

Poslovanje z nami je *enostavno*. **UniCredit.**

Mi, sodelavci finančne skupine UniCredit Group, se zavzemamo za ustvarjanje vrednosti za naše stranke.

Kot vodilna evropska banka si prizadevamo za razvoj skupnosti, v kateri živimo, za svoje sodelavce pa želimo ustvariti prijazno delovno okolje. Stremimo k odličnosti in si nenehno prizadevamo, da bi bilo poslovanje z nami enostavno.

Te zaveze nam omogočajo oblikovanje trajnostne vrednosti za naše deležnike.

Časi se spreminjajo, a zaveze ostajajo. Iz leta 2009 smo prišli s prenovljenimi cilji in smernicami. Kar je bilo pomembno za nas prej, je danes še bolj pomembno. Gre za naše stranke.

V skladu s takšno usmeritvijo smo v letu 2009 razvili novo poslanstvo, ki še bolj krepi načela in prakse, za katere verjamemo, da so gonilne sile večje osredotočenosti na stranko. V novem poslanstvu izpostavljamo željo, da naj bo bančništvo za naše stranke kar se da enostavno. Ponudimo jim enostavne rešitve, ki naj jim bodo na zanesljiv in učinkovit način podpora pri doseganju njihovih finančnih ciljev.

Temu rečemo »bančništvo za življenje«, kar pomeni, da strankam zagotovimo več kot zgolj finančne storitve. Ponujamo jim podporo ob pravem času in v pravi obliki. Gre za to, da z neposrednim stikom s strankami tesno sodelujemo pri ocenjevanju njihovih konkretnih življenjskih potreb, nato pa uporabimo naše znanje, da jim ponudimo učinkovito storitev z enostavnim poslovanjem brez zapletov.

Verjamemo, da bo naša globoka zavezanost enostavnosti in transparentnosti še naprej prispevala k odličnosti v vsem, kar počnemo. Hkrati pa bo ohranjala in še zviševala zaupanje naših strank – zaupanje, o katerem pričajo primeri na naslednjih straneh.

Letošnje poročilo vsebuje fotografije in osebne zgodbe strank UniCredit Group iz vse Evrope, ki poudarjajo konkretno vlogo našega podjetja v njihovih življenjih. Vsak izmed posameznikov, ki predstavljajo temelj, na katerem gradimo našo skupno prihodnost, nam je zaupal primer, ko smo mu s svojim delovanjem poenostavili življenje.

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Stranka področja
poslovanja s podjetji - Slovenija

**»Ko ste nam v letu
globalne finančne krize
s pomočjo vaše izvrstne
ekipe finančnikov
omogočili realizacijo
ciljne naloge- investicijo
v opremo za proizvodnjo
sladoleda, ste nas dejansko
povezali v skupni EU
prostor. V vašem odnosu
in kalibriranju je čutiti
spoštovanje in odgovornost
do gospodarstva in
gospodarstvenikov.
Hvala.«**

**Z UniCredit
je enostavno.**



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Nagovor predsednika nadzornega sveta

Zaupanje naših (z dokapitalizacijo tudi novih) vlagateljev bomo upravičevali tudi v letu 2010, ko bosta naša najpomembnejša cilja povečanje zadovoljstva strank in prihodkov. S svojim delom bomo potencialnim strankam dokazali, da smo pravi naslov za njihove finančne želje.

Spoštovani!

UniCredit Banka Slovenija d.d. je kljub precej spremenjenim pogojem poslovanja in pravilom na trgu v letu 2009 uspešno uresničevala zastavljeno strategijo na poti doseganja ciljev ter leto 2009 zaključila kot četrta največja banka v Sloveniji.

Gospodarska in finančna kriza je od nas zahtevala spremembe načina odzivanja navzven, do naših strank, pa tudi navznoter, do naših sodelavcev. Zavedamo se, da ni pomembno le, da o spremembah govorimo ali pišemo; naši deležniki morajo te spremembe dejansko občutiti. Šele takrat je naš cilj dosežen. Tudi zato smo v letu 2009 ponovno merili zadovoljstvo strank z nami in z veseljem ugotavljali, da nas doseženi rezultati postavljajo ob bok najboljšim tako v slovenskem kot tudi v evropskem merilu. V Sloveniji smo z rezultatom 95 točk ponovno občutno presegli zadovoljstvo strank konkurenčnih bank, ki znaša v povprečju 76 točk, v evropskem merilu pa smo se uvrstili med 5 odstotkov najboljših bank. Rezultati so nam v ponos in predstavljajo motivacijo za še večjo zavzetost za uresničevanje ambicij naši deležnikov – naših strank, vlagateljev, lokalnih skupnosti, v katerih delujemo, dobaviteljev in seveda naših sodelavcev, ki dnevno udeležajo naše poslanstvo, s katerim želimo postati najboljša banka v vseh pogledih.

Od operativnega prehajamo v strateško razmišljanje in optimizacijo naših delovnih procesov. Želimo namreč v krajšem času narediti več in bolje ter s tem še povečati zadovoljstvo naših strank in biti na poti uresničevanja njihovih ciljev finančni svetovalec prve izbire. Nadaljevali bomo s prenašanjem znanja o finančnih trgih, ki ga soustvarja 170 raziskovalnih analitikov v 15 državah, na poslovne partnerje kot tudi na naše obstoječe in potencialne stranke. S tem želimo pokazati tudi, da nam je vredno zaupati in da naši finančni nasveti temeljijo na skrbnih analizah in specializiranih znanjih.

Finančna skupina UniCredit Group – prisotna v 22 državah z 10.000 enotami in 170.000 sodelavci – je v letu 2009 dosegla povečanje kapitala za 10 milijard evrov brez državne pomoči, in s tem 8,39 % raven temeljnega kapitala Tier 1, kar za nas predstavlja velik uspeh. Pomeni namreč, da smo s svojim delom uspeli prepričati dodatne vlagatelje, da nam z nakupom delnic Skupine zaupajo svoja sredstva.

Zaupanje naših (z dokapitalizacijo tudi novih) vlagateljev bomo upravičevali tudi v letu 2010, ko bosta naša najpomembnejša cilja povečanje zadovoljstva strank in prihodkov. S svojim delom bomo potencialnim strankam dokazali, da smo pravi naslov za njihove finančne želje. Z obstoječimi strankami v segmentu poslovanja s prebivalstvom kot tudi s podjetji pa bomo gradili še tesnejše vezi. Navsezadnje pa želimo podpirati tudi realni sektor, in sicer predvsem s povečanim obsegom kreditiranja. Kljub temu bo naša previdnost pri poslovanju ostala na podobni ravni kot doslej, saj s tem ščitimo naše obstoječe stranke, hkrati pa se je taka politika v preteklosti vedno izkazala za pravilno. Zavedamo se, da si nismo zastavili enostavnih

ciljev. Leto 2010 bo zato leto tranzicije, v katerem želimo povečati tržni delež, poslovati stroškovno še bolj učinkovito, pa vendar ne na račun kakovosti naših storitev.

V začetku leta 2010 smo oblikovali tudi novo poslanstvo, ki je nastalo iz več razlogov. Zaradi negativnega vpliva, ki ga je imela finančna kriza in z njo povezani dogodki na bančno industrijo, se želimo z novim poslanstvom še bolj zavezati našim ključnim vrednotam. Ni posla na svetu, v katerem si lahko uspešen, če ima podjetje slab ugled! Kako ga torej povečati, kako povečati prepoznavnost družbe? Vsekakor to ni kratkoročen projekt. Izhajati moramo iz potreb naših strank, začeti delati spremembe pri sebi, da bi lahko na koncu dosegli pozitivno dojemanje in sprejemanje sprememb pri naših poslovnih partnerjih. Poslanstvo za nas ni samo izjava, temveč je tudi srednjeročen načrt aktivnosti za obdobje naslednjih treh do petih let. V preteklosti smo uspešnost poslovanja merili le s finančnimi kazalci, v treh letih pa želimo povečati tudi ali pa predvsem zadovoljstvo naših strank in ugled, ki ga Banka uživa pri njih. Če slednjega ne posedujemo, nimamo osnovnih pogojev za doseg naših finančnih ciljev.

Zavedamo se vrednosti živega kapitala, naših sodelavk in sodelavcev. Želimo biti dober delodajalec, zadržati najboljše in pridobiti še nove sodelavce, ki bodo s svojo zavzetostjo vzgled ne samo bančni industriji temveč tudi drugim storitvenim dejavnostim. Vemo namreč, da v storitvenih dejavnostih razlika nastaja predvsem v odnosih, ki jih zaposleni gradijo s strankami.

Odličnost želimo dosegati vsak dan, vsako minuto, z vsakim delčkom naše finančne skupine. Pri tem bo ena od naših glavnih prioritet zagotavljanje preprostosti finančnega poslovanja, hkrati z razumljivostjo in uporabnostjo naših nasvetov.

Uspešnost udejanjanja našega novega poslanstva bomo merili. Preverjali bomo, ali gredo naše aktivnostmi v pravo smer in jih prilagajali, če bo potrebno. Naše poslanstvo se mora odraziti v oprijemljivih dejstvih. Šele takrat bomo z rezultati lahko resnično zadovoljni.

Na koncu se želim v prvi vrsti zahvaliti našim poslovnim partnerjem, strankam in vlagateljem, ki so nam zaupali svoja sredstva. Zahvala gre tudi našim dobaviteljem, ker nas s strokovno pomočjo podpirajo in nam pomagajo, da nenehno napredujemo na poti do večjega zadovoljstva naših strank. Predvsem pa iskrena hvala vsem našim sodelavcem, ki se vsak dan v imenu Skupine borijo za pozornost in zaupanje obstoječih ter novih strank. Lokalnim skupnostim, v katerih delujemo, pa obljubljam, da bomo tudi v prihodnje znali prisluhniti njihovim potrebam ter da bomo del sredstev, ki jih pridobimo, vrnili v obliki donacij in sponzorstev tistim, ki jih najbolj potrebujejo.

Federico Ghizzoni
Predsednik nadzornega sveta
UniCredit Banka Slovenija d.d.



Nagovor predsednika uprave

Kljub bistveno spremenjenim in oteženim pogojem poslovanja je UniCredit Banka Slovenija d.d., v primerjavi z ostalimi finančnimi posredniki, zadovoljna z doseženimi rezultati.

Spoštovane dame in gospodje, cenjeni poslovni partnerji!

Dogajanje na domačem kot tudi na svetovnem trgu je v letu 2009 zaznamovala gospodarska kriza, ki je bistveno spremenila pogoje gospodarjenja in imela močan vpliv na dosežene rezultate. Če je bila v letu 2008 pomembna skrb posvečena visoki inflaciji in njenim vplivom na našo konkurenčnost na tujih trgih, je preteklo leto najbolj zaznamoval velik padec stopnje rasti bruto družbenega proizvoda (BDP), ki je zanihala s 3,5 odstotka leta 2008 na -7 odstotkov v letu 2009.

Kje tičijo ključni vzroki za takšen padec gospodarske rasti, rastočo brezposelnost, visok proračunski primanjkljaj in manjšo domačo potrošnjo?

- Slovensko gospodarstvo je zaradi svoje odprtosti v veliki meri odvisno od tujih trgov (predvsem tistih znotraj EU kot tudi od posameznih hitro rastočih gospodarstev). Povpraševanje na teh trgih se je bistveno skrčilo, kar je botrovalo padcu slovenskega izvoza za približno 20 odstotkov in hkrati padcu uvoza za več kot 23 odstotkov. Posledično je Slovenija zabeležila izravnano saldo plačilne bilance, kar je pomemben dosežek, če se le-ta primerja z letom poprej, ko je bil dosežen primanjkljaj na ravni približno 6 odstotkov BDP.
- Zelo globok padec (za več kot 20 odstotkov) beležijo naložbe v osnovna sredstva, ki so v zadnjih letih dosegale celo več kot 30 odstotkov BDP in so bile »generator« rasti slovenskega gospodarstva ter hkrati garant za visoko stopnjo zaposlenosti. Ob tej ugotovitvi moramo dodati, da je bila tako domača kot tudi tuja kreditna podpora naložbam na zelo visoki ravni. Z drugimi besedami, kreditna rast domačega bančnega sistema na letni osnovi v višini 38 odstotkov je doživela vrhunec v letu 2007, vendar je še v letu 2008 presegala 20 odstotkov, medtem ko je v lanskem letu več ali manj zastala. Prav v tem dejstvu se slovensko gospodarstvo bistveno razlikuje od konkurenčnih držav, v katerih ni bilo tako intenzivne kreditne rasti, čeprav je bila grosso modo povsod bistveno večja od načrtovane, vključno v starih članicah Evropske monetarne unije. Želimo poudariti, da so konkurenčna gospodarstva približno enako odprta za mednarodno menjavo kot slovensko, pa kljub temu niso doživela tolikšnega padca BDP kot tudi ne same mednarodne menjave. Visoka kreditna rast, ki jo je Slovenija beležila vse od vstopa v EU leta 2004, je po eni strani botrovala hitri rasti različnih naložb, vzporedno pa je vplivala tudi na večje domače povpraševanje in bistveno višjo cenovno rast nasproti ostalim članicam Evropske monetarne unije.
- V takih razmerah se je pričelo krčiti tudi domače povpraševanje, ki beleži več kot 4-odstotni padec, medtem ko je le javna potrošnja zabeležila rast, in sicer 3,2-odstotno.

- Na trgu dela so se novi pogoji poslovanja odrazili v naraščajoči stopnji brezposelnosti, ki je po kriterijih Mednarodne organizacije dela (ILO) v povprečju dosegla raven 6 odstotkov in ima še vedno trend naraščanja. To dejstvo državo k sprejemanju dodatnih interventnih ukrepov in k socialnim pogajanjem med delodajalci in delojemalci z namenom oblikovati nove socialne dogovore.
- Novi pogoji poslovanja pa so ob vseh negativnih imeli tudi en pozitiven vpliv, in sicer na cenovna gibanja. Le-ta so se ob zmanjšani gospodarski aktivnosti doma in v svetu umirjala, pri čemer je bila povprečna inflacija prvič v samostojni državi pod 1 odstotkom, kajti stabilne cene veljajo za najbolj pravično socialno politiko.

