1,285	341,569	10.3%	380,594	121,633	ı	ı	ı	502,227
Debt securities issued	%6.6	15,664	577,020	343,999	83,336	1	1,020,019	13.3%	84,352	602,108	170,830	100,722	1	958,012
Total interest bearing financial liabilities	8.4%	548,422	932,511 374,512	374,512	94,880	1,285	1,951,610	11.8%	659,930	904,035	170,928	102,825	1	1,837,718

<sup>\*</sup>These assets bear interest at a fixed rate.

Foreign currency position			0100						0000			
TEUR	RUB	CZK	EUR	USD	Other currencies	Total	RUB	CZK	EUR		Other USD currencies	Total
Cash and cash equivalents Due from financial institutions Loans to customers	129,690 7,843 1,762,011	13,484 45,617 75,425	5,563 20,676 160,804	48,770 39,031 119,431	3,517 20,485 59,230	201,024 133,652 2,176,901	118,156 9,488 1,260,517	19,028 30,427 65,498	19,385 7,294 158,425	146,745 27,722 129,481	11,804 20,132 68,205	315,118 95,063 1,682,126
Financial assets at fair value through profit or loss Financial assets available-for-sale	337 143,083	21,682	14,982	18	2,486	2,823	4,214 194,394	20,799	15,573	- 107,953	27,003	31,217
Assets classified as held for sale Current income tax receivables Deferred tax assets Investments in associates	5,022 3,485	1,508	1,574 7,841		108,156 371 - 1,533	108,156 8,475 11,326 1,533	5,242 6,305	3,661	6,606		3,395 - 590	- 12,298 12,911 590
Investment property Intangible assets Property and equipment Other assets	14,403 146,826 22,926	- 17,126 3,523 43,976	55 518 4,832	243	- 862 3,371 1,256	32,446 154,238 73,233	- 14,327 147,710 17,469	- 18,447 4,977 24,741	38 610 10,036	549	980 1,502 5,503 1,366	980 34,314 158,800 54,161
Total assets	2,235,626	222,341	216,845	207,493	201,267	3,083,572	1,777,822	187,578	217,967	412,450	140,484	2,736,301
Current accounts and deposits from customers  Due to financial institutions  Debt securities issued  Financial liabilities at fair value through profit or loss	568,312 181,397 420,590 2,333	10,018	10,368 137,658 - 3,365	6,133 348 416,068	5,209 12,148 -	590,022 341,569 1,020,019 6,621	307,592 351,864 417,238 3,293	9,809 100,722	13,465 118,228 - 3,831	28,775 22,298 439,884	27,647 28 168 294	377,479 502,227 958,012 7,418
Liabilities classified as held for sale Current income tax liabilities Deferred tax liabilities Other liabilities	61,335	324 3,477 35,351	- - 8,917	1,953	76,097 500 282 1,297	76,097 824 3,759 108,853	38,187	2,666 53,434	1,529 339 7,842	1,216	653 1,084 1,152	2,182 4,089 101,831
Total liabilities	1,233,967	232,531	160,308	424,502	96,456	2,147,764	1,118,174	166,631	145,234	492,173	31,026	1,953,238
Effect of foreign currency derivatives	(192,432)	115,347	(106,582)	211,567	(27,900)	. 03.75 03.7	(21,025)	(85,087)	39,909	81,148	(14,945)	283 063
	177,600	161,601	(54,05)	(2,447)	116,07	733,000	030,023	(04,140)	112,042	1,423	74,513	763,003

### (d) Operational risk

Operational risk is the risk of direct or indirect loss arising from a wide variety of causes associated with the Group's processes, personnel, technology and infrastructure, and from external factors other than credit, market and liquidity risks such as those arising from legal and regulatory requirements and generally accepted standards of corporate behavior. Operational risks arise from all of the Group's operations and are faced by all business entities.

The Group's objective is to manage operational risk so as to balance the avoidance of financial losses and damage to the Group's reputation with overall cost effectiveness and to avoid control procedures that restrict initiative and creativity.

The primary responsibility for the development and implementation of controls to address operational risk is assigned to senior management of the Group. This responsibility is supported by the development of standards for the management of operational risk in the following areas:

- requirements for appropriate segregation of duties, including the independent authorization of transactions;
- requirements for the reconciliation and monitoring of transactions;
- compliance with regulatory and other legal requirements;
- documentation of controls and procedures;
- requirements for the periodic assessment of operational risks faced, and the adequacy of controls and procedures to address the risks identified;
- requirements for the reporting of operational losses and proposed remedial action;
- development of contingency plans;
- training and professional development;
- ethical and business standards;
- risk mitigation, including insurance where this is effective.

### (e) Capital management

The Company considers share capital, share premium, statutory reserves and other reserves as a part of the capital. The Company's policy is to maintain capital base adequate to its investments in subsidiaries so as to maintain investor, creditor and market confidence, sustain future development of the business and meet the capital requirements related to its funding operations. There are no regulatory capital requirements for the Company and there have been no material changes in the Company's management of capital during the period.

Some of the Company's subsidiaries maintain capital adequacy in compliance with local regulatory requirements which require the respective entities to maintain the ratio of total capital to total risk-weighted assets at or above certain minimum level. The ratios are calculated based on financial statements prepared in accordance with local accounting standards. Some of the subsidiaries also operate its capital adequacy in compliance with the methodology set out by the BIS in connection with commitments arising from funding operations. The Group's policy in this respect is to support the subsidiaries with capital as necessary in order to maintain the subsidiaries' full compliance with capital regulations described above.

### (f) Fair values of financial instruments

The Group has performed an assessment of fair values of its financial instruments, as required by IFRS 7, to determine whether it is practicable within the constraints of timeliness and cost to determine their fair values with sufficient reliability.

The fair values of the following financial instruments differ from their carrying amounts shown in the statement of financial position:

	Note	Carrying amount 2010 TEUR	Fair Value 2010 TEUR	Carrying amount 2009 TEUR	Fair Value 2009 TEUR
Loans to customers Debt securities issued	10	2,176,901	2,176,901	1,682,126	1,644,592
	20	(1,020,019)	(1,039,371)	(958,012)	(967,280)

The Group's estimates of fair values of its other financial assets and liabilities are not materially different from their carrying values.

The following table shows an analysis of financial instruments recorded at fair value, between those whose fair value is based on quoted market prices (Level 1) or calculated using valuation techniques where all the model inputs are observable in the market (Level 2) or calculated using valuation techniques where significant model inputs are not observable in the market (Level 3):

2010	Note	Level 1 TEUR	Level 2 TEUR	Level 3 TEUR	Total TEUR
Financial assets at fair value through profit or loss	11	-	2,823	-	2,823
Financial assets available-for-sale	12	139,401	-	40,364	179,765
Financial liabilities at fair value through profit or loss	21	-	(6,621)	-	(6,621)
	_	139,401	(3,798)	40,364	175,967
2000	Note	Level 1	Level 2	Level 3	Total
2009		TEUR	TEUR	TEUR	TEUR
Financial assets at fair value through profit or loss	11	-	31,217	-	31,217
Financial assets available-for-sale	12	305,678	-	33,045	338,723
Financial liabilities at fair value through profit or loss	21	-	(7,418)	-	(7,418)
	_	305,678	23,799	33,045	362,522

There were no transfers between Level 1 and 2 during the period.

Reconciliation of movements in Level 3:	2010 TEUR	2009 TEUR
Balance as at 1 January	33,045	18,105
Net (losses)/gains recorded in profit or loss	(287)	10,247
Net gains recorded in other comprehensive income	7,352	1,519
Purchases	3,733	3,174
Settlements	(3,475)	-
Transfers out of Level 3	(4)	
Balance as at 31 December	40,364	33,045

The financial assets available-for-sale presented in Level 3 above comprise contingent part of sales price for loan receivables sold of TEUR 21,682, debt securities of TEUR 3,682 and equity investment of TEUR 15,000 (refer to Note 12). The fair value of the contingent part of sales price for loan receivables sold is estimated based on repayments statistics of relevant receivable pools and is sensitive to actual repayment behavior of customers; gains and losses resulting from changes in underlying cash flows are presented as other income in the consolidated statement of comprehensive income, other gains and losses are presented in the consolidated statement of changes in equity. The fair value of the debt securities is estimated based on discounted cash flows. The fair value of the equity investment is estimated based on discounted equity flows and is by nature sensitive to real economic developments; related impairment losses are presented as impairment losses on financial assets in the consolidated statement of comprehensive income.

### 5. Net gain/(loss) from investments in subsidiaries

	2010 TEUR	2009 TEUR
Net (loss)/gain on liquidation of subsidiaries Net gain/(loss) on disposal of subsidiary	(4) 19	1,260 (3,911)
	15	(2,651)

### 6. Discontinued operations and non-current assets and liabilities held for sale

The Group's 100% ownership interest in Home Credit Bank (PJSC) was subject to a sales transaction entered into on 3 December 2010 and completed on 31 January 2011, refer to Note 39.

Non-current assets and liabilities held for sale as at 31 December 2010 represent all assets and liabilities of Home Credit Bank (PJSC).

	2010 TEUR
Cash and cash equivalents	29,387
Due from banks and other financial institutions	1,535
Loans to customers	40,792
Financial assets at fair value through profit or loss	31,866
Current income tax receivables	882
Investment property	1,003
Intangible assets	117
Property and equipment	1,196
Other assets	1,378
Non-current assets total	108,156
Current accounts and deposits from customers	73,476
Due to banks and other financial institutions	987
Deferred tax liabilities	588
Other liabilities	1,046
Non-current liabilities total	76,097

### 6. Discontinued operations and non-current assets and liabilities held for sale (continued)

Net loss from discontinued operations represents income and expenses of Home Credit Bank (PJSC).

	2010 TEUR	2009 TEUR
Discontinued operations		
Interest income Interest expense	11,621 (9,296)	22,017 (7,350)
Net interest income	2,325	14,667
Fee and commission income Fee and commission expense	4,175 (283)	7,050 (240)
Net fee and commission income	3,892	6,810
Net gains on financial assets Other operating income	95 194	67 573
Operating income	6,506	22,117
Impairment losses on financial assets General administrative expenses Other operating expenses	(2,831) (10,146) (2,374)	(14,017) (9,471) (2,360)
Operating expenses	(15,351)	(25,848)
Loss before tax	(8,845)	(3,731)
Income tax expense	(1,171)	(1,461)
Net loss from discontinued operations	(10,016)	(5,192)
Cash flow from discontinued operations		
•	2010 TEUR	2009 TEUR
Cash flows from operating activities Cash flows used in investing activities Cash flows from financing activities	5 913 (251) 1 964	13 476 (1 490) (9 094)
Net cash flow from discontinued operations	7 626	2 892

### 7. Segment reporting

Segment information is presented in respect of the Group's geographical segments based on the Group's management and internal reporting structure. Segment information in respect of the Group's business segments is not presented as the Group's operations are concentrated in one main business segment only, consumer lending products. The Group operates in five principal geographical areas, the Czech Republic, the Slovak Republic, the Russian Federation, Ukraine and the Republic of Belarus. The geographical segments are based on the geographical location of assets which corresponds to the geographical location of customers at the same time.

Segment results include items directly attributable to a segment as well as those that can be allocated on a reasonable basis. Inter-segment pricing is determined on an arm's length basis. The Group's Executive Committee is the chief operating decision maker. The Committee reviews the Group's internal reporting on a regular basis to assess performance of individual segments and to allocate Group's resources accordingly. Current and deferred income tax assets and liabilities are excluded from segment assets and

	Czech Republic 2010 TEUR	Slovak Republic 2010 TEUR	Russian Federation 2010 TEUR	Ukraine 2010 TEUR	Other* 2010 TEUR	Unallocated** 2010 TEUR	Eliminations 2010 TEUR	Consolidated 2010 TEUR
Revenue from external customers Inter-segment revenue	29,457 548	44,639	866,616 3,071	15,808	25,632 441	8,789	(7,307)	990,941
Total revenue	30,005	44,639	869,687	15,808	26,073	12,036	(7,307)	990,941
Segment result	18,053	990'9	233,750	(10,815)	8,937	(21,820)	•	234,171
Depreciation and amortization Other significant non-cash expenses*** Capital expenditure	(14,841) (6,255) (23,654)	(345) (13,511) (339)	(18,726) (88,591) (10,407)	(1,441) (85) (479)	(687) (569) (1,636)	1 1 1	1 1 1	(36,040) (109,011) (36,515)
Segment assets	197,327	168,346	2,468,221	121,302	100,692	961,749	(954,748)	3,062,889
Investments in associates	ı	1	1,533	•	1	1	•	1,533
Segment liabilities	93,594	142,118	1,667,841	87,797	52,507	186,953	(88,217)	2,142,593
Segment equity	101,440	34,906	808,887	33,799	47,774	774,794	(865,792)	935,808

Other is represented mainly by items located in Republic of Belarus.

Unallocated items represent items of revenue, operating expense, assets and liabilities which cannot be reasonably allocated to the geographical segments. \* \*

<sup>\*\*\*</sup> Other significant non-cash expenses are represented by impairment losses on financial and non-financial assets.