V takšnih gospodarskih razmerah doma in v tujini je bil tudi domači bančni sistem soočen s povsem drugačnimi tržnimi pogoji in predpostavkami kot v zadnjih letih, ko je dosegal visoko kreditno rast in rast bilančne vsote. Med najpomembnejšimi dejavniki, ki so vplivali na bančno poslovanje in na dosežene rezultate, naj omenimo predvsem naslednje:

- Zaradi nezaupanja na finančnih trgih se je t.i. »funding« skrčil na minimum. Z drugimi besedami, dostop do tujih medbančnih virov je bil omogočen le ob garanciji države. Da bi se ohranilo zaupanje med varčevalci in bančnimi finančnimi posredniki, je država prevzela 100-odstotno jamstvo za vse hranilne vloge fizičnih oseb kot tudi malih in srednjih podjetij brez omejitve zgornjega zneska in s časovno omejitvijo do konca leta 2010. Ta rešitev je prispevala k rastočemu moralnemu tveganju na obeh straneh partnerstva, hkrati pa tudi k tekmovanju med bankami, katera bo ponudila višjo obrestno mero za različne vrste hranilnih vlog in si na ta način pridobila več »primarnih virov«, ki jih je v prvi vrsti uporabila za odplačevanje zapadlih kreditnih linij, podrejeno pa tudi za dodatne kreditne vire. V tem dejstvu tiči prvi vzrok za dražje kreditiranje podjetij in prebivalstva.
- Gospodarska in finančna kriza vpliva tudi na obstoječa kreditna in ostala poslovna razmerja, tako med banko in kreditojemalci kot tudi med slednjimi in njihovimi pogodbenimi partnerji. Ob splošnem padcu povpraševanja na trgih prihaja tudi do zamud pri plačilih, nelikvidnosti in celo do nesolventnosti. Na strani bank to posledično povzroča oslabitev terjatev, oblikovanje dodatnih rezervacij in preoblikovanje že veljavnih pogodb tako z vidika časovnega odplačevanja kredita kot tudi drugih kreditnih pogojev. Lahko ugotovimo, da je bil pretežni del bančne aktivnosti in skrbi v letu 2009 usmerjen prav v tovrstno dejavnost, z namenom poiskati ustrezen modus vivendi za oba pogodbeni partnerja. Tovrstne modifikacije kreditnih razmerij in slabitve terjatev v bankah so naslednji temeljni vzrok za višje marže oziroma skupne kreditne stroške.



Nagovor predsednika uprave

- Recesija, ki s seboj prinaša padec gospodarske rasti, je na splošno povečala kreditno tveganje, pri čemer so se analize oportunitetnih stroškov in koristi v zvezi z novimi naložbami dodatno zaostrele. Slednje pomeni, da obstaja manj interesa za naložbe in s tem tudi manj kreditnega povpraševanja. Torej, povečano kreditno tveganje je nadaljnji vzrok za višje kreditne stroške.
- Rast domačega varčevanja v obliki različnih depozitov je bila v letu 2009 za polovico nižja kot leto poprej (približno 5-odstotna), kar je na eni strani posledica nižjih dohodkov prebivalstva kot tudi slabših rezultatov pri poslovanju gospodarskih subjektov.
- Država je na več načinov reševala nastalo situacijo v gospodarstvu in bančništvu. Naj omenimo le nekatere izmed aktivnosti: sprejela je državno jamstvo za vse depozite z veljavnostjo do konca leta 2010; sprejela je posebno »garancijsko shemo«, ki naj bi pospeševala večjo kreditno aktivnost; sama se je zadolžila na evro trgu za 4 milijarde evrov in del tega denarja je namenila v banke, z namenom izboljšati njihovo likvidnost, hkrati pa je s tovrstnim zadolževanjem sama ustvarjala »benchmark« za kreditne stroške tudi nasproti ostalim udeležencem na trgu.

Izhajajoč iz navedenih predpostavk, v katerih je delovalo slovensko gospodarstvo in bančni sektor, lahko ugotovimo, da je v letu 2009 UniCredit Banka Slovenija d.d. s svojimi rezultati dosegla in v nekaterih primerih celo preseгла zastavljene cilje. To potrjujejo tudi naslednji pokazatelji:

- Bilančna vsota je zrasla za 13 odstotkov, kar je v primerjavi z letom poprej bistveno manj, saj je bila leta 2008 zabeležena celo 36-odstotna rast. Z drugimi besedami, bilančna vsota je dosegla raven 3,2 milijarde evrov in uvršča Banko na četrto mesto v Sloveniji. V okviru strukture premoženjske bilance je razvidno, da je Banka povečala financiranje ostalih bank in v bistveno manjši meri podjetij (le z 2-odstotno rastjo), medtem ko je kreditiranje prebivalstva beležilo 14-odstotno rast.
- Leta 2009 je operativni dobiček na enakem nivoju kot prejšnje leto in je dosegel 64,54 milijonov evrov, medtem ko je bil v letu 2008 dosežen rezultat na ravni 64,3 milijone evrov.
- Dobiček Banke pred obdavčitvijo se je več kot prepolovil in dosegel 11,2 milijonov evrov, na eni strani zaradi bistveno skrčenega obsega kreditiranja vseh vrst subjektov v primerjavi z zadnjimi leti, predvsem pa zaradi oslabitev in rezervacij, ki so znašale 17,0 milijonov evrov, kar je približno dvakrat toliko kot leto poprej (7,0 milijonov evrov). Iz takšnih rezultatov izhaja, da je znašal operativni dobiček¹ Banke v letu 2009 dobrih 26,9 milijonov

evrov v primerjavi z letom 2008, ko je le-ta znašal 30,4 milijonov evrov. To pomeni, da je bil padec operativnega dobička le slabih 12 odstotkov, in sicer kljub velikemu padcu rasti bilančne vsote kot tudi celotnega kreditiranja.

- V okviru tako ustvarjenega dobička imajo največji delež čiste obresti, ki so znašale 40,7 milijonov evrov in so bile za 10 odstotkov nižje kot leto poprej, medtem ko so bili neobrestni prihodki na ravni 25,4 milijonov evrov približno 16 odstotkov višji kot leta 2008.
- Različni ukrepi, ki jih je Banka sprejela na področju racionalizacije, so prispevali k zmanjšanju administrativnih stroškov brez amortizacije za 4 odstotke ali natančneje iz 33,0 milijonov evrov v letu 2008 so se znižali na 31,8 milijonov evrov v letu 2009. Stroški za plače so ostali praktično na enaki ravni, in sicer 18,7 milijonov evrov v obeh letih. Celotni stroški poslovanja so padli za 1 odstotek in dosegli znesek 36,2 milijona evrov, medtem ko so v letu 2008 znašali 36,6 milijonov evrov. Pri tem so na rast stroškov najbolj vplivale naložbe v širitev poslovne mreže v drugi polovici leta 2008 v obliki dodatne amortizacije kot tudi stroški za nadgraditvijo informacijskega sistema.

Kljub bistveno spremenjenim in oteženim pogojem poslovanja je UniCredit Banka Slovenija d.d., v primerjavi z ostalimi finančnimi posredniki, zadovoljna z doseženimi rezultati. Tekmeci na trgu so namreč že v letu 2008 zabeležili 34-odstotni padec dobička, medtem ko je UniCredit Banka Slovenija d.d. še vedno dosegla 20-odstotno rast. Za dosežene rezultate gre zahvala najprej vsem našim partnerjem, ki so nam izkazali zaupanje, saj skupaj z njimi Banka dosega prvo mesto na področju poslovanja z izvedenimi finančnimi instrumenti (skoraj 50 odstotkov slovenskega trga), zaseda prvo mesto pri poslovanju na Ljubljanski borzi in ima enega najvišjih deležev tudi pri skrbniških poslih. Prav omenjene kategorije naših aktivnosti so bistveno vplivale na rast neobrestnih prihodkov, ki je bila kljub krizi visoko pozitivna.

Nadaljnja zahvala gre našim lastnikom, finančni skupini UniCredit Group, ki je z dodatnim kapitalom izboljšala našo kapitalsko ustreznost. Slednja je dosegla skoraj 10 odstotkov, s čimer je bila omogočena organska rast Banke.

Zahvala gre vsem članom nadzornega sveta kot tudi članom kontrolnega odbora za vrsto nasvetov in priporočil, ki jih je Banka uporabila pri različnih dnevnih aktivnostih.

Ker sta po več kot desetih letih svoje delo v Banki zaključila dva člana uprave – dr. Heribert Fernau in mag. Stefan Vavti – gre beseda zahvale tudi njima za uspešno sodelovanje v upravi kot tudi z ostalimi člani kolektiva in s člani različnih bančnih teles.

¹ Operativni dobiček je enak dobičku pred obdavčitvijo, povečan za oslabitve in rezervacije.

Cenjene sodelavke in sodelavci, dovolite mi, da se v imenu celotne uprave Banke na koncu zahvalim tudi vsem vam. Z nesebičnim delom, znanjem in prizadevnostjo ste dokazali, da je kriza lahko tudi dodatna priložnost za krepitev zaupanja z obstoječimi in vrsto novih partnerjev ter da je na koncu prav to ob kakovosti naših storitev temeljno jamstvo za doseganje dobrih rezultatov. Vi ste »živ kapital« Banke, ki ima posebno vrednost in predstavlja temeljni kamen za prihodnjo rast in prosperiteto naše Banke kot tudi celotne finančne skupine UniCredit Group.

Vsem iskrena hvala za zaupanje, ki ga bomo krepili tudi v prihodnje, kajti samo z njim bomo dosegali rezultate v zadovoljstvo naših partnerjev, lastnikov in nas samih.

Dr. France Arhar
Predsednik uprave
UniCredit Banka Slovenija d.d.

Ljubljana, marec 2010

Predstavitev UniCredit Banka Slovenija d.d.

Sedež: Šmartinska 140
1000 Ljubljana
Slovenija

Telefon: 00 386 1 5876 600
Brezplačna telefonska številka: 080 88 00
Faks: 00 386 1 5876 684

Povezava: www.unicreditbank.si
Elektronska pošta: info@unicreditgroup.si
Osnovna dejavnost: drugo denarno posredništvo
Šifra dejavnosti: K/64.190
Leto ustanovitve: 1991

Predsednik nadzornega sveta: Federico Ghizzoni
Registrirana: pri Okrožnem sodišču v Ljubljani
št.reg.vl. 1/10521/00

Osnovni kapital: 16.258.321,26 EUR
Matična številka: 5446546

Identifikacijska številka: SI59622806
Poravnavni račun pri Banki Slovenije: 01000-0002900092
Swift: BACXSI22

Organi upravljanja Banke

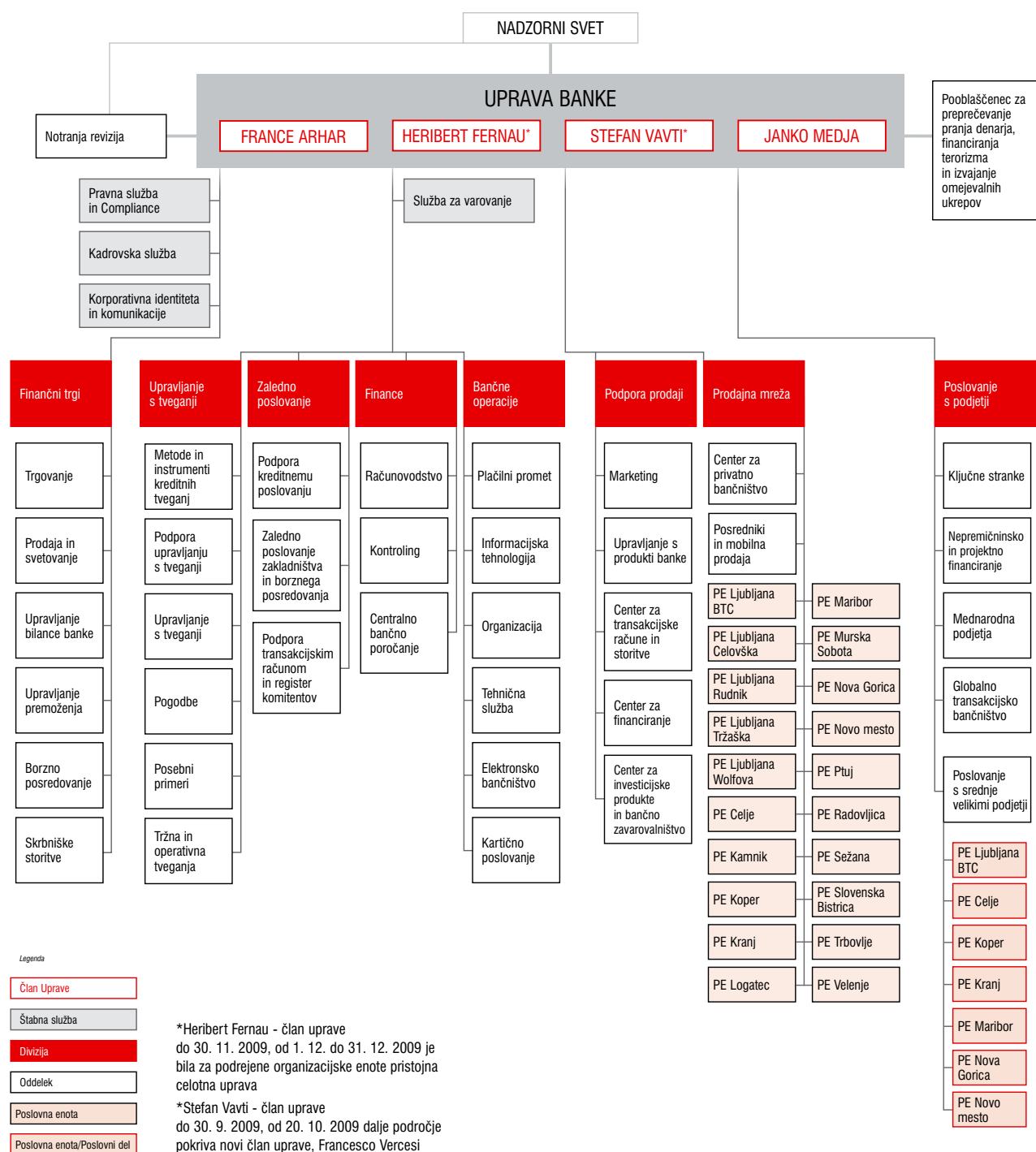
Nadzorni svet

Član	Funkcija	Datum nastopa	Datum prenehanja funkcije
Federico Ghizzoni	Predsednik nadzornega sveta	25. april 2007	n.a.
Herbert Hangel	Namestnik predsednika nadzornega sveta	25. april 2007	n.a.
Martin Klauzer	Član nadzornega sveta	24. april 2007	n.a.
Wolfgang Edelmüller	Član nadzornega sveta	24. april 2007	n.a.
Helmut Haller	Član nadzornega sveta	24. april 2007	9. februar 2009
Franco Andreetta	Član nadzornega sveta	9. februar 2009	n.a.
Giuseppe Verrascina	Član nadzornega sveta	9. februar 2009	n.a.

Uprava

Član	Funkcija	Datum nastopa	Datum prenehanja funkcije
Dr. France Arhar	Predsednik uprave	2. junij 2006	n.a.
Dr. Heribert Fernau	Član uprave	15. januar 2007	30. november 2009
Mag. Stefan Vavti	Član uprave	15. januar 2007	30. september 2009
Janko Medja, MBA	Član uprave	16. september 2008	n.a.
Francesco Vercesi	Član uprave	20. oktober 2009	n.a.

Organizacijska shema



Poslovna mreža

PE Ljubljana BTC

Šmartinska 140, SI - 1000 Ljubljana
Tel.: 01 5876 719

PE Ljubljana Celovška

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

PE Ljubljana Rudnik

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

PE Ljubljana Tržaška

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

PE Ljubljana Wolfova

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

PE Celje

Aškerčeva 14, SI - 3000 Celje
Tel.: 03 4252 479

PE Kamnik

Ljubljanska cesta 4b, SI - 1240 Kamnik
Tel.: 01 8396 500

PE Koper

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

PE Kranj

Na skali 1, SI - 4000 Kranj
Tel.: 04 2018 170

PE Logatec

Tržaška cesta 32, SI - 1370 Logatec
Tel.: 01 7591 940

PE Maribor

Svetozarevska 6, SI - 2000 Maribor
Tel.: 02 2285 320

PE Murska Sobota

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

PE Nova Gorica

Tolminskih puntarjev 2b, SI - 5000 Nova Gorica
Tel.: 05 3383 130

PE Novo mesto

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

PE Ptuj

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

PE Radovljica

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

PE Sežana

Partizanska 37a, SI - 6210 Sežana
Tel.: 05 7314 580

PE Slovenska Bistrica

Trg svobode 21, SI - 2310 Slovenska Bistrica
Tel.: 02 8051 970

PE Trbovlje

Ulica 1. junija 2, SI - 1420 Trbovlje
Tel.: 03 5612 560

PE Velenje

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

Dosežki in dogodki v letu 2009

JANUAR

Preverili zadovoljstvo naših sodelavcev

Raziskava o zadovoljstvu sodelavcev že tradicionalno poteka vsako leto v celotni finančni skupini UniCredit Group. Začeli smo z zbiranjem mnenj sodelavcev o njihovem počutju v Banki in z zbiranjem idej za izboljšanje poslovanja in organizacijske klime. Na podlagi rezultatov smo pripravili akcijski načrt in ga tekom leta uresničevali.

Dva od skladov Pioneer Investments prejela nagrado

Na izboru Naj skladi - Zlati V 2009, ki ga prireja revija Kapital, je Pioneer Investments prejel dve nagradi Zlati V za vzajemna sklada PI Euro Government Bond kot najboljši vzajemni sklad leta 2008 v kategoriji 1 leto - Evropski obvezniški sklad ter PI Dollar Bond kot najboljši vzajemni sklad v kategoriji 1 leto - Globalni obvezniški sklad.

Sodelovali pri izdaji državne obveznice

Republika Slovenija je uspešno prodala referenčno triletno državno obveznico. Sindikat bank, ki so ga vodile JP Morgan, Societe Generale in UniCredit Banka Slovenija d.d., sodelovale pa so še Abanka d.d., BNP Paribas, Dresdner Kleinwort, Deutsche Bank, NLB in RBS, je na evropskem trgu uspešno plasiral državno obveznico. Višina zbranih naročil vlagateljev je več kot dvakrat presegla ponujeno količino obveznice.

FEBRUAR

Uradno odprli poslovne enote v Logatcu, Slovenski Bistrici, Radovljici in v Ljubljani na Rudniku¹.

Odprije in uspešen začetek poslovanja novih poslovnih enot v Logatcu, Slovenski Bistrici, Radovljici in v Ljubljani na Rudniku smo proslavili na uradni otvoritvi, kjer smo nadaljevali z ustaljeno prakso in s sredstvi pomagali lokalnim neprofitnim organizacijam. Donacije v skupni višini 4.000 evrov smo v Logatcu namenili osnovni šoli, Smučarsko skakalnemu klubu in Zavodu za vzgojo in izobraževanje, v Radovljici smo sredstva v enaki višini donirali roketni šoli ter Osnovni šoli A. T. Linhart. Prav tako smo sredstva podarili ob otvoritvi poslovnih enot v Ljubljani na Rudniku lokalni Osnovni šoli Minke Namestnik-Sonje, območnemu združenju Rdečega križa pa smo donirali sredstva ob svečani otvoritvi poslovnih enot v Slovenski Bistrici.

Dva izmed sodelavcev naše Banke med finalisti natečaja Skupine »Naša zavzetost je naša prednost!«

Strokovna žirija finančne skupine UniCredit Group je med več kot tristo prejetimi predlogi sodelavcev iz 22 držav, kjer je potekal natečaj »Naša zavzetost je naša prednost«, izbrala prispevka dveh

naših sodelavcev. Med 30 izbranih finalistov sta se uvrstila Urška Kolar - Štuklek in Efren Maldonado. Slike in sporočila finalistov o tem, kaj zanje pomeni vrednota »zavzetost«, so bili objavljeni v letnih poročilih, ki so jih o svojem poslovanju v letu 2008 pripravile banke, članice finančne skupine UniCredit Group.

Ponudili ugoden stanovanjski kredit za dva

Od začetka leta do konca marca 2009 je v Banki potekala posebna akcija za stanovanjske kredite. Ob lastništvu oziroma ob otvoritvi dveh bančnih paketov so lahko stranke dobile stanovanjski kredit brez stroškov odobritve.

Začeli z dogodkom »Zajtrk z upravo«

Februarja smo izbrane sodelavke in sodelavce prvič povabili na »Zajtrk z upravo«, ki je bil samo ena od aktivnosti, ki smo si jih za izboljšanje interne klime zastavili na podlagi preverjanja zadovoljstva sodelavcev. Na dogodka, ki smo ga tekom leta ponovili še večkrat, so sodelavci, ki sicer nimajo veliko priložnosti za srečanja z vodstvom Banke, lahko delili mnenja o svojem počutju v Banki, o delu in predlogih za izboljšanje s člani uprave.

MAREC

Uradno odprli poslovno enoto v Kamniku

Ob uradni otvoritvi poslovne enote v Kamniku smo donacijo namenili Centru za izobraževanje, rehabilitacijo in usposabljanje Kamnik ter enoti Sneguljčica VVZ Antona Medveda Kamnik. Otvoritve se je udeležila tudi Petra Majdič, ki ji UniCredit Banka Slovenija d.d. že dve leti pomaga s sponzorskimi sredstvi. Vse otvoritve novih poslovnih enot je spremljala tudi posebna ponudba za stranke.

Na tiskovni konferenci predstavili uspešno poslovanje v letu 2008

UniCredit Banka Slovenija d.d. je bila v zadnjih letih med najhitreje rastočimi bankami v Sloveniji in je od leta 2003 več kot podvojila bilančno vsoto. V primerjavi z letom poprej pa je povečala bilančno vsoto za skoraj 36 %; na več kot 2,89 milijarde evrov ob koncu leta 2008. To nas uvršča na četrto mesto na slovenskem trgu po tržnem deležu. Rezultate našega uspešnega poslovanja smo predstavili javnosti na novinarski konferenci isti dan kot finančna skupina UniCredit Group.

Brezplačni dvigi na bankomatih in brezplačna spletna banka

Začeli smo z akcijo Preizkusite nas, v okviru katere smo novim strankam med drugim ponudili brezplačno spletno banko in pol leta brezplačen paket Master Plus.

Vodstvo banke preživelo dan v poslovnih enotah

»Dan v poslovni enoti« je že drugo leto zapored potekal v vseh poslovnih enotah UniCredit Banka Slovenija d.d. Vodje divizij in menedžerji s sedeža Banke so preživeli dan v poslovnih enotah

¹ Vse poslovne enote so bile odprte že leta 2008. Uradno odprtitev tradicionalno izpeljemo mesec dni ali več po uradnem začetku delovanja enote.

po vsej Sloveniji. Ob tej priložnosti so se pogovarjali s sodelavci iz mreže ter prisluhnili mnenju in idejam strank za nadaljnji razvoj bančnih storitev.

Začetek zbiranja zamaškov plasten

S svojimi aktivnostmi želimo pomagati okolju, v katerem delujemo. Sodelavce in stranke smo povabili k zbiranju plastičnih zamaškov, da bi na tak način pomagali pri nakupu invalidskega vozička deklici iz socialno šibke družine. Naši akciji se je kasneje pridružil kar nekaj šol, vrtcev in gostinskih lokalov.

Prejeli nagrado za prepričljivo oglasno sporočilo

Na 18. slovenskem oglaševalskem festivalu (SOF) smo prejeli zlato nagrado za televizijski spot »Morda potrebujete večje stanovanje«.

Izvedli serijo predavanj za člane lokalnih obrtno-podjetniških zbornic

Dogajanje na mednarodnih in lokalnih finančnih trgih pomembno vpliva na poslovne rezultate podjetij. Strokovna srečanja so bila organizirana v devetih mestih in so bila hkrati priložnost za obogatitev ter nadgradnjo poznavanja financ in trenutne situacije na trgu, saj so člani lokalnih obrtnih zbornic svoje izkušnje in vprašanja lahko delili s finančnimi strokovnjaki iz UniCredit Banka Slovenija d.d.

Uspešna vključitev v nov plačilni sistem (SEPA IKP) za domača plačila

S 4. marcem 2009 se je UniCredit Banka Slovenija d.d. vključila v novo vzpostavljeno plačilni sistem SEPA IKP, ki omogoča procesiranje domačih plačil malih vrednosti v skladu s SEPA standardi. Z uporabo SEPA pravil in standardov Banka strankam ponuja bolj učinkovito in standardizirano izvajanje domačega plačilnega prometa.

APRIL

Z varnostnim SMS sporočilom strankam omogočili še bolj varno kartično poslovanje

Od aprila 2009 dalje lahko stranke UniCredit Banka Slovenija d.d. prejema obvestila o svojih kartičnih transakcijah. Ponudili smo jim tri različne pakete storitev; stranka lahko med drugim določi tudi višino transakcij, o katerih želi biti obveščena z varnostnim SMS sporočilom. Da bi se stranke o prednostih storitve lahko prepričale že pred nakupom, smo jim ponudili enomesečno brezplačno poskusno obdobje.

Depozit z do 5-odstotno letno obrestno mero

Pripravili smo ponudbo privlačnih obrestnih mer za depozite. Stranke, ki zamenjajo banko in prenesejo poslovanje na UniCredit Banka Slovenija d.d., lahko pridobijo 5-odstotno fiksno letno obrestno mero za sklenitev depozita za dve leti. Če bo stranka v času vezave sredstva potrebovala, lahko pridobi nadomestna sredstva po posebej ugodnih pogojih.

Razpis štipendij za magistrski program New Europe Master

Finančna skupina UniCredit Group in fundacija Cassamarca sta predstavili program New Europe Master s poudarkom na bančništvu in podjetništvu ter priložnost za 3-mesečno pripravništvo v Skupini. Štipendija v višini do 22.000 evrov je bila namenjena izbranim diplomantom (diploma ali magisterij) in mladim strokovnjakom iz držav srednje in vzhodne Evrope, v katerih je Skupina prisotna s svojimi članicami.

Skupščina delničarjev potrdila razvojni načrt

Na skupščini delničarjev Banke so se med drugim dogovorili o uporabi bilančnega dobička ter temeljih poslovne politike in načrtu razvoja Banke za leto 2009. Sprejeto je bilo letno poročilo notranje revizije o notranjem revidiranju, bilančni dobiček poslovnega leta 2008 pa je bil v celoti razporejen v druge rezerve iz dobička.

Zajtrk finančnih trgov

Stranke in novinarje smo povabili na predavanje dr. Philipa Gisdakisa, ki je govoril o naslednjih temah: ekonomski razvoj in pregled s poudarkom na Evropi, analiza glavnih valut (EUR, USD, CHF), analiza delnic, pregled obrestne mere za evro, analiza surovin; neplemenite kovine, plemenite kovine, nafta. Že večkrat dobro obiskan in med našimi strankami dobro poznan poslovni zajtrk je odprl dr. France Arhar, predsednik uprave UniCredit Banka Slovenija d.d.

MAJ

Novinarska nagrada "Pisanje za SVE" v evropskem "superletu"

Slovenske novinarje smo povabili k oddaji prispevkov v okviru projekta, ki ga organizira naša sestrška banka. Bank Austria in Avstrijska tiskovna agencija (APA) sta namreč tudi v letu 2009 nadaljevali uspešno sodelovanje pri podeljevanju priznanj novinarjem za njihova odlična dela. Že šestič je bila podeljena denarna nagrada v višini 5.000 evrov.

»Minibus veselja« bo mladim zagotovo prinesel veliko pozitivnih izkušenj

Z novoletno donacijo ob koncu leta 2008 smo namesto nakupa novoletnih daril pripomogli k oživitvi projekta ulične vzgoje otrok. Na slavnostni otvoritvi »Minibusa veselja« na Fešti na Fužinah se je mobilni center prvič pripeljal med mlade. Minibus veselja je že v letu 2009 obiskal številne slovenske kraje.²

Skupina UniCredit Group je postala glavni pokrovitelj mednarodnih gostovanj gledališča La Scala

Finančna skupina UniCredit Group je postala ponosni glavni partner mednarodne turneje gledališča La Scala za obdobje od 2009. do

2 Informacije in slikovna gradiva o krajih, ki jih je Minibus veselja že obiskal in namerava obiskati, lahko najdete na: <http://skala.donbosko.si/>

Dosežki in dogodki v letu 2009

2013. leta. S podporo tega emblema odličnosti je Skupina okrepila tudi svojo zavezanost glasbi kot univerzalnemu jeziku, ki povezuje ljudi. Sponzorstvo obenem sovпада tudi z mednarodnim profilom Skupine.