### 7. Segment reporting (continued)

	Czech Republic 2009 TEUR	Slovak Republic 2009 TEUR	Russian Federation 2009 TEUR	Ukraine 2009 TEUR	Other* 2009 TEUR	Unallocated** Eliminations 2009 2009 TEUR TEUR	Eliminations 2009 TEUR	Consolidated 2009 TEUR
Revenue from external customers Inter-segment revenue	82,821 1,081	49,741	830,842 2,513	29,099	16,786 4,900	7,443 11,394	(19,948)	1,016,732
Total revenue	83,902	49,741	833,355	29,159	21,686	18,837	(19,948)	1,016,732
Segment result	14,473	2,489	117,337	(52,868)	(5,462)	(21,614)	1	54,355
Depreciation and amortization Other significant non-cash expenses*** Capital expenditure	(12,662) (29,073) (25,938)	(321) (22,712) (123)	(17,329) (201,025) (21,666)	(2,542) (51,319) (2,768)	(604) (1,557) (307)	(9,105)	1 1 1	(33,458) (314,791) (50,802)
Segment assets	189,836	164,552	2,224,086	120,984	87,433	1,003,915	(1,079,714)	2,711,092
Investments in associates	1	1	290	1	•	1	1	290
Segment liabilities ==	78,433	156,289	1,613,864	93,500	65,232	160,792	(221,145)	1,946,965
Segment equity	112,398	13,340	621,769	29,623	22,585	843,619	(860,269)	783,065

Other is represented mainly by items located in Republic of Belarus.

<sup>\*\*</sup> Unallocated items represent items of revenue, operating expense, assets and liabilities which cannot be reasonably allocated to the geographical segments.

<sup>\*\*\*</sup> Other significant non-cash expenses are represented by impairment losses on financial and non-financial assets.

### 8. Cash and cash equivalents

	2010 TEUR	2009 TEUR
Cash on hand	35,005	39,235
Current accounts	43,288	82,488
Current accounts with central banks	44,402	46,626
Placements with financial institutions due within one month	78,329	146,769
	201,024	315,118

### 9. Due from banks and other financial institutions

	2010 TEUR	2009 TEUR
Loans and term deposits with financial institutions due in more than one month	89,592	56,278
Loans and advances provided under repo operations	39,442	34,577
Minimum reserve deposits with central banks	4,618	4,208
	133,652	95,063

The minimum reserve deposits are mandatory non-interest bearing deposits calculated in accordance with regulations issued by the CBR, the NBU and the NBRB and whose withdrawals are restricted.

As at 31 December 2010 term deposits of TEUR 6,696 (2009: TEUR 9,012) were pledged as a collateral for bank loan facilities.

### 10. Loans to customers

	2010 TEUR	2009 TEUR
Gross amount		
Consumer loan receivables	1,158,794	758,552
Cash loan receivables	590,454	377,437
Revolving loan receivables	402,068	541,938
Mortgage loan receivables	164,228	195,942
Car loan receivables	69,820	72,618
Secured personal loans	-	19,409
Loans to corporations	44,760	19,015
Other	1,267	10,298
	2,431,391	1,995,209
Collective allowances for impairment		
Consumer loan receivables	(88,773)	(84,240)
Cash loan receivables	(82,488)	(98,700)
Revolving loan receivables	(54,082)	(94,979)
Mortgage loan receivables	(13,279)	(19,463)
Car loan receivables	(10,417)	(8,625)
Other	(424)	(1,813)
Loans to corporations	(125)	(39)
Secured personal loans	<u> </u>	(3,287)
	(249,588)	(311,146)
Specific allowances for impairment		
Loans to corporations	(4,902)	(1,660)
Other	<u> </u>	(277)
	(4,902)	(1,937)
	2,176,901	1,682,126

In April 2009 the Group sold a pool of revolving loan receivables in gross amount of TCZK 5,769,161 (TEUR 218,240) to a related party. The proceeds from the sale were used to repay the Group's CZK securitization funding. The receivables sale agreement provides for the sale of both present receivables and future receivables arising on certain nominated revolving loan accounts, and the sales continued in 2010. The price for the receivables consists of two components, a fixed component equal to face value of sold receivables and a future component contingent on the receivables pool performance. The pool of receivables sold was derecognized by the Group and the right to receive the contingent part of the sales price was recognized as an available-for-sale asset and is measured at fair value (refer to Note 12).

In August 2009 the Group sold a pool of consumer loan and cash loan receivables in gross amount of TCZK 4,389,084 (TEUR 166,034) to a related party. The proceeds from the sale were used to repay part of the Group's CZK bank financing. The receivables sale agreement provides for the sale of both present receivables and future receivables generated by the Group, and the sales continued in 2010. The price for the receivables consists of two components, a fixed component equal to face value of sold receivables and a future component contingent on the receivables pool performance. The pool of receivables sold was derecognized by the Group and the right to receive the contingent part of the sales price was recognized as an available-for-sale asset and is measured at fair value (refer to Note 12).

Consumer loan receivables and cash loan receivables of TEUR 84,631 (2009: TEUR 74,871), revolving loan receivables of TEUR 72,238 (2009: TEUR 77,028) and mortgage loan receivables of TEUR 22,797 (2009: TEUR 60,528) were pledged as collaterals for bank loan facilities (refer to Note 19).

### 10. Loans to customers (continued)

Analysis of movements in allowances for impairment	Note	2010 TEUR	2009 TEUR
Balance as at 1 January		313,083	356,993
Transfer to held-for-sale		(19,115)	-
Translation difference		14,693	(8,980)
Impairment losses recognized in the statement of comprehensive income	29	108,924	276,900
Amount related to loans disposed off		(161,469)	(112,954)
Amount related to loans written off	· <del>-</del>	(1,626)	(198,876)
Balance as at 31 December	=	254,490	313,083

The Group has estimated the impairment on loans to customers in accordance with the accounting policy described in Note 3c(vii). Changes in collection estimates could significantly affect the impairment losses recognized.

### 11. Financial assets at fair value through profit or loss

		2010 TEUR	2009 TEUR
	Debt securities	- 2 222	23,441
	Positive fair value of derivative instruments	2,823	7,776
		2,823	31,217
12.	Financial assets available-for-sale	2010 TEUR	2009 TEUR
	Debt securities	143,083	308,920
	Contingent part of sales price for loan receivables sold	21,682	20,799
	Equity securities	15,000	9,004
		179,765	338,723

As at 31 December 2010 no debt securities available-for-sale (2009: TEUR 91,552) served as a collateral for secured bank loans (refer to Note 19).

As at 31 December 2010 debt securities available-for-sale of TEUR 5,635 (2009: TEUR 0) served as a collateral for loans received under repo operations (refer to Note 19).

The equity securities shown above represent a 9.99% equity interest in a company which was a related party to the Group but ceased to be a related party in September 2010.

### 13. Deferred tax assets and liabilities

Deferred tax assets and liabilities are attributable to the following items (netted for all jurisdictions):

	Ass	Assets Liabilities Ne		et		
	2010	2009	2010	2009	2010	2009
	TEUR	TEUR	TEUR	TEUR	TEUR	TEUR
Due from financial institutions	946	9,782	-	(6,778)	946	3,004
Loans to customers	14,100	8,495	(8,456)	(3,238)	5,644	5,257
Fair value of financial assets and liabilities	467	659	(67)	(897)	400	(238)
Carrying value of property and equipment	70	116	(7,920)	(9,093)	(7,850)	(8,977)
Other assets	3,273	3,472	(7,030)	(478)	(3,757)	2,994
Debt securities issued	838	130	-	(2)	838	128
Other	14,578	9,569	(3,232)	(2,915)	11,346	6,654
Deferred tax assets/(liabilities)	34,272	32,223	(26,705)	(23,401)	7,567	8,822
Net deferred tax assets				=	7,567	8,822

As of 31 December 2010 the Group incurred tax losses in recent years in amount of TEUR 64,238 (2009: 46,670) available to be carried forward and off-set against future taxable income. To the extent that it is not considered likely that taxable profits will be available against which the unused tax losses can be utilized, the deferred tax assets are not recognized. The unutilized tax losses can be utilized in the period from 2011 to 2019.

### 14. Investment in associates

At 31 December 2010 the Group had the following investments in associates:

	Country of Incorporation	Ownership interest 2010 (%)	Carrying amount 2010 TEUR	Income from associate 2010 TEUR
Equifax Credit Services (LLC)	Russian Federation	42.00	1,533	
		=	1,533	

At 31 December 2009 the Group had the following investments in associates:

	Country of Incorporation	Ownership interest 2009 (%)	Carrying amount 2009 TEUR	Income from associate 2009 TEUR
Equifax Credit Services (LLC)	Russian Federation	42.00	590	
		=	590	

### 15. Intangible assets

2010	Goodwill TEUR	Software TEUR	Other intangible assets TEUR	Total TEUR
Acquisition cost				
Balance at 1 January 2010	73,641	59,387	5,677	138,705
Transfer to held for sale	(73,641)	(432)	(3,187)	(77,260)
Additions	-	14,670	10,066	24,736
Disposals	-	(250)	(10,722)	(10,972)
Translation difference		3,361	139	3,500
Balance at 31 December 2010		76,736	1,973	78,709
Accumulated amortization Balance at 1 January 2010 Transfer to held for sale Charge for the year Disposals Translation difference Balance at 31 December 2010	- - - - -	27,996 (342) 16,525 (230) 1,749 <b>45,698</b>	2,754 (2,261) 84 (47) 35 <b>565</b>	30,750 (2,603) 16,609 (277) 1,784 <b>46,263</b>
Impairment				
Balance at 1 January 2010	73,641	-	-	73,641
Transfer to held for sale	(73,641)	-	-	(73,641)
Balance at 31 December 2010		-	-	
Carrying amount				
at 1 January 2010	-	31,391	2,923	34,314
at 31 December 2010		31,038	1,408	32,446

### 15. Intangible assets (continued)

2009	Goodwill TEUR	Software TEUR	Other intangible assets TEUR	Total TEUR
Acquisition cost				
Balance at 1 January 2009	78,087	36,823	6,042	120,952
Additions	, -	22,987	11,703	34,690
Disposals	(4,446)	(223)	(12,111)	(16,780)
Translation difference	<u> </u>	(200)	43	(157)
Balance at 31 December 2009	73,641	59,387	5,677	138,705
Accumulated amortization				
Balance at 1 January 2009	_	13,923	1,849	15,772
Charge for the year	_	14,020	900	14,920
Disposals	_	(45)	-	(45)
Translation difference		98	5	103
Balance at 31 December 2009		27,996	2,754	30,750
Impairment				
Balance at 1 January 2009	39,762	_	_	39,762
Impairment losses recognized	38,325	_	_	38,325
Impairment losses disposed	(4,446)			(4,446)
Balance at 31 December 2009	73,641	-	-	73,641
Carrying amount				
at 1 January 2009	38,325	22,900	4,193	65,418
at 31 December 2009		31,391	2,923	34,314

### 16. Property and equipment

2010	Buildings TEUR	Equipment TEUR	Vehicles TEUR	Other tangible assets TEUR	Total TEUR
Acquisition cost					
Balance at 1 January 2010	141,069	69,787	5,183	1,086	217,125
Transfer to held for sale	(271)	(6,170)	(146)	(65)	(6,652)
Additions	2,367	6,897	1,205	908	11,377
Disposals	(1)	(4,240)	(379)	(1,780)	(6,400)
Transfers	(23,508)	23,760	_	-	252
Translation difference	8,339	3,135	233	49	11,756
Balance at 31 December 2010	127,995	93,169	6,096	198	227,458
Accumulated depreciation Balance at 1 January 2010 Transfer to held for sale Charge for the year Disposals Transfers Translation difference	15,768 (16) 3,471 - (431) 948	39,272 (4,074) 14,106 (2,389) 730 1,901	3,194 (59) 966 (315) 1	- - - - -	58,234 (4,149) 18,543 (2,704) 300 2,996
Balance at 31 December 2010	19,740	49,546	3,934		73,220
Impairment Balance at 1 January 2010 Transfer to held for sale	91 (91)	- -	- -	- -	91 (91)
Balance at 31 December 2010		-	-	-	
Carrying amount					
at 1 January 2010	125,210	30,515	1,989	1,086	158,800
at 31 December 2010	108,255	43,623	2,162	198	154,238

### 16. Property and equipment (continued)

2009	Buildings TEUR	Equipment TEUR	Vehicles TEUR	Other tangible assets TEUR	Total TEUR
Acquisition cost	ILCK	ILCK	iLen	ILCK	ILUK
Balance at 1 January 2009	157,762	64,751	7,246	5,132	234,891
Additions	1,889	11,959	143	2,121	16,112
Disposals	(6,477)	(9,601)	(2,018)	(5,921)	(24,017)
Transfers	(5,116)	5,116	_	-	· · · · ·
Translation difference	(6,989)	(2,438)	(188)	(246)	(9,861)
Balance at 31 December 2009	141,069	69,787	5,183	1,086	217,125
Accumulated depreciation					
Balance at 1 January 2009	13,948	35,022	3,735	-	52,705
Charge for the year	5,080	12,364	1,094	-	18,538
Disposals	(1,258)	(8,271)	(1,570)	=	(11,099)
Transfers	(1,314)	1,314	_	-	-
Translation difference	(688)	(1,157)	(65)	-	(1,910)
Balance at 31 December 2009	15,768	39,272	3,194	-	58,234
Impairment					
Balance at 1 January 2009	3,608	-	_	433	4,041
Disposals	(3,517)	-	-	(433)	(3,950)
Balance at 31 December 2009	91	-	-	-	91
Carrying amount					
at 1 January 2009	140,206	29,729	3,511	4,699	178,145
at 31 December 2009	125,210	30,515	1,989	1,086	158,800

### 17. Other assets

	2010 TEUR	2009 TEUR
Outstanding selling price for receivables	31,046	15,231
Settlements with suppliers	11,944	14,424
Prepaid expenses	11,954	9,547
Other taxes receivable	2,812	4,822
Other	15,611	10,396
	73,367	54,420
Specific allowances for impairment on settlement with suppliers	(123)	(240)
Specific allowances for impairment on goods held for resale	(11)	_
Specific allowances for impairment on other assets	<del></del>	(19)
	(134)	(259)
	73,233	54,161

### 17. Other assets (continued)

Analysis of movements in allowances for impairment	Note	2010 TEUR	2009 TEUR
Balance as at 1 January Translation difference		259 12	1,070 17
Impairment losses recognized in the statement of comprehensive income	32	(10)	(428)
Amount related to assets written off	_	(127)	(400)
Balance as at 31 December	_	134	259

### 18. Current accounts and deposits from customers

	2010 TEUR	2009 TEUR
Term deposits Current accounts and demand deposits	408,899 181,123	250,208 127,271
	590,022	377,479

### 19. Due to banks and other financial institutions

	2010 TEUR	2009 TEUR
Unsecured loans	183,892	320,163
Secured loans	122,531	174,380
Loans received under repo operations	4,531	-
Other balances	30,615	7,684
	341,569	502,227

Out of the secured loans stated above, the balance of TEUR 51,488 (2009: TEUR 54,465) was secured by pledge of revolving loan receivables, the balance of TEUR 50,501 (2009: TEUR 50,430) was secured by pledge of consumer loan receivables and cash loan receivables, the balance of TEUR 20,542 (2009: TEUR 41,953) was secured by pledge of mortgage loan receivables and no loan balance (2009: TEUR 27,532) was collateralized by financial assets available-for-sale.

As at 31 December 2010 loans received under repo operations were collateralized by financial assets available-for-sale of TEUR 5,635 (2009: TEUR 0).

As at 31 December 2010 other balances included deposits of the NBRB of TEUR 16,636 (2009: TEUR 0).

### 20. Debt securities issued

	<b>.</b>	F: 1	Amount ou	itstanding
	Interest rate	Final maturity	2010 TEUR	2009 TEUR
USD loan participation notes 4 of TUSD 500,000	Fixed	June 2011	167,736	171,554
USD loan participation notes 3 of TUSD 200,000	Fixed	August 2011	116,367	136,787
USD loan participation notes 5 of TUSD 300,912	Fixed	August 2011	131,965	131,714
Unsecured RUB bond issue 6 of MRUB 6,000	Variable	June 2014	122,054	116,167
Unsecured CZK bond issue 3 of MCZK 4,000	Variable	June 2012	99,761	100,722
Unsecured RUB bond issue 5 of MRUB 4,000	Variable	April 2013	99,751	94,562
Unsecured RUB bond issue 4 of MRUB 3,000	Variable	October 2011	74,613	72,234
Unsecured RUB bond issue 3 of MRUB 3,000	Variable	September 2010	-	69,807
Unsecured RUB bond issue 2 of MRUB 3,000	Variable	May 2010	-	64,465
Unsecured RUB bond issue 7 of MRUB 3,000	Variable	April 2015	124,172	-
Unsecured CZK bond issue 4 of MCZK 2,900	Fixed	September 2015	83,600	
		=	1,020,019	958,012

The USD loan participation notes were issued by the Group through Eurasia Capital S.A. (refer to Note 1).

The RUB denominated bonds issue 6 were issued by the Group in June 2009 with a fixed coupon rate resettable at option dates. In December 2010 the Group reset a new coupon rate for the subsequent two year period. Bondholders are entitled to require early redemption of the bond at par in December 2012.

The RUB denominated bonds issue 5 were issued by the Group in April 2008 with a fixed coupon rate resettable at option dates. In April 2010 the Group reset coupon rates for the eighteen month period. Bondholders are entitled to require early redemption of the bond issue at par in October 2011.

The RUB denominated bonds issue 4 were issued by the Group in October 2006 with a fixed coupon rate resettable at option dates. In October 2010 the Group reset a new coupon rate through the final maturity date.

The RUB denominated bonds issue 3 were issued by the Group in September 2005 with a fixed coupon rate resettable at option dates. In May 2010 the Group repaid the bonds at par.

The RUB denominated bonds issue 2 were issued by the Group in May 2005 with a fixed coupon rate resettable at option dates. In May 2010 the Group repaid the bonds at par.

The RUB denominated bonds issue 7 were issued by the Group in April 2010 with a fixed coupon rate set for two years. Bondholders are entitled to require early redemption of the bond at par in May 2012.

The CZK denominated bonds issue 4 were issued by the Group in September 2010 and represent zero-coupon bonds.

### 21. Financial liabilities at fair value through profit or loss

		2010 TEUR	2009 TEUR
	Negative fair value of derivative instruments	6,621	7,418
		6,621	7,418
22.	Other liabilities	2010 TEUR	2009 TEUR
	Settlements with suppliers Accrued employee compensation Other taxes payable Provisions Insurance liability, net Other	43,468 43,319 10,305 666 6 11,089	41,014 26,352 6,449 19,496 8,520
		108,853	101,831

### 23. Equity

At 31 December 2010 the share capital of the Group comprised 1,250,000,000 (2009: 1,250,000,000) ordinary shares at a par value of EUR 0.57 (2009: EUR 0.74), of which 1,156,174,806 (2009: 1,156,174,806) shares were issued and fully paid. All issued shares bear equal voting rights. The holders of shares are entitled to receive dividends when declared. No dividends can be distributed if distributable reserves are negative.

In October 2010 the shareholder of the Company made a decision to reduce share capital of the Company by TEUR 196,549 of which TEUR 123,989 was distributed to the shareholder and the remaining part was transferred to share premium and other reserves.

The creation and use of the statutory reserves is limited by legislation and the articles of each company within the Group. The legal reserve fund is not available for distribution to the shareholders.

The translation reserve comprises foreign exchange differences arising from translation of the financial statements of companies within Group with a functional currency other than the presentation currency. The translation reserve is not available for distribution to the shareholders.

Fair value reserve represents the revaluation surplus, net of deferred tax, recognized on changes in the fair value of financial assets available for sale. The fair value reserve is not available for distribution to the shareholders.

# 24. Interest income and interest expense

		2010 TEUR	2009 TEUR
	Interest income		
	Consumer loan receivables	377,304	330,131
	Cash loan receivables	157,573	163,647
	Revolving loan receivables	148,203	211,167
	Financial assets available-for-sale	23,502	21,612
	Mortgage loan receivables	20,820	24,005
	Car loan receivables	15,821	15,840
	Due from banks and other financial institutions Other	4,661 14,523	26,727 6,340
	Other	14,323	0,340
		762,407	799,469
	Interest expense		
	Debt securities issued	110,524	140,845
	Current accounts and deposits from customers	41,363	11,957
	Balances from banks and other financial institutions Finance leases	20,382	79,160 6
	I mance reases	<del>-</del> _	•
		<u>172,269</u>	231,968
25.	Fee and commission income		
		2010	2009
		TEUR	TEUR
	Insurance commissions	104,358	64,235
	Penalty fees	44,335	73,354
	Cash transactions	28,996	30,761
	Customer payment processing and account maintenance	23,178	13,914
	Retailers commissions	11,585	5,094
	Other	274	838
		212,726	188,196
26.	Fee and commission expense		
20.	Tee and commission expense	2010	2000
		2010 TEUR	2009 TEUR
	Commissions to retailers	25,623	26,993
	Cash transactions	6,757	9,431
	Payment processing and account maintenance	5,644	5,633
	Other	2,615	992
		40,639	43,049

18,078

169,811

### 27. Net gains/(losses) on financial assets

28.

	2010 TEUR	2009 TEUR
Net trading gains on other financial assets Net trading losses on derivatives	8,758 (6,797)	5,559 (151,041)
	1,961	(145,482)
Other operating income		
	2010 TEUR	2009 TEUR
Gains on disposal of loan receivables	40,460	31,201
Net foreign currency income	5,420	107,987
Net gain on early redemption of debt securities issued	- -	13,534
Loss on origination of loans at non-market interest rates	(51,436)	-
Other	23,634	17,089

Gains on disposals of loan receivables represent contingent part of sales price for the receivables pools sold (refer to Note 10).

In 2010 the Group granted consumer loans in Russia under special terms of a marketing campaign with an average contractual interest rate of 7.8%, which was below the market rate. The volume of loans granted was adjusted to fair value at the market interest rate of 29.9%. The effect of this adjustment of TEUR 51,436 is shown within other operating income.

### 29. Impairment losses on financial assets

	2010 TEUR	2009 TEUR
Consumer loan receivables	51,282	64,885
Cash loan receivables	21,867	82,475
Revolving loan receivables	21,069	90,522
Mortgage loan receivables	6,645	8,398
Car loan receivables	3,812	6,721
Financial assets available-for-sale	-	9,105
Other financial assets	4,249	777
	108,924	262,883

### 30. Net income/(expense) related to credit risk insurance

	2010 TEUR	2009 TEUR
Commission income for collecting defaulted receivables	42	31,413
Cash loan receivables	-	(33,126)
Consumer loan receivables	-	(15,849)
Revolving loan receivables	<del>_</del>	(77)
	42	(17,639)

In 2009 the Group terminated its credit risk insurance agreement with the insurance company.

# 31. General administrative expenses

	•	2010 TEUR	2009 TEUR
	Employee compensation	168,064	142,376
	Payroll related taxes (including pension contributions)	27,024	23,115
	Telecommunication and postage	28,340	29,147
	Professional services	25,722	27,593
	Occupancy	21,609	23,525
	Advertising and marketing	13,831	5,908
	Information technologies	12,026	12,189
	Taxes other than income tax	4,776	2,378
	Travel expenses	4,488	3,972
	Other	10,784	7,496
		316,664	277,699
32.	Other operating expenses		
		2010	2009
		TEUR	TEUR
	Depreciation and amortization	35,152	31,476
	Loss on disposal of property, plant, equipment, and intangible assets	1,263	3,517
	Impairment losses on goodwill	1,205	38,325
	Reversal of losses on other assets	(10)	(353)
		36,405	72,965
33.	Income tax expense		
		2010 TEUR	2009 TEUR
	Current tax expense	73,198	34,517
	Deferred tax expense	2,943	9,076
	Total income tax expense from continuing operations in the statement of comprehensive income	76,141	43,593
	Reconciliation of effective tax rate	2010 TEUR	2009 TEUR
	Profit before tax from continuing operations	320,328	103,140
	Income tax using the domestic tax rate of 25.5% (2009: 25.5%)	(81,684)	(26,301)
	Effect of deferred tax assets not recognized	(4,757)	(1,894)
	Non-deductible costs and non-taxable income	(4,777)	(20,759)
	Effect of income taxed at lower tax rates	14	-
	Effect of tax rates in foreign jurisdictions	15,105	9,395
	Other	(42)	(4,034)
	Total income tax expense from continuing operations	(76,141)	(43,593)

### 34. Derivative financial instruments

At 31 December 2010 the following derivative contracts were outstanding:

Contract type	Sell/Buy	Maturity	Notional amount (in thousands of	Fair value
			purchased currency)	TEUR
Foreign currency for	ward contracts			
	CZK/ USD	less than 1 month	1,245	(28)
	USD/ EUR	less than 1 month	30,491	(167)
	UAH/USD	less than 1 month	31,276	(786)
	EUR/ KZT	less than 1 month	4,087	(45)
	KZT/USD	less than 1 month	21,967	(213)
	RUB/USD	1 month to 3 months	7,466	(5)
Foreign currency swa	ap contracts			
	EUR/CZK	less than 1 month	41,534	365
	USD/ CZK	less than 1 month	21,407	(1,455)
	RUB/USD	less than 1 month	141,858	(1,652)
	USD/EUR	less than 1 month	11,073	(206)
	EUR/RUB	less than 1 month	2,470	(8)
	EUR/ CZK	1 month to 3 months	79,933	(124)
	CZK/RUB	1 month to 3 months	11,726	219
	RUB/USD	1 month to 3 months	57,304	(334)
	USD/CZK	1 month to 3 months	11,498	(10)
	CZK/ USD	3 months to 1 year	26,054	(912)
	EUR/BYR	3 months to 1 year	9,410	2,433
	EUR/BYR	more than 1 year	10,712	(923)
	USD/BYR	more than 1 year	1,134	53
				(3,798)

At 31 December 2009 the following derivative contracts were outstanding:

Contract type	Sell/Buy	Maturity	Notional amount (in thousands of	Fair value
			purchased currency)	TEUR
Foreign currency forwar	d contracts			
	KZT/USD	more than 1 year	20,213	(35)
Foreign currency swap c	ontracts			
	CZK/USD	less than 1 month	53,672	787
	CZK/EUR	less than 1 month	51,389	(791)
	RUB/USD	less than 1 month	21,025	91
	USD/CZK	less than 1 month	14,575	(779)
	EUR/USD	less than 1 month	6,578	43
	USD/RUB	3 months to 1 year	42,261	2,923
	RUB/USD	3 months to 1 year	42,261	(2,923)
	USD/CZK	3 months to 1 year	24,292	(1,261)
	CZK/USD	more than 1 year	18,893	(965)
	EUR/BYR	more than 1 year	4,902	3,285
	USD/BYR	more than 1 year	366_	(17)
			_	358

### 35. Commitments

The Group has outstanding commitments to extend credit. These commitments take the form of approved credit limits related to customer's revolving loan accounts, consumer loan facilities, cash loan facilities, overdraft facilities and term loan facilities.