Z depozitom strankam pomagali tudi do ugodnega kredita

Konkurenčne obrestne mere za depozite smo ponudili tudi pravnim osebam. Če bi podjetje potrebovalo sredstva v času vezave, mu bomo zagotovili nadomestna sredstva v enaki višini pod zelo ugodnimi pogoji brez dodatnih stroškov.

Banka Slovenije prižgala zeleno luč za nadaljevanje aktivnosti za uporabo naprednega pristopa (F-IRB) za izračun kapitalске zahteve za kreditno tveganje za segment poslovanja s podjetji

V času od 20. aprila do 22. maja je Banka Slovenije izvedla revizijo aktivnosti v zvezi z uvedbo naprednega pristopa za izračun kapitalске zahteve. Ob zaključku pregleda so predstavniki Banke Slovenije sporočili, da se moramo vsi v Banki zavedati, da je integriranost koncepta kapitalске zahteve naprednega pristopa IRB v vse procese v Banki izrednega pomena za dobro delovanje in poslovanje, trenutna raven te integriranosti v Banki pa je bila ocenjena kot zadovoljiva.

JUNI

Organizirali srečanje gospodarstvenikov

Na grad Jable smo povabili najvidnejše slovenske gospodarstvenike. Med drugim smo tam ugotovili, da bo za nadaljnji razvoj konkurenčnosti slovenskega gospodarstva ključno nastajanje novih poslovnih modelov za premoščanje kriznih razmer ter kot priprava na izkoriščanje priložnosti v času gospodarske rasti. Dogovori med socialnimi partnerji morajo biti fleksibilni, hitrejši in bolj učinkoviti. Prva naloga vlade je, da doseže pozitivno družbeno in gospodarsko klimo ter ustrezne pogoje za dolgoročno konkurenčno gospodarstvo.

Z Last minute potrošniškim kreditom smo pomagali izpolniti počitniške želje

Strankam smo ponudili potrošniški kredit, ki ga je odlikoval hiter postopek odobritve ter poljubno razpolaganje s sredstvi za počitnice ali večje nakupe.

Zbirali smo za potres v Abruzzih

Sodelavci iz UniCredit Banka Slovenija d.d. smo se pridružili pobudi Skupine in z donacijami pomagali pri obnovi stanovanjskih objektov žrtev potresa v Abruzzih.

Novinarjem smo ponudili možnost za srečanje s predsednikom nadzornega sveta

Ob obisku Federicce Ghizzonija v Banki smo prvič organizirali tudi srečanje s predstavniki sedme sile.

JULIJ

Strankam, ki so izgubile zaposlitev, smo omogočili brezplačno vodenje računa

Ena od neprijetnih posledic finančne krize je nedvomno tudi izguba zaposlitve. Strankam, ki so se znašle v tej nezavidljivi situaciji, smo stopili naproti s pobudo, s katero smo jih pozvali, da v poslovno enoto, kjer so odprli račun, najkasneje do konca novembra prinesejo potrdilo o svojem statusu. S tem so si lahko zagotovile brezplačno vodenje transakcijskega računa za obdobje do ponovne zaposlitve oziroma do 31. decembra 2010.

Skupina UniCredit Group postala sponzor UEFA Champions League za naslednje tri sezone

Finančna skupina UniCredit Group je postala ponosni partner UEFA Champions League do leta 2012. UEFA Champions League sodi med najbolj popularna mednarodna nogometna tekmovanja na klubski ravni, ki jih navdušeno spremlja vsak drugi evropski državljan.

Srečanje s plesalci La Scala Balet

Del mednarodne turnee, ki jo je podprla finančna skupina UniCredit Group, je bilo tudi gostovanje La Scala Balet na Ljubljanskem poletnem festivalu. Pred predstavo smo novinarje, ki pokrivajo področje kulture, povabili na tiskovno konferenco, kjer so se nam pridružili najboljši plesalci predstave. Po predstavi so se baletniki udeležili tudi sprejema, ki smo ga pripravili za poslovne partnerje.

Trenta zadonela tudi v 2009

Več kot 150 talentiranih študentk in študentov glasbe iz držav srednje in vzhodne Evrope se je prijavilo na razpis, 23 od njih pa jih je uspešno opravilo vse preizkuse in bilo sprejetih na izobraževanje v Trenti. Bank Austria, članica finančne skupine UniCredit Group, je že deseto leto zapored v sodelovanju z Dunajskimi filharmoniki omogočila izvedbo Mednarodnega glasbenega foruma v Trenti, kjer so nadarjene študentke in študente na mojstrskih tečajih za violino, violo in violončelo ter tečaju komorne glasbe približali zvenu enega najboljših orkestrrov na svetu. Desetdnevno intenzivno delavnico v slovenskem nacionalnem parku v Trenti so tudi tokrat vodili profesorji in najboljši godalci Dunajskih filharmonikov, najboljši udeleženci pa so se jeseni javnosti predstavili tudi na koncertu v znamenitem dunajskem Musikvereinu. Najboljši med njimi bodo dobili možnost angažmaja v orkestru. Doslej je namreč kar nekaj udeležencev Mednarodnega glasbenega foruma v Trenti dobilo mesto v orkestru Dunajskih filharmonikov, veliko drugih udeležencev pa igra v najboljših evropskih orkestrih. Tradicionalni zaključni koncert solistov je konec julija ponovno zadonel v Domu Trenta.

AVGUST

Z naloženim življenjskim zavarovanjem Trio Garant ponudili varno in dolgoročno plemenitenje prihrankov

Strankam smo s produktom Trio Garant ponudili trikratno zaščito:

100-odstotna zaščita vplačanih sredstev, 100-odstotno pokritje inflacije evrskega območja ter 10-odstotni donos na vplačana sredstva. Zagotovili smo jim zavarovalno kritje za primer smrti v višini 110 % vplačanih sredstev z jamstvom zavarovalnice ter udeležbo na potencialnem donosu, ki je vezan na poslovanje največjih evropskih podjetij ter na vrednost zlatega indeksa.

Interno srečanje v nogometnem duhu

Drugi rojstni dan našega novega imena smo praznovali ob Podpeškem jezeru, kjer smo se pomerili v malce drugačnih nogometnih igrah in ročnem nogometu. Najboljšim ekipam in igralcem smo podelili Zlate kopačke, izbrali smo UniCredit Ronaldo, eno Zlato kopačko pa smo podelili tudi članu uprave, Stefanu Vavtiju, za posebne dosežke pri promociji nogometa znotraj Banke. Tradicionalni interni dogodek smo tako povezali s sponzorstvom UEFA Champions League.

SEPTEMBER

Sodelovali pri izdaji 15-letne državne obveznice

Republika Slovenija je bankam HSBC, RBS, SGCIB in UniCredit Banka Slovenija d.d. podelila mandat za vodenje sindikata, ki je organiziral novo referenčno izdajo obveznic Republike Slovenije. V eni uri so skupna naročila presegla 3,9 milijarde evrov, kar je pokazalo izredno velik interes vlagateljev. Organizatorji so donos znižali na 80 bazičnih točk nad obrestno zamenjavo, obseg izdaje pa na 1,5 milijarde evrov.

Predstavili akcijski depozit s fiksno obrestno mero

Začeli smo ponujati posebej ugoden depozit s 4,4-odstotno letno obrestno mero za 30-mesečno vezavo sredstev v evrih, ki je nespremenljiva celotno obdobje vezave in nudi zaščito pred trendom padanja obrestnih mer. K temu smo dodali možnost periodičnega izplačila obresti (mesečno, četrtno, polletno, letno) in dostop do nadomestnih sredstev tudi pred iztekom vezave.

Zmagovalna zgodba Dneva Listine o vrednotah prihaja iz Murske Sobotne

Na Dan Listine o vrednotah smo namenili uro časa našim vrednotam in se pogovarjali o tem, kako vsak posameznik doživlja vrednote Banke, katera se nam zdi najpomembnejša in pri kateri bi se morali izboljšati. Pogovori so se tokrat vrteli okrog dogodkov, skozi katere smo strankam izkazali zaupanje, spoštovanje, vzajemnost, odgovornost ali kjer smo delovali transparentno. Preteklo leto sta bili najbolj izpostavljeni vrednoti zaupanje in spoštovanje, kar je ne nazadnje tudi odraz trenutnega dogajanja na trgu. Sodelavci so zgodbe zapisali in z njimi sodelovali na internem natečaju.

Izdaja dovoljenja za uporabo naprednega pristopa za izračun kapitalne zahteve za operativno tveganje

S 1. septembrom 2009 je bilo za UniCredit Banka Slovenija d.d. izdano

dovoljenje za uporabo naprednega pristopa za izračun kapitalne zahteve za operativno tveganje. Posledica tega ni samo manjša kapitalna zahteva za operativna tveganja, ampak predvsem implementacija visokih standardov upravljanja z operativnim tveganjem.

OKTOBER

Spremembe v upravi

Stefan Vavti, prej član uprave UniCredit Banka Slovenija d.d., odgovoren za prodajno mrežo in podporo prodaji, je odšel na novo delovno mesto znotraj finančne skupine UniCredit Group. Sprejel je izziv, pri katerem bo kot vodja privatnega bančništva Skupine pristojen za razvoj tega segmenta v državah srednje in vzhodne Evrope (SVE), kjer je Skupina prisotna. V upravi Banke ga je nadomestil Francesco Vercesi.

Zmagovalni potrošniški kredit z ugodno obrestno mero v času UEFA Champions League

UniCredit Banka Slovenija d.d. je ponudila Zmagovalni potrošniški kredit, ki ga odlikuje ugodna obrestna mera, ki je do konca maja 2010 še dodatno znižana. V okviru akcije je bil možen najem kredita tudi do višine 20.000 evrov z možnostjo odplačila do 10 let.

Raziskava Euromoney: UniCredit Banka Slovenija d.d. je vodilni ponudnik bančnih storitev na področju upravljanja z denarnimi sredstvi

Euromoney, ugledna mednarodna finančna revija, je na podlagi izvedene raziskave razglasila UniCredit Banka Slovenija d.d. za vodilnega ponudnika bančnih storitev na področju upravljanja z denarnimi sredstvi.

Dan umetnosti v 22 državah

Drugo oktobrsko soboto so bila vrata Slovenskega etnografskega muzeja vsem sodelavcem finančne skupine UniCredit Group široko odprta za ogled treh razstav. Obiskovalci so si lahko ogledali stalno razstavo z naslovom Med naravo in kulturo, ki predstavlja zakladnico slovenske in zunaj evropske dediščine vsakdana in praznika z več kot 3.000 razstavljenimi predmeti. V vsaki državi, kjer so prisotne članice skupine UniCredit Group, so sodelavci tako lahko na Dan umetnosti obiskali vsaj enega izmed izbranih muzejev.

NOVEMBER

Naložbeni dvojček

Strankam s presežnimi sredstvi smo ponudili akcijske obrestne mere za depozite v evrih z ročnostjo 6, 12 ali 24 mesecev. Zmagovalno kombinacijo sta v sklopu akcije predstavljala depozit in ERGO naložbeno življenjsko zavarovanje. Razpršitev sredstev je tako prinesla potencialno bolj varno plemenitenje prihrankov tudi v negotovih časih.

Dosežki in dogodki v letu 2009

Uveljavitev Zakona o plačilnih storitvah in sistemih

S 1. novembrom 2009 je stopil v veljavo nov Zakon o plačilnih storitvah in sistemih, ki je v slovenski prostor prenesel evropsko direktivo o plačilnih storitvah. Banka je uspešno prilagodila pogoje poslovanja novim zahtevam ter strankam zagotovila še večjo transparentnost in kakovost storitev.

DECEMBER

Ponovno spremembe v upravi

Z decembrom je s svojim delom na položaju člana uprave UniCredit Banka Slovenija d.d. formalno zaključil dr. Heribert Fernau. Dolžnosti, vezane na opravljanje njegove funkcije, so se namreč uradno iztekle. Do nadaljnjega ostaja uprava UniCredit Banka Slovenija d.d. tričlanska.

Otrokom bomo poiskali nadomestne babice in dedke

Tudi konec leta 2009 smo namesto nakupa novoletnih daril sredstva namenili otrokom iz socialno šibkih družin. Z donacijo jim bomo omogočili letovanje, na katerem si bo vsak od otrok lahko izbral svojega nadomestnega dedka ali babico, ki bo z otrokom ohranil stik in ga bodril tudi v prihodnosti. Aktivnosti, ki jih izvajamo skupaj z Zvezo prijateljev mladine, so se začele že v decembru. Takrat smo v vseh enotah v Sloveniji zbirali igrače in pripomočke za ustvarjanje, da bi z njimi prinesli nasmeh na usta otrokom ob prehodu v novo koledarsko leto.

Kreativni otroci naših sodelavk in sodelavcev

V decembru smo z otroci naših sodelavk in sodelavcev uživali v kreativnosti ob izdelovanju voščilnic pod mentorstvom prostovoljk Zveze prijateljev mladine. Predstavniki Zveze, ki jim letos namenimo našo novoletno donacijo, so se z veseljem odzvali na naš predlog za pripravo tovrstne delavnice.

Gospodarsko okolje v letu 2009

Recesija, ki se je začela v zadnjem četrtletju leta 2008, je presegla še tako črnogledne napovedi. Gospodarska rast Slovenije, ki je še v letu 2007 znašala kar 6,8 % na letni ravni, je v letu 2008 padla na 3,5 % predvsem zaradi zadnjega četrtletja, ko smo v Sloveniji prvič v času trajanja te recesije zabeležili negativno rast (-0,8 %) bruto domačega proizvoda (BDP) na letni osnovi. Napovedi gospodarske rasti v Republiki Sloveniji za leto 2009, ki so bile še jeseni leta 2008 pozitivne, pa so se januarja začele hitro obračati v negativno smer. V prvem četrtletju leta 2009 smo tako zabeležili -8,2-odstotni padec rasti na letni ravni, v drugem četrtletju je bil ta že -9,2-odstotni in v tretjem -8,3-odstotni. Zadnja ocena Urada za makroekonomske analize in razvoj (UMAR) glede gospodarske rasti v Sloveniji za leto 2009 v celoti je sedaj -7,3 %, skromne pa so tudi napovedi za prihodnja leta. UMAR namreč napoveduje gospodarsko rast v višini 0,9 % v letu 2010 in 2,5-odstotno rast v letu 2011. Takšne napovedi ne prinašajo bistvenega olajšanja, saj so napovedane stopnje rasti blizu napovedi povprečne rasti za območje Evropske ekonomske in monetarne unije (EMU). V Sloveniji smo namreč v preteklih letih beležili bistveno višjo gospodarsko rast kot v območju EMU in smo imeli za cilj 2 odstotni točki višjo rast kot v Evropski uniji (EU).