	2010 TEUR	2009 TEUR
Revolving loan commitments	579,529	527,537
Consumer loan commitments	35,992	32,631
Undrawn overdraft facilities	61	19,158
Term loan facilities	<del>-</del>	2,675
Cash loan commitments	4,710	921
	620,292	582,922

The total outstanding contractual commitments to extend credit indicated above do not necessarily represent future cash requirements as many of these commitments will expire or terminate without being funded.

### 36. Operating leases

Non-cancellable operating lease rentals are payable as follows:

	TEUR	TEUR
Less than one year	15,172	15,505
Between one and five years	23,503	35,884
More than five years	461	
	39,136	51,389

The Group leases a number of premises and equipment under operating lease. Lease payments are usually increased annually to reflect market rentals. None of the leases includes contingent rentals.

During the year TEUR 12,954 (2009: TEUR 15,541) was recognized as an expense in the statement of comprehensive income in respect of operating leases.

### 37. Contingencies

The taxation systems in the Russian Federation, in the Republic of Belarus and in Ukraine are relatively new and are characterized by frequent changes in legislation which are subject to varying interpretation by different tax authorities. Taxes are subject to review and investigation by a number of authorities, which have the authority to impose severe fines, penalties and interest charges. A tax year remains open for review by the tax authorities during several subsequent calendar years. Recent events within the Russian Federation, the Republic of Belarus and Ukraine suggest that the tax authorities are taking a more assertive position in their interpretation and enforcement of tax legislation.

The facts mentioned above may create tax risks in respective countries that are substantially more significant than in other countries. Management believes that it has provided adequately for tax liabilities based on its interpretations of applicable Russian, Belarusian and Ukrainian tax legislation, official pronouncements and court decisions.

### 38. Related party transactions

The Group has a related party relationship with its ultimate parent company PPF Group N.V., its subsidiaries and with a former related party referred to in Note 12.

### (a) Transactions with the parent

Amounts included in the statement of financial position in relation to transactions with the parent are as follows:

	2010 TEUR	2009 TEUR
Due from banks and other financial institutions	47,364	33,690
Debt securities issued	-	(1,611)
Other liabilities	(4,505)	(238)
	42,859	31,841

Amounts included in the statement of comprehensive income in relation to transactions with the parent are as follows:

	2010 TEUR	2009 TEUR
Interest income	471	2,944
Interest expense	(6,277)	(3,683)
General administrative expenses	(240)	(200)
	(5,566)	(939)

### 38. Related party transactions (continued)

### (b) Transactions with fellow subsidiaries and other related parties

Amounts included in the statement of financial position in relation to transactions with fellow subsidiaries and other related parties are as follows:

	2010 TEUR	2009 TEUR
Cash and cash equivalents	18,121	24,748
Due from banks and other financial institutions	14,115	20,868
Loans to customers	4,527	5,384
Financial assets available-for-sale	21,682	20,799
Financial assets at fair value through profit or loss	225	-
Other assets	35,863	23,173
Due to banks and other financial institutions	(16,599)	(1,850)
Debt securities issued	(25,423)	(2,275)
Financial liabilities at fair value through profit or loss	(2,457)	(3,830)
Other liabilities	(4,529)	(2,371)
	45,525	84,646

Amounts included in the statement of comprehensive income in relation to transactions with fellow subsidiaries and other related parties are as follows:

	2010 TEUR	2009 TEUR
Interest income	5,599	6,278
Interest expense	(2,352)	(6,900)
Fee and commission income	1,011	731
Fee and commission expense	(262)	(180)
Net gain on financial assets	2,616	16,698
Other operating income	59,336	48,580
Impairment losses on financial assets	-	(9,105)
General administrative expenses	(9,818)	(9,753)
	56,130	46,349

As disclosed in Note 10, the Group sold receivables to a related party. The related transactions and balances are included in available-for-sale assets (TEUR 21,682), other assets (TEUR 31,046) and other operating income (TEUR 40,460).

### 38. Related party transactions (continued)

### (c) Transactions with key management personnel

Amounts included in the statement of comprehensive income in relation to transactions with members of key management are short-term benefits comprising salaries and bonuses in amount of TEUR 21,413 (2009: TEUR 11,721). The members of Board of Directors of the Company and key management of its subsidiaries are considered as the key management of the Group.

### 39. Subsequent events

On 3 December 2010 the Group entered into a transaction whereby its 100% ownership interest in Home Credit Bank (PJSC) was sold. On 31 January 2011 the transaction was completed and the control over Home Credit Bank (PJSC) was transferred to the purchasing party, refer to Note 6.

### Other Information

Certain information required by Article 392 the Civil Code of the Netherlands, to the extent it is applicable to the Company or the Group, as well as the Auditor's Report is included in this part of the Consolidated Annual Accounts.

### 1. Profit appropriation

Profits and Distributions are given by Article 23 of the Company's Articles of Associations. The allocation of profits accrued in a financial year shall be determined by the Shareholders' Body. Distribution of profits shall be made after adoption of the annual accounts if permissible under the law given the contents of the annual accounts. The Shareholders' Body may resolve to make interim distributions and/or to make distributions at the expense of any reserve of the Company on proposal of the management board. Distributions may be made only up to an amount which does not exceed the amount of the Distributable Equity and, if it concerns an interim distribution, the compliance with the requirement is evidenced by an interim statement of assets and liabilities as referred to in section 2:216 subsection 4, of the Dutch Civil Code.

No decision or proposal on the profit appropriation has been taken as of the date of the issue of the consolidated financial statements.

### 2. Subsequent events

Refer to the Notes to the Consolidated Financial Statements, Note 39.

### Independent auditor's report

To: The directors of Home Credit B.V.

### Report on the consolidated financial statements

We have audited the accompanying consolidated financial statements for the year ended 31 December 2010 which are part of the financial statements of Home Credit B.V., Amsterdam and comprise the consolidated statement of financial position as at 31 December 2010, the consolidated statements of comprehensive income, changes in equity and cash flows for the year then ended and notes, comprising a summary of the significant accounting policies and other explanatory information.

### Management's responsibility

Management is responsible for the preparation and fair presentation of the consolidated financial statements in accordance with International Financial Reporting Standards as adopted by the European Union and with Part 9 of Book 2 of the Netherlands Civil Code and for the preparation of the management board report in accordance with Part 9 of Book 2 of the Netherlands Civil Code. Furthermore, management is responsible for such internal control as it determines is necessary to enable the preparation of the consolidated financial statements that are free from material misstatement, whether due to fraud or error.

### Auditor's responsibility

Our responsibility is to express an opinion on these consolidated financial statements based on our audit. We conducted our audit in accordance with Dutch law, including the Dutch Standards on Auditing. This requires that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the consolidated financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the consolidated financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the consolidated financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the consolidated financial statements 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 entity's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by management, as well as evaluating the overall presentation of the consolidated financial statements.

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

### **Opinion**

In our opinion, the consolidated financial statements give a true and fair view of the financial position of Home Credit B.V. as at 31 December 2010 and of its result and its cash flows for the year then ended in accordance with International Financial Reporting Standards as adopted by the European Union and with Part 9 of Book 2 of the Netherlands Civil Code.

### Report on other legal and regulatory requirements

Pursuant to the legal requirements under Section 2:393 sub 5 at e and f of the Netherlands Civil Code, we have no deficiencies to report as a result of our examination whether the management board report, to the extent we can assess, has been prepared in accordance with part 9 of Book 2 of this Code, and if the information as required under Section 2:392 sub 1 at b - h has been annexed. Further, we report that the management board report, to the extent we can assess, is consistent with the consolidated financial statements as required by Section 2:391 sub 4 of the Netherlands Civil Code.

Amstelveen, 23 March 2011

KPMG ACCOUNTANTS N.V.

M. Frikkee RA

# Home Credit B.V.

**Unconsolidated Annual Accounts** for the year ended 31 December 2010

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### Directors' Report

### **Description of the Company**

Home Credit B.V.

Date of inception: 28 December 1999

Seat: Netherlands, Strawinskylaan 933 Tower B Level 9, 1077XX Amsterdam

Identification number: 34126597 Authorized capital: EUR 712,500,000 Issued capital: EUR 659,019,639 Paid up capital: EUR 659,019,639

Principal business: Holding company activities and financing thereof

### General information

**Home Credit B.V. ('HCBV')** is the direct owner of several consumer finance providers ('Home Credit companies' or 'the Group'). There are both fully licensed banks and non-banking entities within the Group. The principal activities of HCBV are: (a) the holding of equity stakes in consumer finance companies in the countries of Central and Eastern Europe and CIS and (b) the securing of the refinancing for these companies either from the market or from the parent company.

Companies that are held by HCBV are leading providers of "in-store" lending to eligible, mass retail customers, including first-time borrowers, in their respective countries. They primarily provide non-cash, non-collateralized loans for purchases of durable goods at the point of sale ("POS loans") and, in some countries, they also offer credit cards and/or cash loans to customers who have a proven repayment track record ("cross-sell lending products"). In the more mature markets, for example Russia, the Group offers retail banking services such as deposit gathering products and current accounts as well as consumer finance lending. As at 31 December 2010, the Group had served over 23 million customers across the countries in which it operates: the Czech Republic (operational since 1997), Slovakia (1999), the Russian Federation (2002), Belarus (2007).

On 31 January 2011, HCBV successfully finalized the sale of Home Credit Bank (Ukraine) to Platinum Bank, a local retail banking institution.

The Home Credit brand has been present in Kazakhstan since September 2008 through HCBV's minority stake (9.99%) in "Home Credit Bank" (formerly "International Bank Almaty").

The beneficiary owner of HCBV is PPF Group N.V. (hereinafter "PPF"), a privately owned financial and investment group, one of the largest in Central & Eastern Europe. As of 30 June 2010, PPF Group's assets amounted to EUR 12 billion and its share capital amounted to over EUR 4 billion. PPF's mission is to "create additional value through further development of the assets it has founded or acquired". PPF's core investments cover retail financial services (banking, insurance), retail sales (home appliances & electronics) energy, real estate, and precious metals & mining. Founded in 1991, PPF Group N.V. is a regulated financial conglomerate (as defined by the EU Directive) headquartered in the Netherlands with operations across Central & Eastern Europe (CEE), Russia, the Commonwealth of Independent States (CIS), China and South East Asia.

For more information, visit www.ppf.eu.

### **Key Achievements**

In 2010 HCBV reported net profit of EUR 87.3 million, which was achieved mainly because of dividends of EUR 114.4 million received from HCBV's subsidiaries in the Czech Republic and Russia, but also lower impairment losses recognized on its subsidiaries (EUR 9.2 million and 47.0 million in 2010 and 2009 respectively).

In order to optimize HCBV's capital structure, in October 2010 the shareholder of HCBV made a decision to reduce the share capital of HCBV by EUR 196.5 million of which EUR 124.0 million was distributed to the shareholder and the remaining part was transferred to share premium and other reserves.

After stabilizing its banking franchise in Ukraine during the financial crisis in 2008-2009, the continued local economy imbalances, banking sector instability and overall turmoil led HCBV to make the decision to seek other opportunities outside the country. The sales transaction with a local retail banking institution, Platinum Bank, resulted in an exchange of a customer base, deposit and loan balances and a network, for the cash equivalent. The share purchase agreement was signed in December 2010, and the transaction was finalized on 31 January 2011 providing both parties with a mutually beneficial solution. As a consequence, Home Credit Group withdrew its Ukrainian banking franchise.

### Staff development and environmental influence

The average number of employees during 2010 was 1(2009: 1).