Bančni sektor je že v letu 2008 beležil občuten padec rasti kreditiranja nebančnega sektorja in s tem nakazoval zastoj ekonomije. Rast teh posojil je ob koncu leta 2007 znašala kar 40 %, v 2008 pa smo beležili konstanten padec stopenj rasti v tem segmentu (oktobra 2008 je padla že na 23 %), novembra 2009 pa je znašala le še 1,4 %.

Pri posojilih prebivalstvu je bila stopnja rasti v letu 2009 podobna tisti iz leta 2008, pri čemer pa je že ta bila več ko pol manjša kot v letu 2007. Stanovanjska posojila so v letu 2009 do novembra zrasla za 15,8 %, medtem ko je ostal znesek potrošniških posojil praktično nespremenjen. Bilanca bančnega sektorja se je glede na leto 2007 bistveno spremenila predvsem v izbiri naložb bank, kjer se je izrazito povečala stopnja rasti naložb v vrednostne papirje in bistveno zmanjšala rast kreditne aktivnosti bank nebančnemu sektorju.

Bilančna vsota bančnega sektorja je od začetka leta 2009 do konca novembra 2009 znašala 6,8 %, višina dobička pred obdavčitvijo pa je za kar 41 % nižja kot leta 2008.

Predpostavke UMAR in napovedi izbranih mednarodnih ustanov za gospodarsko rast v letih 2009 in 2010

	2009				2010			
	UMAR Sep 09	IMF Okt 09	OECD Nov 09	UniCredit Dec 09	UMAR Sep 09	IMF Okt 09	OECD Nov 09	UniCredit Dec 09
EMU	(3,9)	(4,2)	(4)	(3,9)	0,4	0,3	0,9	0,9
Nemčija	(4,8)	(5,3)	(4,9)	(4,8)	0,9	0,8	1,4	2
ZDA	(2,8)	(2,7)	(2,5)	(2,5)	0,9	1,5	2,5	1,8
Velika Britanija	(4,7)	(4,4)	(4,7)	(4,6)	(0,3)	0,9	1,2	1,3

Vir: UMAR jesenska napoved (September 2009), UniCredit Group Friday notes
Opomba: IMF- Mednarodni denarni sklad; OECD- Organizacija za ekonomsko sodelovanje in razvoj

Letna stopnja inflacije je sledila trendu gospodarske rasti. Od sredine leta 2008 se je mesečna stopnja inflacije zniževala in julija 2009 na medletni ravni dosegla negativno stopnjo. Po tem je sledil preobrat, saj se je novembra 2009 inflacija, merjena po HICP, občutno povečala. Na medletni ravni je znašala že 1,8 %, decembra pa celo 2,1 %, kar je predvsem posledica gibanja cen energentov. Za leto 2010 pričakujemo nadaljnjo rast cen. UMAR v svoji jesenski napovedi predvideva, da bo v letu 2010 medletna inflacija konec leta narasla na 2,0 %, pri čemer bo povprečna stopnja inflacije v tem letu 1,5 %. V letu 2011 naj bi se po tej napovedi konec leta inflacija dvignila na 2,7 % na medletni ravni.

Operativni stroški sektorja so bili do novembra 2009 nižji kot v enakem obdobju lani, medletna rast stroškov dela pa ni presegla enega odstotka. Donosnost bančnega sistema je s 6,3 % znašala le nekaj več kot polovico predlanske v enakem obdobju.

Lokalni borzni trg (indeks SBI20) je v letu 2009 zabeležil 11,41-odstotno rast, ki pa je bistveno zaostajala za rastjo na večjih svetovnih trgih (DAX: 19,5 %; DOW: 15,6 %; FTSE: 18,5 %).

Promet na borzi je glede na leto 2008 upadel za 29,7 %. Kljub občutni korekciji tečajev v letu 2008 ostaja P/E razmerje na ravni 23,6 relativno visoko, pri čemer je pomembno dejstvo, da so kotirajoča slovenska podjetja imela v povprečju večji upad čistega dobička kot njihovi evropski tekmeči. Delež tujih vlagateljev na Ljubljanski borzi vrednostnih papirjev je v letu 2009 znašal 7,4 %.

Gospodarsko okolje v letu 2009

Makroekonomski kazalci za Slovenijo v obdobju od 2004 do 2009

	2004	2005	2006	2007	2008	2009
BDP (letna rast v %)	4,3	4,3	5,9	6,8	3,5	(7,8)
Inflacija (letno povprečje v %)	3,2	2,3	2,8	5,6	2,1	1,8
Proračunski primanjkljaj (v % BDP)	(2,2)	(1,4)	(1,2)	0,5	(1,8)	(5,9)
Stopnja brezposelnosti po standardih ILO	6,3	6,5	6	4,5	4,4	5,7*

Vir: Statistični urad RS

*ocena UMAR

Gospodarska slika leta 2009 in napovedi za leto 2010 dajejo le malo prostora za izraziti optimizem glede razvoja bančnega trga. Omejevanje stroškov, počasna rast in nizke stopnje dobičkov bodo tudi v prihodnje zaznamovali bančni sektor in gospodarstvo nasploh. V takšnem okolju bo v bankah bolj kot kdaj koli prej poudarek na kakovostni oceni in upravljanju tveganj. Ni namreč nobenega dvoma, da bo gospodarstvo za ponovno doseganje rasti potrebovalo večjo podporo in dejavnost bančnega sektorja.

Poslanstvo, vizija in strategija

Naša zavzetost je naša prednost

V finančni skupini UniCredit Group je naše najmočnejše orodje prav trdna in neomajna zavzetost – za naše stranke, za naše zaposlene, za naše vlagatelje, za lokalne skupnosti, v katerih poslujemo, pa tudi zavzetost za spoštovanje naših temeljnih vrednot, spoštovanje kulture, doseganje visoke kakovosti v vsem, kar počnemo, in zavzetost za trajnosten uspeh našega podjetja.

V okviru finančne skupine UniCredit Group to zavzetost uresničujemo vsakodnevno, skozi prizadevanja in znanje naših 170.000 zaposlenih v 22 državah, ki skupaj tvorijo največjo bančno mrežo v Srednji in Jugovzhodni Evropi.

Predano vlagamo v graditev novih odnosov s strankami in prevzemamo aktivno vlogo v lokalnih skupnostih. Ob zasledovanju poti trajnostne rasti je Banka v zadnjih nekaj letih nenehno zaposlovala nove ljudi in tako postajala zanesljiv in privlačen delodajalec za lokalno okolje.

Poslanstvo in vizija

Naše poslanstvo je oblikovati nov način poslovanja v bančništvu skozi prizadevanje, da našim strankam ponudimo inovativne rešitve. Naša vizija je osredotočati se na ljudi kot posameznike, kar bomo dosegli s prizadevanjem, da povečamo njihov potencial ter jim pomagati uresničiti njihove načrte in ideje.

Trdno verjamemo, da ima vsak posameznik pravico in odgovornost oblikovati svojo lastno prihodnost. Finančna znanja zaposlenih v Banki lahko pomagajo posameznikom in podjetjem pri oblikovanju njihove prihodnosti kot tudi pri doseganju polnega potenciala. Banka si prizadeva dosegati dobičkonosno in trajnostno rast na način, ki prinaša koristi družbi kot tudi vsem našim deležnikom.

Vrednote

Skupek vrednot, ki si jih delimo vsi zaposleni v finančni skupini UniCredit Group, temelji na poštenosti kot pogoju trajnosti, kar omogoča, da dobiček preoblikujemo v vrednoto za vse naše deležnike. Znotraj finančne skupine UniCredit Group delujemo po naslednjih vrednotah, ki izhajajo iz naše Listine o vrednotah:

- Poštenost – imamo enoten visok standard za vse, kar počnemo; le-ta se uporablja za vse enako in brez diskriminacije.
- Zaupanje – ljudje si delimo skupen kodeks vrednot, ki je podlaga vsemu, kar počnemo. Le-ta je trden temelj našega ugleda in gradi zaupanje v podjetje, ki je ključnega pomena za dobičkonosno, trajnostno rast.
- Spoštovanje – nenehno si prizadevamo pridobiti spoštovanje, po

drugi strani pa ga z veseljem izražamo tistim, ki si ga zaslužijo.

- Preglednost – trudimo se, da je vse, kar počnemo, vedno pošteno, relevantno in odkrito.
- Vzajemnost – aktivno si prizadevamo pomagati posameznikom okoli sebe, pri čemer verjamemo, da bomo tudi sami deležni enake pomoči.
- Svoboda delovanja – gojimo kulturo odprtosti, ki našim ljudem omogoča uresničevanja njihovega potenciala ter jih spodbuja k doseganju višjih ciljev za naše stranke in deležnike.

Privrženost tem vrednotam razumemo kot predpogoj za ohranjanje zaupanja do Banke ter njenega ugleda.

Upravljanje na osnovi vrednot ter preglednost rezultatov

Celotno upravljanje in delovanje Banke temelji na upoštevanju naštetih vrednot. V skladu z usmeritvijo finančne skupine UniCredit Group je Banka vzpostavila sistem ekonomske dodane vrednosti (EVA- Economic value added) kot glavno merilo uspešnosti poslovanja. EVA meri prispevek dobička nad stroški kapitala in se ne uporablja le na ravni celotne Banke pač pa tudi pri posameznih odločitvah o kreditih. EVA je danes standardno merilo uspešnosti poslovanja, ki združuje tako rast na podlagi razvoja sredstev uteženih s tveganjem in potrebne razporeditve kapitala kot tudi izboljšanja dobičkonosnosti kot gonilne sile vrednosti.

Banka si zato prizadeva vlagati kapital v tiste poslovne segmente, produkte in storitve, kjer je mogoče doseči najvišjo dodano vrednost. Preglednost oblikovanja vrednosti in/ali upadanja vrednosti je ključnega pomena za trajnostne rezultate.

Divizijski poslovni model

Poslovni model finančne skupine UniCredit Group temelji na specializaciji za določene segmente strank. Za poslovne dejavnosti, kot so investicijsko bančništvo, trgovanje, mednarodno poslovanje s podjetji ali upravljanje sredstev, je očitno, da so potrebe strank, storitveni modeli ali tržni segmenti medsebojno bolj podobni izven meja države kot pa znotraj domače tržne aktivnosti. Kljub temu verjamemo, da enako velja tudi za poslovanje s prebivalstvom v okolju industrializiranega bančništva, vendar ob hkratnem upoštevanju lokalnih tržnih posebnosti.

V skladu z našim poslanstvom je glavni cilj Banke zadovoljiti potrebe vsake posamezne stranke v skladu z idejo, da je celotno poslovanje lokalno, skozi neomejene ali standardizirane produkte. Pri oblikovanju in razvoju izdelkov skušamo iz članstva v Skupini doseči

Poslanstvo, vizija in strategija

ekonomijo obsega na strani prihodkov kot tudi na stroškovni strani in pri dobičku. Posledično tudi organiziranost Banke sledi standardom Skupine in omogoča prenos znanj in dobrih praks.

Naša konkurenčna prednost je tudi v tem, da lahko servisiramo stranke skozi široko mrežo bank, ki so vodilne na lokalnih trgih. Sposobni smo podpreti mednarodne stranke Skupine, ki so prisotne na slovenskem trgu, kot tudi slovenske stranke pri njihovih prizadevanjih za širitev poslovanja v tujini. Na področju trgovanja in investicijskega bančništva so naša konkurenčna prednost kompetence in povezovanje z oddelkom trgovanja in investicijskega bančništva znotraj finančne skupine UniCredit Group.

Pri upravljanju s sredstvi si pomagamo z znanjem podjetja Pioneer Investments, ki je eden vodilnih igralcev v globalnem merilu.

Globalna divizija bančnih storitev v okviru finančne skupine UniCredit Group nam zagotavlja podporo pri ohranjanju stroškovne učinkovitosti in pri odkrivanju sinergij skozi harmonizacijo informacijske tehnologije, nabavo na ravni Skupine in načrtovanje procesov.

Trajnostni uspeh

V UniCredit Banka Slovenija d.d. smo prepričani, da je mogoče finančne cilje doseči le s trajnostnim razvojem ob upoštevanju naslednjih načel:

- Prizadevamo si graditi dolgoročne odnose s strankami in v našem sistemu nagrajevanja upoštevati zadovoljstvo strank.
- Raznolikost: želimo uporabiti najrazličnejše talente naših zaposlenih, ne glede na njihovo starost, spol, versko opredelitev, zdravje ali spolno usmeritev.
- Družbena odgovornost: želimo biti predan in koristen član lokalnih skupnosti, kar uresničujemo tudi z našimi sponzorskimi dejavnostmi.
- Ekološka trajnost: pri poslovanju dajemo velik pomen ekološki trajnosti. Spodbujamo in podpiramo zavedanje o medsebojni odvisnosti okoljevarstvenih tematik in bančništva.
- Izobraževanja, spodbude in sistem nagrajevanja so namenjeni temu, da naši zaposleni uberejo podjetniško pot in pri tem ustvarjajo ravnotežje med delom in prostim časom.

Finančni rezultati

Splošen pregled poslovanja

Leto 2009 je bilo predvsem leto, ki je vseskozi prinašalo veliko mešanih občutkov zaradi negotovosti ob vse bolj zaostrojuči se finančni krizi. Temu primerno se je prilagodila tudi Banka, ki se je v takšnih razmerah znašla na novi preizkušnji. Po eni strani smo izboljševali stroškovno učinkovitost, po drugi strani pa smo zaradi poslabšanja gospodarskih razmer in posledičnega slabšanja kreditnega portfelja oblikovali dodatne slabitve.