HCBV's operations did not have any significant impact on the environment.

### Financial instruments and risk management

HCBV is exposed to various risks as a result of its activities: credit risk, liquidity risk and market risks (interest rate risk, currency risk).

HCBV's exposure to credit risk arises primarily through the provision of loans to related parties.

Liquidity risk arises in the general funding of HCBV's activities and in the management of its positions. HCBV has access to a diverse funding base. Funds are raised both on the market and using shareholders' equity.

All financial instruments and positions are subject to market risk: the risk that future changes in market conditions may make an instrument more or less valuable. The majority of HCBV's exposure to market risk arises in connection with the funding of the HCBV's operations with liabilities denominated in foreign currencies, and to the extent the term structure of interest bearing assets differs from that of liabilities.

For detailed information on risk management see Note 4 of the financial statements.

### **Future development**

In 2011, HCBV will continue to manage and finance its holdings. In the current environment HCBV will continue using its capital in a disciplined way and rather to continue the organic growth, which was restarted in 2010 in its existing markets and core products of expertise.

Overall, HCBV considers retail banking to be an opportunity to move the Group forward, particularly in Russia and Belarus where it already holds a banking license and where the first fruits of retail banking development are already visible for example through the retail deposit growth in Russia.

	Note	2010 TEUR	2009 TEUR
ASSETS			
Cash and cash equivalents	5	2,349	6,811
Time deposits with banks	6	14,114	12,790
Loans provided	7	82,123	131,271
Financial assets available-for-sale	8	15,000	9,000
Investments in subsidiaries	9 10	846,809	797,987
Other assets	10	4,528	7,757
Total assets	=	964,923	965,616
LIABILITIES			
Debt securities issued	11	183,361	151,555
Financial liabilities at fair value through profit or loss	12	2,427	4,337
Loans received and other liabilities	13	4,503	4,406
Total liabilities	-	190,291	160,298
EQUITY			
Share capital	14	659,020	855,569
Share premium	14	60,253	19,194
Revaluation reserve	14	6,000	-
Other reserves	14	49,359	(69,445)
Total equity	-	774,632	805,318
Total liabilities and equity	=	964,923	965,616

	Note	2010 TEUR	2009 TEUR
Interest income Interest expense	15 15	12,035 (14,972)	18,833 (13,663)
Net interest (expense)/income		(2,937)	5,170
Dividend income Fee income Net foreign exchange result Other income, net	16 17	114,360 16,295 384 (217)	16,279 (11,956) (3,288)
Operating income		127,885	6,205
Impairment losses General administrative expenses	18 19	(9,216) (27,225)	(47,049) (28,990)
Operating expenses		(36,441)	(76,039)
Profit/(loss) before tax	-	91,444	(69,834)
Income tax (expense)/ income	20	(4,141)	389
Net profit/(loss) for the year	-	87,303	(69,445)
Revaluation of available-for-sale financial assets, net of tax  Other comprehensive income for the year		6,000 <b>6,000</b>	<u>-</u>
Total comprehensive income/(expense) for the year		93,303	(69,445)

The unconsolidated financial statements as set out on pages 5 to 36 were approved by the Board of Directors on 23 March 2011.

Alexander Labak Chairman of the Board of Directors Sonia Mihaylova Slavtcheva Member of the Board of Directors

Ivan Svitek Member of the Board of Directors

Home Credit B.V.
Unconsolidated Statement of Changes in Equity
for the year ended 31 December 2010

	Share capital TEUR	Share premium TEUR	Fair value reserve TEUR	Other reserves TEUR	Total equity TEUR
Balance as at 1 January 2010	855,569	19,194	ı	(69,445)	805,318
Decrease of share capital	(196,549)	41,059	1	31,501	(123,989)
Total	659,020	60,253	•	(37,944)	681,329
Revaluation of available-for-sale financial assets	ı	1	6,000	ı	90009
Profit for the year	'	1	1	87,303	87,303
Total comprehensive income for the year	•	•	6,000	87,303	93,303
Total changes	(196,549)	41,059	6,000	118,804	(30,686)
Balance as at 31 December 2010	659,020	60,253	6,000	49,359	774,632

Home Credit B.V.
Unconsolidated Statement of Changes in Equity for the year ended 31 December 2010

	Share capital TEUR	Share premium TEUR	Fair value reserve TEUR	Other reserves TEUR	Total equity TEUR
Balance as at 1 January 2009	1,156,175	ı	ı	(141,412)	1,014,763
Decrease of share capital	(300,606)	19,194	1	141,412	(140,000)
Total	855,569	19,194	ı	•	874,763
Net result for the year	'	1	"	(69,445)	(69,445)
Total comprehensive expense for the year	1	1	•	(69,445)	(69,445)
Total changes	(300,606)	19,194	ı	71,967	(209,445)
Balance as at 31 December 2009	855,569	19,194	'	(69,445)	805,318

	Note	2010 TEUR	2009 TEUR
Operating activities			
Profit before tax		91,444	(69,834)
Adjustments for:	1.5	2.027	(5.170)
Interest income and expense Dividend income	15 16	2,937	(5,170)
Impairment losses	18	(114,360) 9,216	47,049
Other	16	(914)	(3,005)
		<u> </u>	
Net operating cash flow before changes in working capital		(11,677)	(30,960)
Change in time deposits with banks		(1,324)	45,620
Change in loans provided		46,345	(23,903)
Change in other assets		3,229	109,354
Change in other liabilities		(12,091)	(25,244)
Cash flows from the operations		24,482	74,867
Interest paid		(2,944)	5,172
Interest received		14,838	18,058
Income tax paid		(4,141)	389
Cash flows from operating activities	_	32,235	98,486
Investing activities			
Acquisition of investment in subsidiary, net of cash acquired		(58,038)	(32,683)
Dividends received	16	114,360	(32,063)
Dividends received	10	114,500	
Cash flows from/ (used in) investing activities	_	56,322	(32,683)
Financing activities			
Repayment of capital		(123,989)	(140,000)
Net proceeds from the issue of debt securities		30,056	39,742
Cash flows used in financing activities		(93,933)	(100,258)
Net decrease in cash and cash equivalents		(5,376)	(34,455)
Cash and cash equivalents at 1 January	5	6,811	38,261
·			ŕ
Effects of exchange rate changes on cash and cash equivalents	_	914	3,005
	-		
Cash and cash equivalents at 31 December	5	2 2 4 0	Z 011
	_	2,349	6,811

### 1. Description of the Company

Home Credit B.V. (the "Company") was incorporated on 28 December 1999 in the Netherlands.

### Registered office

Stravinskylaan 933 1077 XX Amsterdam The Netherlands

Shareholders	Country of incorporation	Ownership in	terest (%)
		2010	2009
PPF Group N.V.	Netherlands	100.00	100.00

The ultimate controlling party of PPF Group N.V. and of the Company is Mr. P. Kellner.

### **Board of Directors**

Alexander Labak Chairman Sonia Mihaylova Slavtcheva Member Ivan Svitek Member

### Principal activities

The Company is the direct owner of the consumer finance companies ("the Group") operating in the Central and Eastern Europe and CIS. The principal activities of the Company are the holding of equity stakes in these companies and obtaining refinancing for these companies from the market or from the parent company.

# 2. Basis of preparation

The financial statements for the year ended 31 December 2010 have been prepared on an unconsolidated basis. Subsidiaries are presented on a cost-less-impairment basis. The reconciliation of equity as per these unconsolidated financial statements and consolidated financial statements is shown below.

	į	į	Statutory	Foreign			
	Share	Share	reserve	currency	Fair value	Other	Total
	capital TEUR	premium TEUR	punj	translation	reserve TEUR	reserves TEUR	equity TEUR
					0		
Individual balance as at 31 December 2010	659,020	60,253	•	•	9,000	49,359	774,632
Adjustment for:							
Impairment of subsidiaries, current year	ı	ı	1	1	1	9,216	9,216
Impairment of subsidiaries, prior years	ı	1	1	1	1	156,489	156,489
Net result of subsidiaries in 2010	1	•	•	•	•	137,652	137,652
Reserves related to subsidiaries	ı	1	2,887	(76,334)	(382)	(68,352)	(142,181)
Consolidated balance as at 31 December 2010	659,020	60,253	2,887	(76,334)	5,618	284,364	935,808

### 2. Basis of preparation (continued)

### (a) Statement of compliance

The financial statements have been prepared in accordance with International Financial Reporting Standards (IFRSs), including International Accounting Standards (IASs), promulgated by the International Accounting Standards Board (IASB) and interpretations issued by the International Financial Reporting Interpretations Committee (IFRIC) of the IASB as adopted by the European Union.

### (b) Basis of measurement

The financial statements are prepared on the historic cost basis except for financial instruments at fair value through profit or loss and financial assets available-for-sale that are measured at fair value. Financial assets and liabilities and non financial assets and liabilities which are valued at historic cost are stated at amortized cost or historic cost, as appropriate, net of any relevant impairment.

### (c) Presentation and functional currency

These financial statements are presented in Euro (EUR), which is the Company's functional and reporting currency. Financial information presented in EUR has been rounded to the nearest thousand (TEUR).

### (d) Changes in accounting policies and comparative figures

The comparative figures have been regrouped or reclassified, where necessary, on a basis consistent with the current period. Particularly, the Company changed its basis of preparation from the Dutch GAAP to the IFRSs. This affected the valuation of investments in subsidiaries, which changed from the net equity value method to the cost-less-impairment method.

The change will allow for achieving consistency in the Group reporting as IFRSs are the standards used for the consolidated Group reporting and are generally accepted in the countries where the Group operates. The Company's management believes full compliance with IFRSs will also result in a more comprehensive presentation of the Company's financial information.

### Differences old vs. new accounting

	IFRS	Dutch Gaap	IFRS	Dutch Gaap
	2010 TEUR	2010 TEUR	2009 TEUR	2009 TEUR
Investment in subsidiaries	846,809	1,007,985	797,987	775,679
Net result	87,303	234,152	(69,445)	54,343
Total equity	774,632	935,808	805,318	783,010

### 2. Basis of preparation (continued)

### (e) Use of estimates and judgments

The preparation of the unconsolidated financial statements in accordance with IFRS requires management to make judgments, estimates and assumptions that affect the application of policies and the reported amounts of assets and liabilities, income and expenses. The estimates and associated assumptions are based on historic experience and various other factors that are believed to be reasonable under the circumstances, the results of which form the basis of the judgments about the carrying values of assets and liabilities that cannot readily be determined from other sources. The actual values may differ from these estimates.

The 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 particular, information about significant areas of estimation, uncertainty and critical judgments made by management in preparing these unconsolidated financial statements in respect of impairment recognition is described in Note 3c(vii), Note 3e, Note 4f, Note 9 and Note 18.

### 3. Significant accounting policies

### (a) Foreign currency

### (i) Foreign currency transactions

A foreign currency transaction is a transaction that is denominated in or requires settlement in a currency other than the functional currency. The functional currency is the currency of the primary economic environment in which an entity operates. For initial recognition purposes, a foreign currency transaction is translated into the functional currency using the foreign exchange rate ruling at the date of the transaction. Monetary assets and liabilities denominated in foreign currencies at the end of the reporting period are translated to EUR at the foreign exchange rate ruling at that date. Non-monetary assets and liabilities denominated in foreign currencies, which are stated at historical cost, are translated to EUR at the foreign exchange rate ruling at the date of the transaction. Foreign exchange differences arising on retranslation are recognized in profit or loss.

### (b) Cash and cash equivalents

The Company considers cash on hand, unrestricted balances with banks and other financial institutions due within one month to be cash and cash equivalents.

### (c) Financial assets and liabilities

### (i) Classification

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 Company intends to sell immediately or in the near term, those that the Company upon initial recognition designates as at fair value through profit or loss, or those where its initial investment may not be substantially recovered, other than because of credit deterioration.

When the Company is a lessor in a lease agreement that transfers substantially all of the risk and rewards incidental to ownership of an asset to the lessee, the arrangement is presented within loans and receivables.

Financial assets and liabilities at fair value through profit or loss are financial assets or liabilities that are classified as held for trading or those which are upon initial recognition designated by the entity as at fair value through profit or loss. Trading instruments include those that the Company principally holds for the purpose of short-term profit taking and derivative contracts that are not designated as effective hedging instruments. The Company designates financial assets and liabilities at fair value through profit or loss where either the assets or liabilities are managed, evaluated and reported internally on a fair value basis or the designation eliminates or significantly reduces an accounting mismatch which would otherwise arise or the asset or liability contains an embedded derivative that significantly modifies the cash flows that would otherwise be required under the contract. Financial assets and liabilities at fair value through profit or loss are not reclassified subsequent to initial recognition.

All trading derivatives in a net receivable position (positive fair value), as well as options purchased, are reported as an asset. All trading derivatives in a net payable position (negative fair value), as well as options written, are reported as a liability.

Financial assets available-for-sale are those financial assets that are designated as available-for-sale or are not classified as loans and receivables or financial instruments at fair value through profit or loss.