Nizka likvidnost bančnega sektorja in nezaupanje med bankami sta prispevala k podražitvi in omejitvam financiranja. Država se je medtem večkrat aktivno vpletla in z izdajami obveznic skušala stabilizirati slovenski bančni sektor, ki je medtem bistveno zmanjšal svojo pripravljenost na prevzemanje novih tveganj. Vpliv nižjih obrestnih mer je ob tem pritiskal na nižje neto obrestne prihodke.

Ne glede na takšno makroekonomsko okolje in težave, s katerimi se je srečala bančna industrija v letu 2009, je bilo poslovanje UniCredit Banka Slovenija d.d. uspešno. Banka je sicer prvič po petih letih zmanjšala operativni dobiček¹. Le-ta je leta 2009 znašal 26,86 milijonov evrov, kar pomeni zmanjšanje za 3,54 milijone evrov oziroma za 11,6 %.

Leta 2009 je operativni dobiček na enakem nivoju kot prejšnje leto in je dosegel 64,54 milijonov evrov, vendar je Banka še vedno dosegala dobre rezultate na vseh poslovnih področjih. Skladno s pričakovanji se je razvijala donosnost osnovne dejavnosti poslovanja s strankami. Zaradi splošnih gospodarskih razmer in prilagajanja konkurenci, ki je vodila zelo ostro cenovno politiko pri depozitih, je Banka upad prihodka na obrestnih prihodkih uspešno nadomestila z večjimi neobrestnimi prihodki.

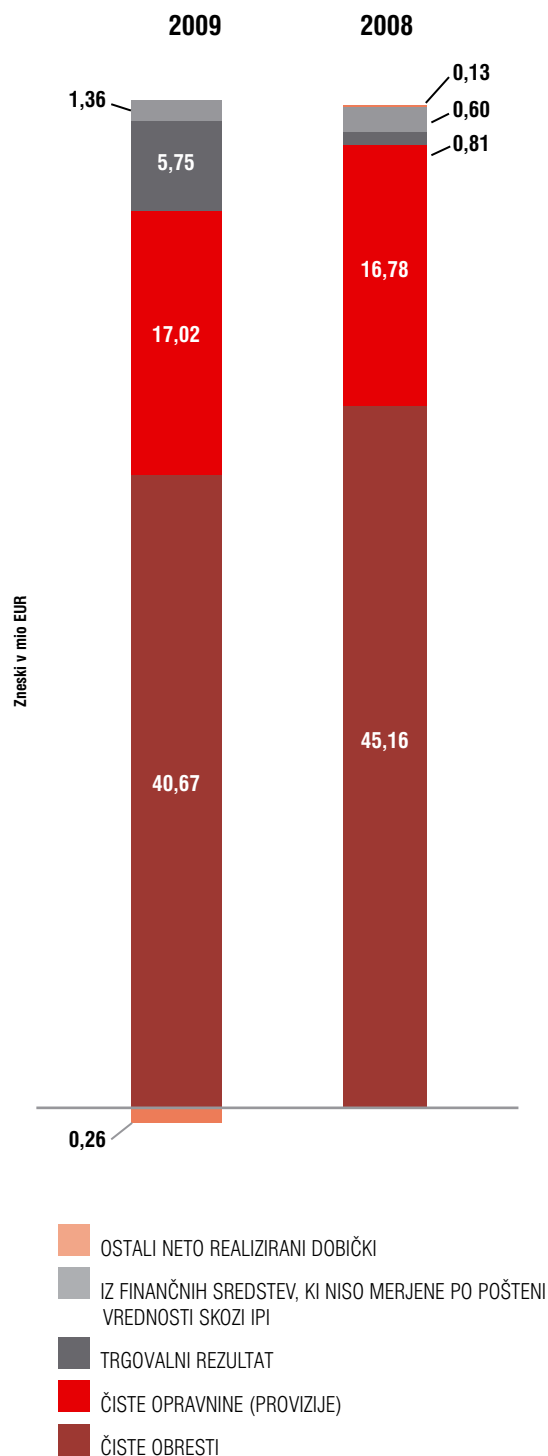
Skladno z načeli upravljanja in optimiziranja dodane vrednosti se je Banka osredotočila na strukturno izboljšanje rezultatov. Tako kot tudi že v prejšnjih letih se je Banka osredotočila na posle, za katere ni potrebno zagotavljati veliko kapitala, kot so denimo bančne storitve in poslovanje s strankami. Pri odobravanju novih kreditov je Banka poskušala doseči minimalno maržo, ki krije vse stroškovne dejavnike in hkrati zagotovi zahtevani donos na kapital. Oblikovanje vrednosti se meri po ekonomski dodani vrednosti (EVA). V vrednosti EVA se upošteva tudi trgovni rezultat, ki je imel leta 2009 pozitiven učinek na vrednost.

Izkaz poslovnega izida za leto 2009

Čiste obresti so se v primerjavi s preteklim letom zmanjšale z 45,16 milijonov evrov na 40,67 milijonov evrov, kar pomeni 9,9 % upad.

¹ Operativni dobiček je enak dobičku pred obdavčitvijo, povečan za oslabitve in rezervacije.

OPERATIVNI PRIHODKI



Finančni rezultati

Postavka vključuje tudi prihodek od dividend, ki je v letu 2009 znašal 1,64 milijonov evrov, v letu 2008 pa 0,04 milijona evrov. V letu 2009 so bili glavni razlog za nižje obrestne prihodke predvsem nižje obrestne mere na trgu. Kljub dejstvu, da so bile marže pri kreditih prebivalstvu pod velikim cenovnim konkurenčnim pritiskom in v znamenju povečanih stroškov likvidnosti, je Banka povečala prihodek od marž pri kreditih zaradi spremenjenih pogojev poslovanja. Marže na kreditih podjetjem so v letu 2009 še naprej raste in so prevzele povečane stroške likvidnosti, ki jih je Banka plačevala. Prihodek iz naslova marž pri depozitih se je zaradi zaostrenih konkurenčnih razmer in boja bank za sredstva zmanjšal in občutno prispeval k nižjim čistim obrestim.

Čiste provizije so v letu 2009 zrasle za 1,4 % in dosegle 17,02 milijonov evrov (leta 2008, ki je bilo rekordno leto, 16,78 milijonov evrov). Razlog za takšno zvišanje so rešitve »po meri« ter prizadevanja Banke za inovacije, kar je posledično prineslo privlačne produkte in konkurenčne storitve. Provizije iz naslova poslov z vrednostnimi papirji in skrbniških poslov so se kljub gospodarski krizi povečale za 9,14 % in so tako znašale 3,53 milijonov evrov.

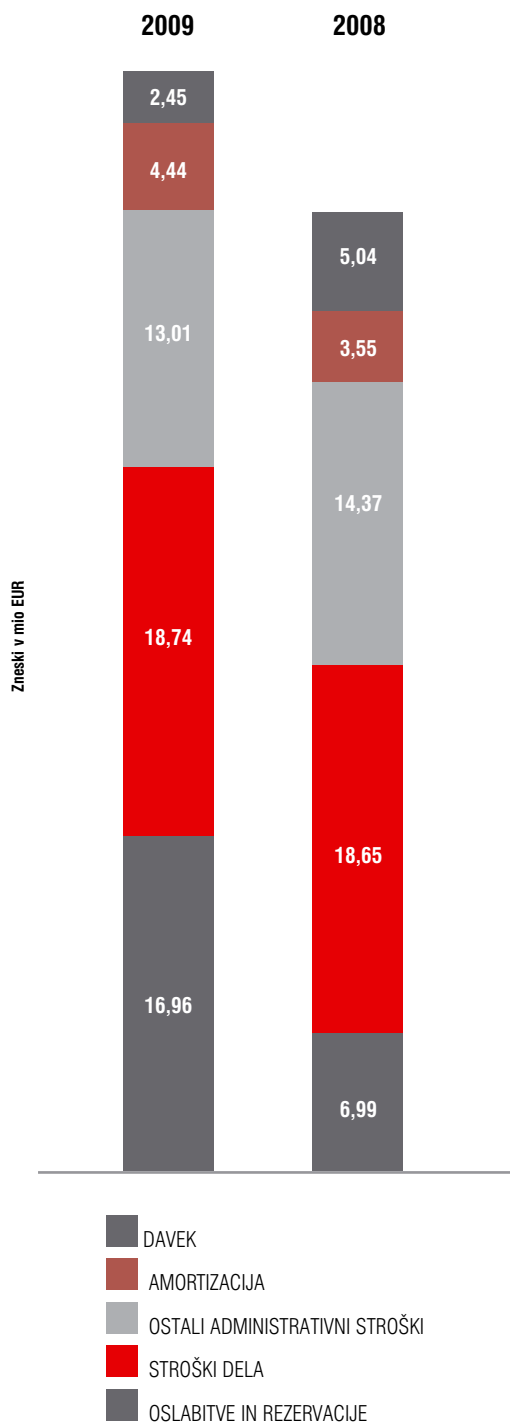
Provizije od kreditnih poslov so se s 4,84 milijona evrov v letu 2008 povečale na 6,28 milijonov evrov v letu 2009. Poleg povečanega obsega poslovanja in prestrukturiranja obstoječih poslov je eden od razlogov za pozitiven razvoj tudi dejstvo, da so se v bančnem sektorju provizije za odobravanje kreditov povečale in temu ustrezno se je prilagodila tudi Banka. Provizije od plačilnega prometa v državi in s tujino so bile v skladu s pričakovanji Banke na podobni ravni kot leto poprej. Tako so te provizije v letu 2009 znašale 5,11 milijona evrov, medtem ko so bile v letu 2008 na ravni 5,04 milijonov evrov.

Realizirani dobički iz finančnih sredstev in obveznosti, ki niso merjeni po poštenu vrednosti skozi izkaz poslovnega izida, so znašali 1,36 milijona evrov, kar v primerjavi z letom 2008 pomeni zmanjšanje za 0,24 milijona evrov.

Znotraj te pozicije Banka izkazuje rezultat prodaje kapitalskih naložb in obveznic, razpoložljivih za prodajo kot tudi odpise vrednosti kreditov, pripoznanih po metodi veljavnih obresti in o njihovih poplačilih. Rezultat prodaje finančnih sredstev, razpoložljivih za prodajo, je dosegel v letu 2009 vrednost 1,43 milijona evrov (2008: 1,32 milijona evrov) in se nanaša predvsem na prodajo delnic, pridobljenih iz unovčevanja zavarovanj kreditov.

Trgovalne dejavnosti divizije Finančni trgi za račun Banke se odražajo v izkazu poslovnega izida v pozicijah »dobički/izgube iz finančnih sredstev in obveznosti, namenjenih trgovanju«, »dobički/izgube iz finančnih sredstev in obveznosti, pripoznanih po poštenu vrednosti skozi izkaz poslovnega izida« in »čisti dobički/izgube iz tečajnih razlik«. To vključuje tako dobiček iz trgovalne dejavnosti za račun Banke kot tudi dobičke, ustvarjene iz poslovanja z izvedenimi

ODHODKI



finančnimi instrumenti za stranke, kar lahko razumemo kot maržo brez tveganja. Trgovalni rezultat se je v letu 2009 občutno izboljšal in dosegel 5,75 milijona evrov (v letu 2008 je le-ta znašal 0,81 milijonov evrov). Strma rast je posledica zmanjševanja kreditnih razponov za vse razrede sredstev na obvezniškem trgu. Pozicioniranje na krivulji donosnosti je imelo tako za posledico znatne dobičke iz trgovanja z obrestnimi merami. K skupnemu trgovalnemu rezultatu so pozitivno prispevali tudi posli menjave valut kot tudi prodaja izvedenih finančnih instrumentov strankam.

Znotraj pozicije »dobički in izgube iz odprave pripoznanja sredstev brez kratkoročnih sredstev v posesti za prodajo« Banka poroča o dobičkih in izgubah iz odprave pripoznanja nepremičnin, opreme in neopredmetenih sredstev. Za leto 2009 Banka za pozicijo poroča o izgubi v višini -0,37 milijona evrov (2008: izguba v višini -0,08 milijona evrov).

Kljub povečevanju obsega poslovanja so se v letu 2009 administrativni stroški in amortizacija Banke zmanjšali za 0,37 milijonov evrov. Zaposlovanje novih ljudi se je ob odprtju 5 novih poslovalnic v 2009 umirilo, saj je Banka na drugi strani nenehno povečevala svojo produktivnost in učinkovitost ter tako bila brez večjih potreb po novih delovnih mestih. Poleg tega se je Banka v letu 2009 osredotočila na marketinške dejavnosti, ki so podprle širitev mreže poslovalnic in povečevale prepoznavnost blagovne znamke UniCredit. Banka je ob tem svoje administrativne stroške upravljala skrbno in previdno. V letu 2009 so administrativni stroški z amortizacijo znašali skupaj 36,19 milijonov evrov (2008: 36,56 milijonov evrov), kar pomeni zmanjšanje v višini 0,37 milijona evrov oziroma 1,0 %.

Stroški zaposlenih so se povečali z 18,65 milijonov evrov v letu 2008 na 18,74 milijonov evrov v letu 2009. Razmerje variabilnega in fiksnega dela stroškov se je nekoliko spremenilo, saj so se plače zaposlenih kot posledica prilagoditve zaradi inflacije in dodatka za preteklo delo povečale, na drugi strani pa je Banka zaradi spremenjenih in negotovih tržnih razmer zmanjšala del stroškov dela, ki se nanaša na variabilno nagrajevanje. Ob koncu leta 2009 je Banka imela 504,8 zaposlenih za polni delovni čas (2008: 500,9 zaposlenih), povprečno pa je v tem letu za Banko delalo 500,6 zaposlenih za polni delovni čas (2008 464,9 zaposlenih).

Ostali administrativni stroški so se v letu 2009 zmanjšali za 1,36 milijona evrov na 13,01 milijonov evrov, saj si Banka intenzivno prizadeva upravljalati svoje stroške.

Amortizacija se je s 3,55 milijone evrov v letu 2008 povečala na 4,44 milijone evrov v letu 2009, kar predstavlja 25,2 % porast in odraža povečane naložbe Banke v infrastrukturo v prejšnjem letu.