### (ii) Recognition

Financial assets and liabilities are recognized in the statement of financial position when the Company becomes a party to the contractual provisions of the instrument. For regular purchases and sales of financial assets, the Company's policy is to recognize them using settlement date accounting. Any change in the fair value of an asset to be received during the period between the trade date and the settlement date is accounted for in the same way as if the Company used trade date accounting.

### (iii) Measurement

A financial asset or liability is initially measured at its fair value plus, in the case of a financial asset or liability not at fair value through profit or loss, transaction costs that are directly attributable to the acquisition or issue of the financial asset or liability.

Subsequent to initial recognition, financial assets, including derivatives that are assets, are measured at their fair values, without any deduction for transaction costs that may be incurred on sale or other disposal, except for loans and receivables which are measured at amortized cost less impairment losses and investments in equity instruments that do not have a quoted market price in an active market and whose fair value cannot be reliably measured which are measured at cost less impairment losses.

All financial liabilities, other than those designated at fair value through profit or loss and financial liabilities that arise when a transfer of a financial asset carried at fair value does not qualify for derecognition, are measured at amortized cost.

### (iv) Fair value measurement principles

The fair value of financial instruments is based on their quoted market price at the end of the reporting period without any deduction for transaction costs. If a quoted market price is not available, the fair value of the instrument is estimated using pricing models or discounted cash flow techniques.

Where discounted cash flow techniques are used, estimated future cash flows are based on management's best estimates and the discount rate is a market related rate at the end of the reporting period for an instrument with similar terms and conditions. Where pricing models are used, inputs are based on market related measures at the end of the reporting period.

The fair value of debt securities available for sale as well as foreign currency futures is based on their quoted market price. The other derivative contracts are not exchange traded and their fair value is estimated using arbitrage pricing model where key parameters are relevant foreign exchange rates and interbank interest rates ruling at the end of the reporting period.

### (v) Amortized cost measurement principles

The amortized cost of a financial asset or liability is the amount in which the financial asset or liability is measured at initial recognition, minus principal repayments, plus or minus the cumulative amortization using the effective interest method of any difference between the initial amount recognized and the maturity amount, net of any relevant impairment.

### (vi) Gains and losses on subsequent measurement

Gains and losses on financial instruments classified as at fair value through profit or loss are recognized in profit or loss.

Gains and losses on available-for-sale financial assets are recognized in other comprehensive income (except for impairment losses and foreign exchange gains and losses) until the asset is derecognized, at which time the cumulative gain or loss previously recognized in other comprehensive income is reclassified to profit or loss.

For financial assets and liabilities carried at amortized cost, a gain or loss is recognized in profit or loss when the financial asset or liability is derecognized or impaired, and through the amortization process.

### (vii) Identification and measurement of impairment

The Company assesses whether there is objective evidence that financial assets not carried at fair value through profit or loss are impaired on a regular basis. Financial assets are impaired when objective evidence demonstrates that a loss event has occurred after the initial recognition of the assets, and that the loss event has an impact on the future cash flows on the asset that can be estimated reliably.

If there is objective evidence that an impairment loss on a financial asset has been incurred, the amount of the loss is measured as the difference between the carrying amount of the financial asset and the present value of estimated future cash flows including amounts recoverable from guarantees and collateral discounted at the financial asset's original effective interest rate. Contractual cash flows and historical loss experience adjusted on the basis of relevant observable data that reflect current economic conditions provide the basis for estimating expected cash flows. Financial assets with a short duration are not discounted.

In some cases the observable data required to estimate the amount of an impairment loss on a financial asset may be limited or no longer fully relevant to current circumstances. This may be the case when a borrower is in financial difficulties and there is little available historical data relating to similar borrowers. In such cases, the Company uses its experience and judgment to estimate the amount of any impairment loss.

All impairment losses in respect of financial assets are recognized in the statement of comprehensive income and are only reversed if a subsequent increase in recoverable amount can be related objectively to an event occurring after the impairment loss was recognized. An impairment loss is reversed only to the extent that the asset's carrying amount does not exceed the carrying amount of the asset that would have been determined, net of amortization, if no impairment loss had been recognized.

### (viii) Derecognition

The Company derecognizes a financial asset when the contractual rights to the cash flows from the financial 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 Company is recognized separately as asset or liability.

The Company derecognizes a financial liability when its contractual obligations are discharged or cancelled or expire.

### (ix) Offsetting

Financial assets and liabilities are set off and the net amount presented in the statement of financial position when there is a legally enforceable right to set off the recognized amounts and there is an intention to settle on a net basis, or realize the asset and settle the liability simultaneously.

Income and expenses are presented on a net basis only when permitted by the accounting standards, or for gains and losses arising from a group of similar transactions.

### (x) Derivative financial instruments

The Company uses derivative financial instruments to hedge its exposure to foreign exchange and interest rate risk arising from financing activities. In accordance with its treasury policy, the Company does not hold or issue derivative financial instruments for trading purposes. No hedge accounting is applied and any gain or loss on the hedging instrument is recognized immediately in the statement of comprehensive income as foreign exchange income/(expense) or interest income/(expense).

### (d) Investments in subsidiaries

The Company initially recognizes its investments in subsidiaries at cost. Subsequently they are measured at cost less impairment losses.

### (e) Impairment of non-financial assets

The carrying amounts of Company's non-financial assets, other than deferred tax assets, are reviewed at each reporting date to determine whether there is any indication of impairment. If any such indication exists then the asset's recoverable amount is estimated.

The recoverable amount of non-financial assets is the greater of their fair value less costs to sell and value in use. In assessing value in use, the estimated future cash flows are discounted to their present value using a pre-tax discount rate that reflects current market assessments of the time value of money and the risks specific to the asset. For an asset that does not generate cash inflows largely independent of those from other assets, the recoverable amount is determined for the cash-generating unit to which the asset belongs.

An impairment loss is recognized when the carrying amount of an asset or its cash-generating unit exceeds its recoverable amount.

All impairment losses in respect of non financial assets are recognized in the statement of comprehensive income and reversed only if there has been a change in the estimates used to determine the recoverable amount. Any impairment loss reversed is only reversed to the extent that the asset's carrying amount does not exceed the carrying amount that would have been determined, net of depreciation or amortization, if no impairment loss had been recognized.

### (f) Provisions

A provision is recognized in the statement of financial position if, as a result of a past event, the Company has a present legal or constructive obligation that can be estimated reliably and it is probable that an outflow of economic benefits will be required to settle the obligation. If the effect is material, provisions are determined by discounting the expected future cash flows at a pre-tax rate that reflects current market assessments of the time value of money and, where appropriate, the risks specific to the liability.

### (g) Other payables

Accounts payable arise when the Company has a contractual obligation to deliver cash or another financial asset. Accounts payable are measured at amortized cost, which is normally equal to their nominal or repayment value.

### (h) Equity

Share capital represents the nominal value of shares issued by the Company. To the extent such shares remain unpaid as of the end of the reporting period a corresponding receivable is presented in other assets.

Dividends on share capital are recognized as a liability provided they are declared before the end of the reporting period. Dividends declared after the end of the reporting period are not recognized as a liability but are disclosed in the notes.

### (i) Interest income and expense

Interest income and expense are recognized in the statement of comprehensive income using the effective interest method. The effective interest rate is the rate that exactly discounts the estimated future cash payments and receipts through the expected life of the financial asset or liability (or, where appropriate, a shorter period) to the carrying amount of the financial asset or liability. The effective interest rate is established on initial recognition and is not revised subsequently.

The calculation of the effective interest rate includes all fees and points paid or received, transaction costs and discounts or premiums that are an integral part of the effective interest rate. Transaction costs are incremental costs that are directly attributable to the acquisition, issue or disposal of a financial asset or liability.

Interest income and expense include also fair value changes on other derivatives held for risk management purposes and related hedged items when interest rate risk is the hedged risk.

### (j) Operating lease payments

Payments made under operating leases are recognized in the statement of comprehensive income on a straight-line basis over the term of the lease. Granted lease incentives are recognized as an integral part of the total lease expense.

### (k) Taxation

Income tax on the profit or loss for the year comprises current and deferred tax. Income tax is recognized in the statement of comprehensive income except to the extent that it relates to items recognized directly to equity, in which case it is recognized in equity.

Current tax is the expected tax payable on the taxable income for the year, using tax rates enacted or substantially enacted at the end of the reporting period, and any adjustment to tax payable in respect of previous years.

Deferred tax is provided for temporary differences between the carrying amounts of assets and liabilities for financial reporting purposes and the amounts used for taxation purposes. The following temporary differences are not provided for: goodwill not deductible for tax purposes, the initial recognition of assets or liabilities that affect neither accounting nor taxable profit and temporary differences related to investments in subsidiaries, branches and associates where the parent is able to control the timing of the reversal of the temporary difference and it is probable that the temporary difference will not reverse in the foreseeable future. The amount of deferred tax provided is based on the expected manner of realization or settlement of the carrying amount of assets and liabilities, using tax rates enacted or substantially enacted at the end of the reporting period.

A deferred tax asset is recognized only to the extent that it is probable that future taxable profits will be available against which the temporary differences, unused tax losses and credits can be utilized. Deferred tax assets are reduced to the extent that it is no longer probable that the related tax benefit will be realized.

### (I) Amendments and interpretations of IFRS standards adopted since 1 January 2010

The following published amendments and interpretations to existing standards are mandatory and relevant for the Company's accounting periods and have been applied by the Company since 1 January 2010:

Amendment to IAS 17 Leases (effective from 1 January 2010)

The previous version of IAS 17 stated that a lease of land with an indefinite economic life was normally classified as an operating lease, unless at the end of the lease term title was expected to pass to the lessee. Under the amendment, a land lease with a lease term of several decades or longer may be classified as a finance lease, even if at the end of the lease term title will not pass to the lessee, because in such arrangements substantially all risks and rewards are transferred to the lessee and the present value of the leased asset is considered negligible. The Company applies this amendment from the annual period beginning 1 January 2010.

Amendment to IAS 36 Impairment of Assets (effective from 1 January 2010)

This amendment specifies allocation of goodwill to cash-generating units. The largest unit to which goodwill should be allocated is the operating segment as defined in IFRS 8 before applying the aggregation criteria of IFRS 8.

# (m) Standards, interpretations and amendments to published standards that are not yet effective and are relevant for the Company's financial statements

A number of new Standards, amendments to Standards and Interpretations are not yet effective as at 31 December 2010, and have not been applied in preparing these financial statements. Of these pronouncements, potentially the following will have an impact on the Company's operations. The Company plans to adopt these pronouncements when they become effective. The Company is in the process of analysing the likely impact on its financial statements.

IFRS 9 Financial Instruments (effective from 1 January 2013)

This new standard was published on 12 November 2009 as part of phase I of the IASB's comprehensive project to replace IAS 39. It deals with classification and measurement of financial assets. The requirements of this standard represent a significant change from the existing requirements in IAS 39 in respect of financial assets. The standard contains two primary measurement categories for financial assets: amortised cost and fair value. A financial asset would be measured at amortised cost if it is held within a business model whose objective is to hold assets in order to collect contractual cash flows, and the asset's contractual terms give rise on specified dates to cash flows that are solely payments of principal and interest on the principal outstanding. All other financial assets would be measured at fair value. The standard eliminates the existing IAS 39 categories of held to maturity, available for sale and loans and receivables. In October 2010 the IASB added to IFRS 9 the requirements for classification and measurement of financial liabilities while most of the requirements in IAS 39 were carried forward unchanged to IFRS 9. IFRS 9 has not yet been adopted by the EU.

The Company recognizes that the new standard introduces many changes to the accounting for financial instruments and is likely to have a significant impact on the unconsolidated financial statements. The impact of these changes will be analyzed during the course of the project as further phases of the standard are issued.

IAS 24 Related Party Disclosures (effective from 1 January 2011)

The revised standard provides a disclosure exemption in respect of related party relationships that arise through common control by the State, unless indicators of influence exist between the entities. The revised IAS 24 also amends the definition of a related party to:

- exclude situations in which two entities are related because a person has significant influence over an entity and a close family member of that person has significant influence over another entity; and
- include other entities in which a significant investor of the reporting entity is a member of key management personnel.

The amendments to IAS 24 have not yet been adopted by the EU.

Amendment to IFRS 7 Financial Instruments: Disclosures (effective from 1 July 2011)

The amendments to IFRS 7 titled *Disclosures – Transfers of Financial Assets* increase the disclosure requirements for transactions involving transfers of financial assets. These amendments are intended to provide greater transparency around risk exposures when a financial asset is transferred but the transferor retains some level of continuing exposure in the asset. The amendments also require disclosures where transfers of financial assets are not evenly distributed throughout the period.

The Company will apply these amendments prospectively from 1 January 2011.

### 4. Financial risk management

The Company has exposure to the following risks from its use of financial instruments:

- credit risk
- liquidity risk
- market risks
- operational risks

The Board of Directors has overall responsibility for the establishment and oversight of the Company's risk management framework. The Board has established the Group Asset Liability Committee (ALCO) and the Group Credit Risk Department, which are responsible for developing and monitoring risk management policies in their specified areas. Both bodies report regularly to the Board of Directors on their activities.