UniCredit Banka Slovenija d.d. skuša zmanjšati izgube zaradi

oslabitev finančnih sredstev z najsodobnejšimi tehnikami za obvladovanje tveganj in z osredotočanjem na stranke z visoko kreditno sposobnostjo. V letu 2009 je oslabitev sredstev, vključno z rezervacijami, znašala 16,96 milijonov evrov (2008: 6,99 milijonov evrov), kar pomeni povečanje v višini 9,97 milijonov evrov in je posledica prilagajanja tržnim razmeram in vodenju konzervativne politike upravljanja s kreditnimi tveganji.

Čisti dobiček iz tečajnih razlik je znašal 4,77 milijonov evrov in je skoraj identičen kot v letu 2008, ko je znašal 4,75 milijonov evrov.

V letu 2009 je Banka dosegla dobiček pred obdavčitvijo v višini 11,25 milijonov evrov v primerjavi s 23,53 milijonov evrov v letu 2008, kar pomeni zmanjšanje v višini 12,28 milijona evrov.

V okviru odhodkov za davke v višini 2,45 milijonov evrov (2008: 5,04 milijone evrov) Banka beleži tekoče davke v višini 1,94 milijonov evrov (2008: 5,51 milijone evrov) in iz naslova odloženih davkov v višini 0,51 milijona evrov (2008: dobiček v višini 0,46 milijona evrov).

Čisti dobiček poslovnega leta znaša 8,80 milijonov evrov v primerjavi z 18,48 milijonov evrov v letu 2008, kar predstavlja zmanjšanje v višini 9,69 milijona evrov.

Bilanca stanja za leto 2009

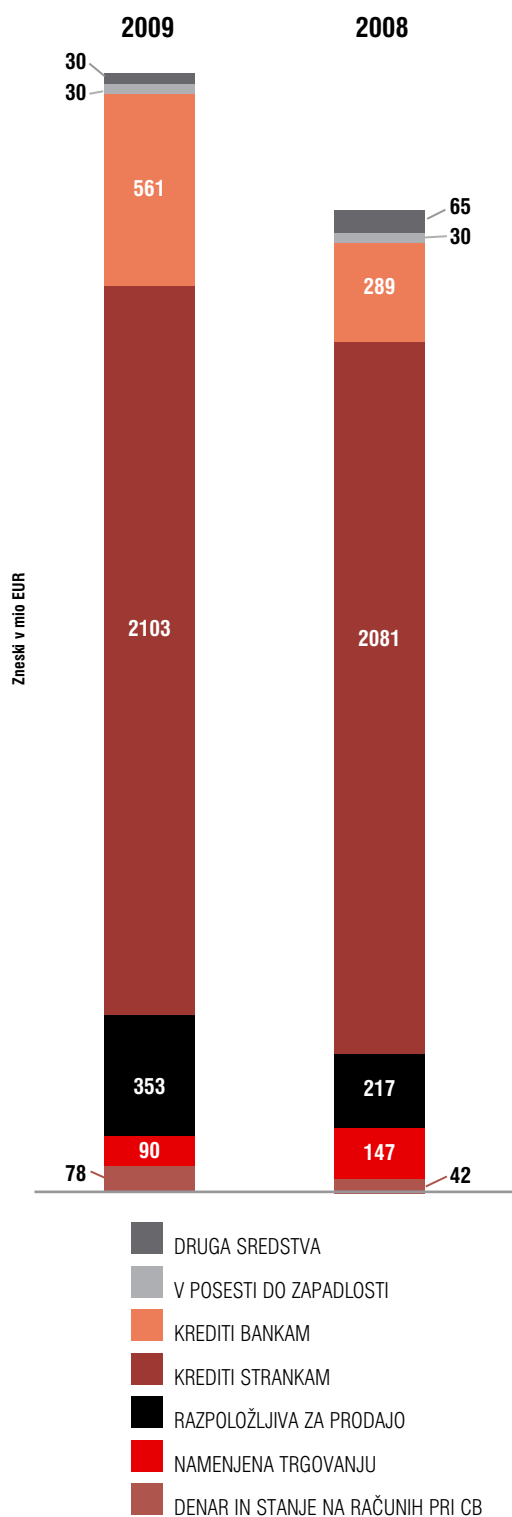
V skladu s svojo strategijo je UniCredit Banka Slovenija d.d. zavezana k dobičkonosni rasti. Posledično pa Banka ne verjame, da je rast bilančne vsote sama po sebi dobro merilo poslovanja. Leta 2009 je Banka povečala bilančno vsoto za 376,13 milijonov evrov ali za 13,0 % na 3.267,37 milijonov evrov. Glavni razlogi za to povečanje so naslednji:

- Soočena z likvidnostno krizo, se je Banka odločila ohraniti več sredstev pri centralni banki kot tudi pri Bank Austria AG, ki je likvidnostno središče za Slovenijo. Namen teh ukrepov je bil zagotoviti dovolj denarnih sredstev v kateremkoli trenutku. Vloge bank so se povečale za 335,42 milijonov evrov.
- Rast kreditov strankam, ki niso banke, se je v primerjavi z rekordnimi preteklimi leti umirila. Tako so se tovrstni krediti povečali za 32,47 milijonov evrov (2008: 469,23 milijonov evrov).
- Finančna sredstva, razpoložljiva za prodajo, so se povečala za 135,22 milijonov evrov in sedaj znašajo 352,61 milijonov evrov. Največji del povečanja je rezultat unovčenja zavarovanj kreditov v obliki vrednostnih papirjev.

»Denar v blagajni in stanje na računih pri centralni banki« se je v letu 2009 povečal za 36,12 milijonov evrov na 78,02 milijonov evrov, kar je posledica globalne likvidnostne krize.

Finančni rezultati

FINANČNA SREDSTVA



* Postavka »Kreditni strankam« vključuje tako kredite, merjene po odplačni vrednosti, kot tiste, merjene po pošteni vrednosti skozi izkaz poslovnega izida.

Za prodajo razpoložljiva finančna sredstva so se posledično povečala v letu 2009 z 217,39 milijonov evrov na 352,61 milijonov evrov. Pozicija je sestavljena iz kapitalskih naložb Banke, likvidnega portfelja, pozicij kreditnih razponov pri obveznicah podjetij in bank ter delnic v podjetjih, katere ima Banka namen prodati, saj jih je pridobila kot rezultat unovčenja zavarovanj kreditov.

Posojila in terjatve do bank so se povečale z 289,45 milijonov evrov v letu 2008 na 561,13 milijonov evrov v letu 2009 kot posledica globalne finančne krize in namere Banke, da ohranja več likvidnih sredstev kratkoročno na voljo. Posojila in terjatve do strank, ki niso banke, so se zvišali z 2.064,46 milijonov evrov na 2.096,92 milijonov evrov do konca leta. Povečanje je bilo zmerno predvsem zaradi manjšega povpraševanja po kreditih in zaradi splošnih gospodarskih razmer.

Finančne naložbe v posesti do zapadlosti, kjer ima UniCredit Banka Slovenija d.d. obveznice lokalne banke, so znašale 29,77 milijonov evrov in so primerljive z letom 2008, ko so znašale 29,72 milijonov evrov.

Povečanje opredmetenih osnovnih sredstev in neopredmetenih sredstev z 19,54 milijonov evrov na 22,15 milijonov evrov odraža naložbe Banke v poslovno infrastrukturo.

Zmanjšanje z 62,66 milijonov evrov na 27,51 milijonov evrov pri drugih sredstvih je v glavnem posledica terjatev v obračunu iz naslova prodaje vrednostnih papirjev.

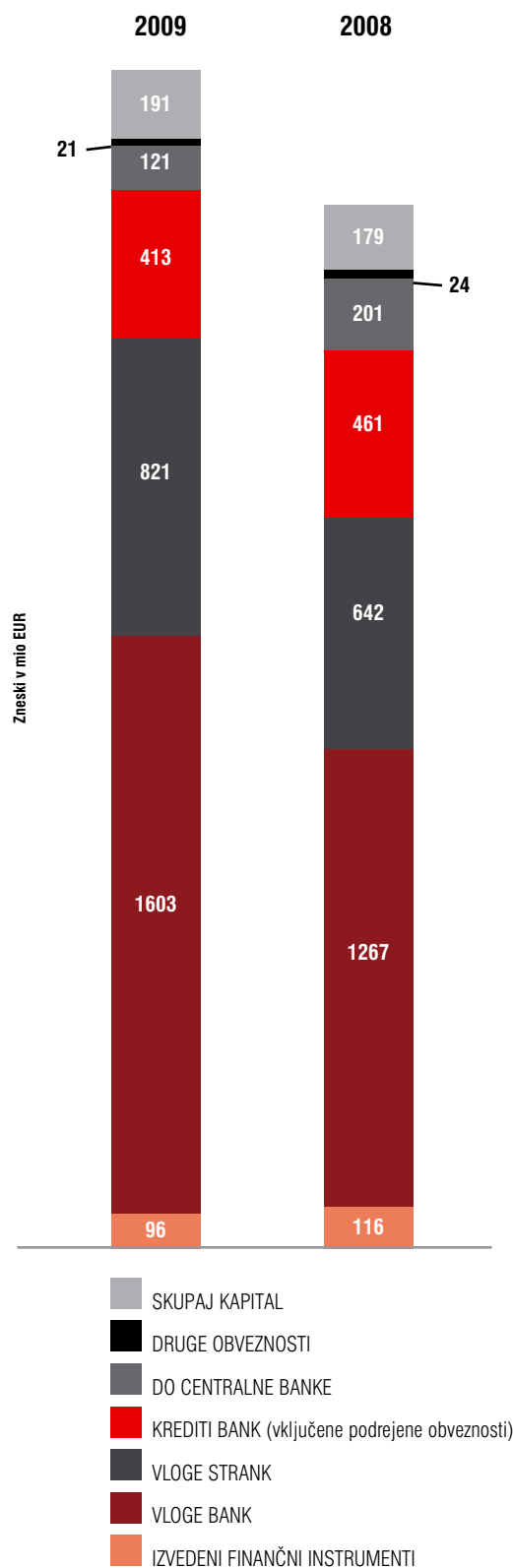
Finančne obveznosti do centralne banke so znašale 120,63 milijonov evrov in so se v primerjavi z letom 2008 zmanjšale za 80,10 milijonov evrov ter so odražale znesek repo transakcij, ki jih je Banka sklenila s centralno banko iz razlogov financiranja.

Finančne obveznosti, namenjene trgovanju, so se v letu 2009 zmanjšale za 27,46 milijonov evrov in dosegle vrednost 81,77 milijonov evrov. Pozicija je sestavljena izključno iz negativne tržne vrednosti izvedenih finančnih instrumentov, s katerimi Banka trguje s strankami.

Povečanje na strani sredstev je bilo večinoma financirano s finančnimi obveznostmi, merjenimi po odplačni vrednosti, ki so se zvišale s 2.370,38 milijonov evrov v letu 2008 na 2.836,58 milijonov evrov ob koncu leta 2009.

Posojila in vloge strank, ki niso banke so se povečale za 178,47 milijonov evrov na 820,75 milijonov evrov. Da bi ohranila dovolj kapitala in spoštovala uredbe Banke Slovenije glede kapitalске ustreznosti, je Banka v letu 2009 prejela podrejeno posojilo v višini 10 milijonov evrov, ki skupaj s podrejenim dolgom iz leta 2008 znaša 30,13 milijonov evrov.

FINANČNE OBVEZNOSTI



Delniški kapital se je v letu 2009 povečal za preneseni dobiček iz leta 2008. Zaradi financiranja prihodnje rasti in tudi zato, da bo delovala skladno s predpisi Banke Slovenije, ki se nanašajo na kapitalsko ustreznost, bo Banka zadržala celotni dobiček leta 2009 in ne bo izplačala dividend. Delniški kapital znaša 191,22 milijonov evrov (2008: 179,17 milijonov evrov).

Poslovanje Banke na različnih segmentih

Poslovanje s prebivalstvom in malimi podjetji

SPLOŠEN PREGLED

Leto 2009 je bilo za UniCredit Banka Slovenija d.d. na področju poslovanja s prebivalstvom in malimi podjetji leto največjih preizkušenj in izzivov hkrati. Na eni strani so se posledice ekonomske krize predvsem v prvem in drugem četrtletju odrazile v nižji sposobnosti komitentov Banke odplačevati svoje kreditne obveznosti. Izguba službe oziroma nižji dohodki pri prebivalstvu ter izguba naročil in slabša plačilna disciplina pri malih podjetjih so resno ogrozili osebne oziroma podjetniške finance marsikateremu komitentu Banke. Zato smo z razumevanjem prisluhnili strankam ter jim s strokovnim nasvetom in raznimi vrstami prestrukturiranj finančnih obveznosti pomagali prebroditi najhujše. Na drugi strani pa je bilo posledice krize čutiti tudi skozi precej nižje povpraševanje po kreditnih produktih s strani komitentov v primerjavi z letom poprej.

Kljub temu pa je leto 2009 prineslo tudi določene priložnosti, ki jih je UniCredit Banka Slovenija d.d. ponovno s pridom izkoristila. Skupno število komitentov smo povečali na več kot 80.000 ter bili ponovno izbrani za banko, s katero so stranke na slovenskem bančnem trgu najbolj zadovoljne.

Naše najmlajše poslovne enote v Sežani, Slovenski Bistrici, Logatcu, Radovljici, Kamniku in v Ljubljani na Rudniku so uspešno zaključile svoje prvo leto poslovanja in uspele prepričati že več kot 2.500 novih komitentov. Pozitivni odzivi slednjih nam dajejo še dodatno zaupanje in prepričanje v strategijo nadaljnjega širjenja poslovne mreže v prihodnje.

SEGMENTI IN PRODUKTI

V letu 2009 se je tako prebivalstvu kot malim podjetjem znižala sposobnost rednega odplačevanja kreditnih obveznosti. Posledica tega dejstva so višje oblikovane rezervacije Banke iz naslova kreditnega tveganja. Slednje so v letu 2009 znašale 6,165 milijonov evrov, kar je za 70,28 % več kot v letu 2008. Čeprav so prihodki iz naslova kreditiranja zrastle za 18,7 %, iz naslova poslovanja z malimi podjetji pa za 4,6 %, so bili skupni realizirani prihodki iz poslovanja s prebivalstvom in malimi podjetji nižji za 6,42 % v primerjavi z letom 2008. Glavni razlog za padec skupnih prihodkov so predvsem nižji prihodki iz prodaje depozitnih produktov, kar pa je posledica nizkih referenčnih obrestnih mer ter dodatne cenovne konkurence bank za primarne vire.