The Company's risk management policies are established to identify and analyze the risks faced by the Company, to set appropriate risk limits and controls, and to monitor risks and adherence to limits. Risk management policies and systems are reviewed regularly to reflect changes in market conditions, products and services offered. The Company, through its training and management standards and procedures, aims to develop a disciplined and constructive control environment, in which all employees understand their roles and obligations.

### (a) Credit risk

Credit risk is the risk of financial loss occurring as a result of default by a borrower or counterparty on their obligation to the Company. The majority of the Company's exposure to credit risk arises in connection with the provision of loans to related parties. The remaining part of the Company's exposures to credit risk is related to due from banks and other financial institutions and certain other assets.

### 4. Financial risk management (continued)

### (b) Liquidity risk

Liquidity risk is the risk that the Company will encounter difficulty in meeting obligations from its financial liabilities.

The Company's approach to managing liquidity is to ensure, as far as possible, that it will always have sufficient liquidity to meet its liabilities when due without incurring unacceptable losses or risking damage to the Company's reputation. The liquidity position is continuously monitored. All liquidity policies and procedures as well as liquidity position projections are subject to review and approval by Group ALCO.

The Group has access to a diverse funding base. Funds are raised on the market and through related parties. The shareholder's support enhances funding flexibility, limits dependence on any one source of funds and generally lowers the cost of funds.

# 4. Financial risk management (continued)

Exposure to liquidity risk

The following table shows assets and liabilities by remaining contractual maturity dates. The table does not include prospective cash flows related to loan commitments. Refer to Note 21 for outstanding loan commitments that may impact liquidity requirements.

				2010							2009			
TEUR	Less than	1 to 3	1 to 3 3 months		More than	No		Less than	1 to 3	1 to 3 3 months		More than	$\mathbf{N}_{0}$	
	1 month	months	to 1 year 1 to 5 years	to 5 years	5 years	maturity	Total	1 month	months	to 1 year 1 to 5 years	to 5 years	5 years	maturity	Total
Cash and cash equivalents	2,349	ı	•	•	,	'	2,349	6,811	'	ı	1	1	,	6,811
Time deposits with banks	1	1	1	1	1	14,114	14,114	1	1	1	1	1	12,790	12,790
Loans provided	•	8,068	51,195	11,618	11,242		82,123	1	7,042	39,518	80,932		3,779	131,271
Financial assets available-for-sale	1	•	ı	•	•	15,000	15,000	ı	•	•	•	1	9,000	9,000
Investments in subsidiaries	1	•	1	ı	ı	846,809	846,809	1	1	1	ı	1	797,987	797,987
Other assets	4,528	ı	1		1	1	4,528	7,757	1	1	1	1	1	7,757
Total assets	6,877	8,068	51,195	11,618	11,242	875,923	964,923	14,568	7,042	39,518	80,932	•	823,556	965,616
Debt securities issued	ı	ı	•	- 183,361	•	1	183,361	ı	1	ı	151,555	•	ı	151,555
through profit or loss	2,303	124	ı	1	1	1	2,427	1,570	1	1,767	1,000	ı	I	4,337
Loans received and otner liabilities	4,344	1	1	159	•	1	4,503	4,090	1	1	316	ı	ı	4,406
Total liabilities	6,647	124	ı	- 183,520	ı	ı	190,291	2,660	ı	1,767	152,871	ı	ı	160,298
Net position	230	7,944	230 7,944 51,195 (171,902) 11,242	(171,902)	11,242	875,923	774,632	8,908	7,042	37,751	37,751 (71,939)	•	823,556	805,318

### (c) Market risk

Market risk is the risk that changes in market prices, such as interest rates or foreign exchange rates will affect the Company's income or the value of its holdings of financial instruments. The objective of market risk management is to manage and control market risk exposures within acceptable parameters.

The majority of the Company's exposure to market risk arises in connection with the funding of the Company's operations with liabilities denominated in foreign currencies, and to the extent the term structure of interest bearing assets differs from that of liabilities.

### **Exposure to interest rate risk**

The principal risk to which the Company is exposed is the risk of loss from fluctuations in the future cash flows or fair values of financial instruments because of a change in market interest rates. Interest rate risk is managed principally through monitoring interest rate gaps and by having pre-approved limits for repricing bands. The Group ALCO is the monitoring body for compliance with these limits.

### Exposure to foreign currency risk

The Company has assets and liabilities denominated in several foreign currencies. Foreign currency risk arises when the actual or forecast assets in a foreign currency are either greater or less than the liabilities in that currency. Foreign currency risk is managed principally through monitoring foreign currency mismatches in the structure of assets and liabilities (refer to Note 12). The Group ALCO is the monitoring body for compliance with this rule.

Interest rate gap position

				2010	0			
TEUR	Effective interest	ffective interest Less than	3 to 12	1 to 2	2 to 5	More than	Non	
Interest bearing financial assets	rate	rate 3 months	months	years	years	5 years	specified	Total
Cash and cash equivalents	0.4%	2,349	1	ı	•	ı	1 .	2,349
Time deposits with banks Loans provided	4.3% 7.9%	8,068	51,195	4,518	7,100	11,242	14,114	14,114 82,123
Total interest bearing financial assets		10,417	51,195	4,518	7,100	7,100 11,242	14,114	98,586
Interest bearing financial liabilities								
Debt securities issued	%0.6	•	•	100,025	83,336	ı	•	183,361
Loans received and other liabilities	0.1%	4,344	1		159	1	1	4,503
Total interest bearing financial liabilities		4,344	-	- 100,025 83,495	83,495	-	•	187,864

Interest rate gap position

				2009	6			
TEUR	Effective interest	ffective interest Less than	3 to 12	1 to 2	2 to 5	More than	Non	
Interest bearing financial assets	rate	3 months	months	years	years	5 years	specified	Total
Cash and cash equivalents	0.1%	6,811		1	1	1	ı	6,811
Time deposits with banks	8.3%	ı	I	1	1	•	12,790	12,790
Loans provided	8.7%	7,042	39,518	18,497	62,435	Ī	3,779	131,271
Total interest bearing financial assets		13,853	39,518	39,518 18,497	62,435	'	16,569	150,872
Interest bearing financial liabilities								
Debt securities issued	%8.6	•	•	1	151,555	ı	•	151,555
Loans received and other liabilities	0.1%	4,090	1	1	316	1	1	4,406
Total interest bearing financial liabilities		4,090	'	•	- 151,871	•	'	155,961

4. Financial risk management (continued)

Foreign currency position

			2010						2009			
TEUR					Other	1					Other	
	RUB	CZK	EUR	o OSD	currencies	Total	RUB	CZK	EUR	nSD c	currencies	Total
Cash and cash equivalents	•	421	1,805	29	94	2,349	1	225	2,974	115	3,496	6,811
Time deposits with banks	1	6,319	1,100	ı	6,695	14,114	1	3,779	ı	ı	9,011	12,790
Loans provided	1	33,269	37,612	ı	11,242	82,123	1	34,205	24,777	54,050	18,239	131,271
Financial assets available-for-sale	ı	ı	15,000		1	15,000			9,000	ı	1	9,000
Investments in subsidiaries	454,630	245,868	89,501	ı	56,810	846,809	454,630	245,868	45,487	ı	52,002	797,987
Other assets	1	1	4,528	-	1	4,528	1	•	7,757	•	1	7,757
Total assets	454,630	285,877	149,546	29	74,841	964,923	454,631	284,077	89,995	54,165	82,748	965,616
Debt securities issued	'	183,361	'	1	ı	183,361	ı	151,555	'	•	ı	151,555
through profit or loss	•	1	2,427	ı	1	2,427	1	1	4,337	ı	1	4,337
Loans received and other liabilities		2,306	2,197			4,503		2,428	1,978			4,406
Total liabilities	•	185,667	4,624	•	1	190,291	•	153,983	6,315	•	1	160,298
Effect of foreign currency derivatives	1	194,982	(95,063)	(50,763)	(49,156)	ı	ı	1,779	18,195	239	(20,213)	1
Net position	454,630	295,192	49,859	(50,734)	25,685	774,632	454,631	131,873	101,875	54,404	62,535	805,318

### (d) Operational risk

Operational risk is the risk of direct or indirect loss arising from a wide variety of causes associated with the Company's processes, personnel, technology and infrastructure, and from external factors other than credit, market and liquidity risks such as those arising from legal and regulatory requirements and generally accepted standards of corporate behavior. Operational risks arise from all of the Company's operations and are faced by all business entities.

The Company's objective is to manage operational risk so as to balance the avoidance of financial losses and damage to the Company's reputation with overall cost effectiveness and to avoid control procedures that restrict initiative and creativity.

The primary responsibility for the development and implementation of controls to address operational risk is assigned to senior management of the Company. This responsibility is supported by the development of standards for the management of operational risk in the following areas:

- requirements for appropriate segregation of duties, including the independent authorization of transactions:
- requirements for the reconciliation and monitoring of transactions;
- compliance with regulatory and other legal requirements;
- documentation of controls and procedures;
- requirements for the periodic assessment of operational risks faced, and the adequacy of controls and procedures to address the risks identified;
- requirements for the reporting of operational losses and proposed remedial action;
- development of contingency plans;
- training and professional development;
- ethical and business standards;
- risk mitigation, including insurance where this is effective.

### (e) Capital management

The Company considers share capital, share premium and capital reserves as a part of the capital. The Company's policy is to maintain capital base adequate to its investments in subsidiaries so as to maintain investor, creditor and market confidence, sustain future development of the business and meet the capital requirements related to its funding operations. There are no regulatory capital requirements for the Company.

### (f) Fair values of financial instruments

The Company has performed an assessment of fair values of its financial instruments, as required by IFRS 7, to determine whether it is practicable within the constraints of timeliness and cost to determine their fair values with sufficient reliability.

The Company's estimates of fair values of its financial assets and liabilities are not materially different from their carrying values.

The following table shows an analysis of financial instruments recorded at fair value, between those whose fair value is based on quoted market prices (Level 1) or calculated using valuation techniques where all the model inputs are observable in the market (Level 2) or calculated using valuation techniques where significant model inputs are not observable in the market (Level 3):

2010	Level 1 TEUR	Level 2 TEUR	Level 3 TEUR	Total TEUR
Financial assets available-for-sale	-	-	15,000	15,000
Financial liabilities at fair value through profit or loss		(2,427)	-	(2,427)
		(2,427)	15,000	12,573
2009	Level 1 TEUR	Level 2 TEUR	Level 3 TEUR	Total TEUR
Financial assets available-for-sale	-	-	9,000	9,000
Financial liabilities at fair value through profit or loss	_	(4,337)	-	(4,337)
		(4,337)	9,000	4,663

There were no transfers between Level 1, 2 and 3 during the period.

• • • •

# 4. Financial risk management (continued)

Reconciliation of movements in Level 3:	2010 TEUR	2009 TEUR
Balance as at 1 January	9,000	18,105
Net losses recorded in profit or loss Net gains recorded in other comprehensive income	6,000	(9,105)
Balance as at 31 December	15,000	9,000

The financial assets available-for-sale presented in Level 3 above comprise equity investment of TEUR 15,000 (refer to Note 8). The fair value of the equity investment is estimated based on discounted equity flows and is by nature sensitive to real economic developments; related impairment losses are presented as impairment losses on financial assets in the statement of comprehensive income.

# 5. Cash and cash equivalents

	2010 TEUR	2009 TEUR
Current accounts with subsidiaries	10	10
Current accounts with other related parties	2,290	6,639
Other current accounts	49	162
	2,349	6,811

# 6. Time deposits with banks

As at 31 December 2010 time deposits with banks represented balances of TEUR 14,114 (2009: 12,790) The balance of TEUR 6,696 (2009: TEUR 9,012) served as a collateral for bank loans where the borrower was a different company. The balance of TEUR 7,418 (2009: TEUR 3,778) served as a collateral for foreign exchange derivative contracts with a related party.

# 7. Loans provided

	2010 TEUR	2009 TEUR
Loans to subsidiaries	37,549	89,515
Loans to the parent company	33,332	33,690
Other loans provided	11,242	8,066
	82,123	131,271

### 8. Financial assets available-for-sale

As at 31 December 2010 financial assets available-for-sale represented equity securities of TEUR 15,000 (2009: TEUR 9,000). The fair value determination methodology of these assets is described in Note 4f. The issuer of the equity securities was a related party to the Company and ceased to be a related party in September 2010.

### **Investments in subsidiaries** 9.

Subsidiary	Country of		Share in is	sued capita	l
•	incorporation	2010	2009	2010	2009
		%	%	TEUR	TEUR
Donmera (LLC)	Cyprus	100.00	100.00	28	8
Redlione (LLC)	Cyprus	100.00	100.00	28,889	200
Home Credit (JSC)	Czech Republic	100.00	100.00	232,016	232,016
Home Credit International (JSC)	Czech Republic	100.00	100.00	13,852	13,852
HC Fin3 N.V. 1)	Netherlands	0.00	100.00	_	195
HC Kazakh Holdings B.V.	Netherlands	100.00	100.00	163	163
	Republic of				
Home Credit Bank (OJSC)	Belarus	99.04	99.04	21,198	21,198
	Republic of				
Home Credit Kazakhstan (JSC)	Kazakhstan	100.00	100.00	3,333	3,333
PPF Home Credit IFN S.A.	Romania	99.00	99.00	748	748
	Russian				
Home Credit and Finance Bank (LLC)	Federation	99.90	99.90	454,630	454,630
	Russian				
Inko Technopolis (LLC)	Federation	100.00	100.00	-	-
Home Credit Slovakia (JSC)	Slovak Republic	100.00	100.00	60,421	44,921
Collect-Credit (LLC)	Ukraine	100.00	100.00	254	254
Home Credit Bank (PJSC) 2)	Ukraine	100.00	100.00	31,277	26,469
Homer Software House (LLC) 3)	Ukraine	4.22	4.22	-	-
			_	846,809	797,987

subsidiary sold in 2010
formerly Home Credit Bank (CJSC)
presented as a subsidiary because of the Company's indirect share of 95.78% through Redlione (LLC)

2010	Participating interest TEUR
Balance as at 1 January 2010	797,987
Changes:	
Exchange differences	-
Investments	58,267
Divestments	(229)
Impairment	(9,216)
Balance as at 31 December 2010	846,809
Accumulated impairment as at 31 December 2010	(170,284)

# 9. Investment in subsidiaries (continued)

2009	Participating interest TEUR
Balance as at 1 January 2009	803,248
Changes:	,
Exchange differences	-
Investments	42,674
Divestments	(9,991)
Impairment	(37,944)
Balance as at 31 December 2009	<u>797,987</u>
Accumulated impairment as at 31 December 2009	(161,067)

# 10. Other assets

As at 31 December 2010 other assets represented accounts receivable of TEUR 4,528 (2009: 7,757).

# 11. Debt securities issued

			Amount out	tstanding
	Interest rate	Final maturity	2010 TEUR	2009 TEUR
Unsecured CZK bond issue 3 of MCZK 4,000	Variable	June 2012	99,761	151,555
Unsecured CZK bond issue 4 of MCZK 2,900	Fixed	September 2015	83,600	<u>-</u>
		=	183,361	151,555

The CZK denominated bonds issue 4 were issued by the Company in September 2010 and represent zero-coupon bonds.

# 12. Financial liabilities at fair value through profit or loss

Financial liabilities at fair value through profit or loss represent negative fair values of derivative instruments.

At 31 December 2010 the following derivative contracts were outstanding:

Contract type	Sell/Buy	Maturity	Notional amount (in thousands of	Fair value
			purchased currency)	TEUR
Forward exchange con	tracts			
•	CZK/USD	less than 1 month	1,245	(28)
	USD/CZK	less than 1 month	1,245	26
	USD/EUR	less than 1 month	30,491	(167)
	UAH/USD	less than 1 month	31,276	(786)
	EUR/KZT	less than 1 month	4,087	(45)
	KZT/USD	less than 1 month	21,967	(213)
Currency/cross currence	cy swaps			
·	EUR/CZK	less than 1 month	41,534	365
	USD/CZK	less than 1 month	21,407	(1,455)
	EUR/CZK	1 to 3 months	79,933	(124)
	USD/CZK	3 months to 1 year	8,081	(898)
	USD/CZK	3 months to 1 year	8,081	898
	USD/CZK	3 months to 1 year	7,566	(84)
	USD/CZK	3 months to 1 year	7,566	84
	USD/CZK	3 months to 1 year	3,617	124
	USD/CZK	3 months to 1 year	3,617	(124)
	USD/CZK	3 months to 1 year	6,790	(55)
	USD/CZK	3 months to 1 year	6,790	55
				(2,427)

At 31 December 2009 the following derivative contracts were outstanding:

Contract type	Sell/Buy	Maturity	Notional amount (in thousands of	Fair value
			purchased currency)	TEUR
Forward exchange cont	racts			
_	KZT/USD	more than 1 year	20,213	(35)
Currency/cross currency	y swaps			
	CZK/EUR	less than 1 month	24,561	(688)
	CZK/EUR	less than 1 month	26,828	(103)
	USD/CZK	less than 1 month	14,575	(779)
	USD/CZK	3 months to 1 year	24,292	(1,261)
	EUR/CZK	3 months to 1 year	33,194	(506)
	CZK/USD	more than 1 year	18,893	(965)
				(4,337)

### 13. Loans received and other liabilities

	2010 TEUR	2009 TEUR
Loans received	159	316
Settlement with suppliers	2,617	3,036
Accounts payable to employees	1,727	1,054
	4,503	4,406

# 14. Equity

At 31 December 2010 the share capital of the Company comprised 1,250,000,000 (2009: 1,250,000,000) ordinary shares at a par value of EUR 0.57 (2009: EUR 0.74), of which 1,156,174,806 (2009: 1,156,174,806) shares were issued and fully paid. All issued shares bear equal voting rights. The holders of shares are entitled to receive dividends when declared. No dividends can be distributed if distributable reserves are negative.

In October 2010 the shareholder of the Company made a decision to reduce share capital of the Company by TEUR 196,549 of which TEUR 123,989 was distributed to the shareholder and the remaining part was transferred to share premium and other reserves.

Fair value reserve represents the revaluation surplus recognized on changes in the fair value of financial assets available for sale. The fair value reserve is not available for distribution to the shareholder.

# 15. Interest income and interest expense

	2010 TEUR	2009 TEUR
Interest income	ILOR	ILUK
Parent company	6,211	2,944
Other	5,824	15,889
	12,035	18,833
Interest expense		
Debt securities issued	14,969	13,654
Other	3	9
	14,972_	13,663

### 16. Dividend income

Dividend income in 2010 represents dividends of TEUR 79,526 and TEUR 34,834 received from Home Credit and Finance Bank (LLC) and Home Credit (JSC) respectively.

### 17. Fee income

Fee income represents service fees received from the Company's equity holdings.

## 18. Impairment losses

In 2010 the Company recognized an impairment loss of TEUR 9,216 on its equity investment in Home Credit Bank (PJSC) (2009: TEUR 37,944). No impairment loss was recognized on available-for-sale equity securities (2009: TEUR 9,105). A portion of the previously recognized impairment loss on available-for-sale equity securities of TEUR 6,000 was released through revaluation reserves in equity in 2010.

# 19. General administrative expenses

	2010 TEUR	2009 TEUR
Professional services	21,360	24,510
Personal expenses	4,606	3,119
VAT	627	762
Bank charges	289	330
Travel	180	173
Bonds issue expense	137	45
Other	26	51
	27,225	28,990

### 20. Taxation

Income tax expense in 2010 of TEUR 4,141 represented withholding tax from dividends received which was paid in the subsidiary's jurisdiction.

Because of losses suffered in previous years, the Company has considerable carry forward losses. These however can only be off set for a limited period against taxable income. There is no expectation of sufficient taxable income, as dividends received are tax exempt in the Netherlands. Therefore no tax is accounted for in the profit and loss account and no deferred tax asset is recorded.

## 21. Commitments

As at 31 December 2010 the Company had outstanding commitments to extend credit to its subsidiaries of TEUR 454,220 (2009: 478,019).

# 22. Related party transactions

The Company has a related party relationship with its ultimate parent company PPF Group N.V., with the Company's subsidiaries and fellow subsidiaries and with a former related party referred to in Note 8.

### (a) Transactions with the parent

As at 31 December 2010 included in the statement of financial position in relation to transactions with the parent company is a loan of TEUR 33,332 (2009: TEUR 33,690).

Amounts included in the statement of comprehensive income in relation to transactions with the parent are as follows:

	2010 TEUR	2009 TEUR
Interest income	6,211	2,944
Interest expense	(423)	(2,406)
Net foreign exchange result	4,505	-
General administrative expenses	(240)	(200)
	10,053	338

# 22. Related party transactions (continued)

### (b) Transactions with subsidiaries, fellow subsidiaries and other related parties

Amounts included in the statement of financial position in relation to transactions with subsidiaries, fellow subsidiaries and other related parties are as follows:

	2010 TEUR	2009 TEUR
Cash and cash equivalents	2,300	6,649
Time deposits with banks	14,114	12,790
Loans provided	37,549	97,581
Other assets	962	7,573
Debt securities issued	-	(50,833)
Financial liabilities at fair value through profit or loss	(2,427)	(4,337)
Loans received and other liabilities	(2,466)	(2,743)
	50,032	66,680

Amounts included in the statement of comprehensive income in relation to transactions with subsidiaries, fellow subsidiaries and other related parties are as follows:

	2010 TEUR	2009 TEUR
Interest income	5,583	15,703
Interest expense	(2,567)	(3,743)
Fee income	16,170	16,278
Net foreign exchange result	(12,833)	256
General administrative expenses	(19,861)	(23,505)
	(13,508)	4,989

### (c) Transactions with key management personnel

Amounts included in the statement of comprehensive income in relation to transactions with members of key management are short-term benefits comprising salaries and bonuses in amount of TEUR 4,259 (2009: TEUR 3,130). The members of the Board of Directors of the Company are considered as the key management of the Company.

# 23. Audit expenses

Home Credit B.V. and its subsidiaries incurred expenses for the following services provided by KPMG Accountants N.V. and its affiliates:

	2010 TEUR	2009 TEUR
Audit of financial statements Other audit services	988 55	1,424 31
	1,043	1,455

# 24. Segment information

The Company represents one reportable segment that has central management and follows common business strategy. All the revenues are attributed to the Company's country of domicile.

# 25. Subsequent events

On 3 December 2010 the Company entered into a transaction whereby its 100% ownership interest in Home Credit Bank (PJSC) was sold. On 31 January 2011 the transaction was completed and the control over Home Credit Bank (PJSC) was transferred to the purchasing party.

# **Other Information**

Certain information required by Article 392 the Civil Code of the Netherlands, to the extent it is applicable to the Company, as well as the Auditor's Report is included in this part of the Unconsolidated Annual Accounts.

# 1. Profit appropriation

Profits and Distributions are given by Article 23 of the Company's Articles of Associations. The allocation of profits accrued in a financial year shall be determined by the Shareholders' Body. Distribution of profits shall be made after adoption of the annual accounts if permissible under the law given the contents of the annual accounts. The Shareholders' Body may resolve to make interim distributions and/or to make distributions at the expense of any reserve of the Company on proposal of the management board. Distributions may be made only up to an amount which does not exceed the amount of the Distributable Equity and, if it concerns an interim distribution, the compliance with the requirement is evidenced by an interim statement of assets and liabilities as referred to in section 2:216 subsection 4, of the Dutch Civil Code.

No decision or proposal on the profit appropriation has been taken as of the date of the issue of the unconsolidated financial statements.

# 2. Subsequent events

Refer to the Notes to the Unconsolidated Financial Statements, Note 25.

# Independent auditor's report

To: The directors of Home Credit B.V.

### Report on the company financial statements

We have audited the accompanying company financial statements for the year ended 31 December 2010 which are part of the financial statements of Home Credit B.V., Amsterdam, and comprise the company statement of financial position as at 31 December 2010, the company statements of comprehensive income, changes in equity and cash flows for the year then ended and notes, comprising a summary of the significant accounting policies and other explanatory information.

### Management's responsibility

Management is responsible for the preparation and fair presentation of the company financial statements in accordance with International Financial Reporting Standards as adopted by the European Union and with Part 9 of Book 2 of the Netherlands Civil Code, and for the preparation of the management board report in accordance with Part 9 of Book 2 of the Netherlands Civil Code. Furthermore, management is responsible for such internal control as it determines is necessary to enable the preparation of the company financial statements that are free from material misstatement, whether due to fraud or error.

### Auditor's responsibility

Our responsibility is to express an opinion on these company financial statements based on our audit. We conducted our audit in accordance with Dutch law, including the Dutch Standards on Auditing. This requires that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the company financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the company financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the company financial statements 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 entity's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by management, as well as evaluating the overall presentation of the company financial statements.

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

### **Opinion**

In our opinion, the company financial statements give a true and fair view of the financial position of Home Credit B.V. as at 31 December 2010 and of its result and its cash flow for the year then ended in accordance with International Financial Reporting Standards as adopted by the European Union and with Part 9 of Book 2 of the Netherlands Civil Code.

### Report on other legal and regulatory requirements

Pursuant to the legal requirements under Section 2:393 sub 5 at e and f of the Netherlands Civil Code, we have no deficiencies to report as a result of our examination whether the management board report, to the extent we can assess, has been prepared in accordance with part 9 of Book 2 of this Code, and if the information as required under Section 2:392 sub 1 at b - h has been annexed. Further, we report that the management board report, to the extent we can assess, is consistent with the company financial statements as required by Section 2:391 sub 4 of the Netherlands Civil Code.

Amstelveen, 23 March 2011

KPMG ACCOUNTANTS N.V.

M. Frikkee RA