Segment fizičnih oseb

Že tradicionalno konkurenčni kreditni ponudbi smo v letu 2009 ob bok postavili več privlačnih ponudb naložbenih produktov. Komitentom smo najprej prisluhnili z atraktivno ponudbo klasičnih vezanih depozitov, predvsem tistih z ročnostjo nad 12 mesecev. Kljub

močni konkurenci nam je tako v letu 2009 uspelo zbrati kar za 15.646 milijonov evrov vezanih depozitov, kar je za 9,79 % več kot leto poprej. Nadpovprečno uspešni smo bili nato pri ponudbi naložbenih življenjskih zavarovanj v sodelovanju s partnersko zavarovalnico ERGO. V letu 2009 smo tako prodali 926 zavarovalnih polic. S ponudbo upravljanja premoženja smo na koncu uspeli prepričati še najzahtevnejše komitente, ki so nam v upravljanje zaupali že 4,4 milijone evrov. Skupaj z individualnim strokovnim finančnim nasvetom ter z vzajemnimi skladi Pioneer sedaj svojim komitentom lahko ponudimo zaokroženo paleto naložbenih produktov in storitev.

Morda za marsikoga nekoliko presenetljivo, ugotavljamo, da kriza najmanj vpliva na prodajo stanovanjskih hipotekarnih kreditov. V tem segmentu smo predvsem v zadnjem četrtletju leta 2009 zabeležili rekordno visoko povpraševanje in prodajo. Zahvaljujoč razmeroma ugodnim obrestnim meram se je precej komitentov odločilo izkoristiti priložnosti na nepremičninskem trgu. Tako na našem tradicionalno najmočnejšem področju beležimo 16,76-odstotno rast obsega prodaje ter v skladu z dolgoročnim načrtom povečanje tržnega deleža na 12,3 % po stanju konec decembra 2009.

Segment malih podjetij

V letu 2009 so mala podjetja več povpraševala po kratkoročnih kreditnih produktih za potrebe refinanciranja obratnega kapitala kot po dolgoročnih investicijskih produktih. Kljub temu, da je skupni kreditni obseg ostal na ravni ob koncu leta 2008, 73,7 milijonov evrov, smo v letu 2009 relativno odobrili več kratkoročnih kreditov za potrebe financiranja obratnega kapitala (+7 %).

Tudi zaradi prenovljene ponudbe paketov transakcijskega bančništva smo bili nadpovprečno uspešni pri pridobivanju novih komitentov. Skupno število komitentov je tako že preseglo 5.100, kar pomeni 30-odstotno rast v primerjavi z letom 2008.

OBETI

V letu 2010 še ni pričakovati konca finančne in ekonomske krize, kar pomeni, da bodo osredotočenost in ključni cilji Banke na področju poslovanja s prebivalstvom in malimi podjetji podobni kot v letu 2009. Še naprej se bomo aktivno in ažurno trudili reševati finančne izzive komitentov, ki bi lahko dodatno poslabšali njihovo sposobnost odplačevanja kreditnih obveznosti. Prizadevanje za ohranitev kakovosti kreditnega portfelja ostaja ena izmed naših glavnih prioritet.

Pa vendar leto 2010 pričakujemo predvsem z realnim optimizmom, kar pomeni, da želimo izkoristiti priložnosti začetka konca omenjene krize. Z dodatnimi finančnimi viri želimo podpreti dobre nepremičninske naložbe za namene reševanja stanovanjskega problema v segmentu prebivalstva, kot tudi dobre naložbe v razvoj novih produktov, v širitev proizvodnih zmogljivosti ter v nove trge komitentov v segmentu malih podjetij.

Na drugi strani pa želimo komitentom s presežnimi denarnimi sredstvi ponuditi naložbene načrte »po meri«, ki jim bodo prinašali ob pričakovanih donosih minimalno tveganje. Optimalna kombinacija naložb v vezane in strukturirane depozite, v Pioneer sklade ter ERGO naložbena življenjska zavarovanja ter nenazadnje v upravljanje premoženja bi morala zadovoljiti še tako visoka pričakovanja naših komitentov.

V letu 2010 bomo okrepili alternativne prodajne kanale, prav tako pa se intenzivno pripravili na nov val širjenja prodajne mreže po vsej Sloveniji.

Poslovanje s podjetji

SPLOŠEN PREGLED

Spremenjeno makroekonomsko okolje in negativna gospodarska rast, ki je znašala okrog -7,8 odstotkov, sta v letu 2009 zaznamovali celotno gospodarstvo. Ta gibanja so v enaki meri vplivala tudi na segment bančnega poslovanja s podjetji. V prvem četrtletju leta 2009 je finančna kriza v razvitih gospodarstvih dosegla dno. Spremljali so jo vse težje razmere v realnem sektorju in pesimizem ter zaskrbljenost podjetij glede obetov za prihodnost. Na slovenskem bančnem trgu so takšne razmere bankam onemogočale normalen proces refinanciranja, kar je gospodarstvo občutilo kot kreditni krč. Bančni sektor je poostрил kriterije za odobritve kreditnih poslov. Nadaljeval se je trend zviševanja obrestnih marž, hkrati pa so banke za podaljševanje obstoječih poslov zahtevale kvalitetnejše oblike zavarovanja. Obrestni prihodki so še naprej pridobivali na pomenu v primerjavi z neobrestnimi.

Kot posledica številnih ukrepov centralnih denarnih oblasti v smeri povečevanja likvidnosti in ukrepanja posameznih gospodarskih velesil s fiskalnimi instrumenti so se razmere v drugi polovici leta 2009 začele umirjati. Začetek okrevanja realnega sektorja so z optimizmom pozdravili finančni trgi. Tudi razmere na medbančnem trgu so se začele izboljševati. Zaradi pomanjkanja dobrih projektov na trgu in nenaklonjenosti bank k tveganju v tem obdobju ni prišlo do rasti obsega kreditiranja gospodarstva. Neustrezne strukture financiranja podjetij v preteklosti so potisnile banke v položaj, ko so se predvsem ukvarjale z reprogramiranjem obstoječih kratkoročnih finančnih obveznosti strank.

Odsotnost obrestnega diferenciala in povečanje nihanja menjalnega tečaja med švicarskim frankom in evrom sta zmanjšala privlačnost zadolževanja v švicarskih frankih. Za celotno leto 2009 je bila značilna zgodovinsko najnižja raven obrestnih mer.

Navkljub zelo težkim razmeram je UniCredit Banka Slovenija d.d. na področju poslovanja s podjetji v letu 2009 ponovno dosegla dobre rezultate in z vidika ustvarjenih prihodkov ponovno

preseгла zastavljene načrte. Prihodki Banke so tako bili 4 odstotke nad načrti in 12,3 odstotkov nad rezultatom iz leta 2008. Rast prihodkov na področju poslovanja z velikimi slovenskimi podjetji je bila kar 37-odstotna. Banka je tako uspela zadržati svoj tržni položaj, kar v danih razmerah in ob bolj konzervativni politiki Banke na področju kreditnega tveganja (kjer smo bistveno povečali ustrezne rezervacije) pomeni velik uspeh.

SEGMENTI IN PRODUKTI

Skupni tržni delež Banke na področju posojil podjetjem je ostal bolj ali manj nespremenjen. Slednje je v glavnem posledica konzervativne politike Banke, ki je podlaga za temeljito presojanje bonitete podjetij in pomeni, da v številne posle zaradi tveganja, ki ni usklajeno z našo poslovno politiko, nismo vstopili. V prihodnje se bomo trudili izpolniti pričakovanja podjetij, seveda pa bomo sodelovali le v poslih, katerih razmerja med donosom in tveganji bodo na ustrezni ravni.

Pri virih sredstev do pravnih oseb smo v letu 2009 zabeležili rast v višini 4 %. Najbolj se je obseg depozitov povečal v segmentu nepremičninskega in projektnega financiranja, kjer smo dosegli 162-odstotno rast glede na prejšnje leto in v segmentu poslovanja s srednjimi podjetji, kjer smo zabeležili 45-odstotno rast.

Obseg kreditov do pravnih oseb je bil 3 % manjši glede na preteklo leto. Rast smo uspeli doseči le v segmentu srednje velikih podjetij, in sicer 9-odstotno glede na leto 2008.

Število transakcij tujega plačilnega prometa na področju elektronskih nalogov se je povečalo za 6 %, na področju domačega plačilnega prometa pa za 8 %. Prihodki iz naslova opravljenega plačilnega prometa so se v letu 2009 zmanjšali za 14 odstotkov glede na prejšnje leto.

Zaradi težavnih in nepredvidljivih razmer na finančnih trgih so podjetja v letu 2009 preusmerila pozornost nazaj na osnovno dejavnost. Tako so bile stranke manj naklonjene izvedenim finančnim instrumentom, ki pomagajo zniževati blagovna, tečajna in obrestna tveganja. Kljub temu pa je Banka na tem področju preseгла svoje načrte ter pri skupnem tržnem deležu teh poslov utrdila vodilni položaj na slovenskem trgu.

Banka je nadaljevala s poglobljanjem znanj o produktih in storitvah na zahtevnem in kompleksnem področju projektnega financiranja in se že uveljavlja kot eden izmed pomembnejših igralcev v tem segmentu trga.

OBETI

UniCredit Banka Slovenija d.d. bo tudi v prihodnje sledila ambicioznim ciljem na področju poslovanja s podjetji, in sicer:

- z nadaljnjo rastjo prihodkov, donosnosti in izboljšanjem razmerja

Poslovanje Banke na različnih segmentih

med prihodki in povprečno tehtano tvegano aktivo,

- z zvišanjem zadovoljstva strank v primerjavi z drugimi bankami in glede na preteklo obdobje,
- z ohranitvijo oziroma doseganjem vodilnega mesta na področju produktov, kot so upravljanje z denarnimi sredstvi, instrumenti za zmanjševanje tveganj, izdaja obveznic, projektno financiranje in drugih,
- z izboljšanjem notranjih procesov v smislu večje učinkovitosti poslovanja in še večje kakovosti storitev za stranke,
- z razvijanjem znanj, izkušenj in zadovoljstva ekipe, kar je pogoj za dolgoročno uspešnost.

Pričakujemo, da bo bančno okolje v letu 2010 ostalo konkurenčno, izboljšanje makroekonomskega okolja in gospodarske klime doma in po svetu pa bo prispevalo k boljšim pogojem poslovanja. Predvidena pozitivna rast bruto domačega proizvoda (BDP) v Sloveniji bo botrovala ugodnejšim, vendar še vedno zahtevnim razmeram za poslovanje podjetij. Banke bodo pri financiranju novih poslov še naprej zadržane, vendar pa bo za dobre projekte vseeno mnogo več interesa na strani posojilodajalcev. Bančni sektor kot celota bo glede obsega kreditnih poslov spet izkazoval rast, povprečne obrestne marže pa se bodo v drugi polovici leta ustale na razmeroma visoki ravni. Podjetja bodo namreč poročala o slabših poslovnih rezultatih za leto 2009, kar bo zanje podražilo ceno denarja. Banke bodo morale oceniti, katere stranke bodo na daljši rok uspešne in s katerimi strankami želijo graditi dolgoročen partnerski odnos. Za banke bo pomembna njihova sposobnost odkriti dobre nove posle in zagotoviti ustrezno strukturo njihovega financiranja.

Kljub napovedi zanemarljive gospodarske rasti, nadaljevanja razmer nizkih obrestnih mer in konzervativne politike na področju kreditiranja bo Banka še naprej usmerjena k stabilni in vzdržni rasti poslovanja, zagotavljanju kakovostnih storitev za stranke in preseganju zastavljenih poslovnih načrtov.

Finančni trgi

Divizija Finančni trgi je odgovorna za dejavnosti Banke na področju trgovanja z valutami, obrestnimi merami in dolžniškimi vrednostnimi papirji, prodajo zakladniških produktov strankam ter izdajo dolžniških vrednostnih papirjev. Poleg tega Divizija strankam ponuja tudi skrbniške storitve, storitve borznega posredovanja in storitve upravljanja premoženja. Področje torej povezuje finančne trge s strankami in Banko. Zahvaljujoč svoji integrirani platformi je divizija Finančni trgi odgovorna tudi za ohranjanje odnosov s finančnimi institucijami. Takšna organizacija omogoča hiter odzivni čas in natančno prepoznavanje potreb strank v tem segmentu, ki je izjemno tržno občutljiv.

SPLOŠEN PREGLED

Šoki, ki so sledili propadu investicijske banke Lehman Brothers septembra 2008, so v letu 2009 postopoma ponehali in povrnila se je pripravljenost na prevzemanje tveganj, skupaj z likvidnostjo kreditnih trgov v drugi polovici leta. Kljub temu je na mnoge produktne linije še vedno negativno vplivalo pomanjkanje povpraševanja, zlasti na področju strukturiranih naložbenih rešitev in strategij za zmanjšanje tveganja. Kljub tem težkim razmeram na trgu je diviziji Finančni trgi uspelo doseči prepričljiv uspeh, saj je zabeležila 8,25 milijona evrov prihodkov. Bruto dobiček iz poslovanja² je znašal 4,1 milijona evrov, razmerje med stroški in dobičkom je znašalo 50,1 % in donosnost kapitala (ROE) pred obdavčitvijo je dosegla 88,4 %.

SEGMENTI IN ENOTE

Enota Trgovanje je dosegla dobre rezultate iz naslova trgovanja z obrestnimi izvedenimi finančnimi instrumenti, in sicer tako, da je izkoristila strmo krivuljo donosnosti evra med letom. Zmanjšanje razpona državnih kreditov je prav tako imelo pozitiven učinek na rezultate.

Razvoj dogodkov na kreditnih trgih v drugi polovici leta 2009 je pozitivno prispeval k intenzivnosti poslovanja s finančnimi institucijami. Z združevanjem znanja finančne skupine UniCredit Group in našega razumevanja potreb strank na domačem trgu nam je uspelo pridobiti in uspešno izpeljati dve pomembni izdaji obveznic za Republiko Slovenijo v znesku 1 milijarde evrov oziroma 1,5 milijarde evrov. Slednja predstavlja prvo 15-letno obveznico, ki jo je izdala Republika Slovenija.

Enota prodaje zakladniških produktov podjetjem se je odzvala na spremembe pri povpraševanju strank in občutljivosti tveganj s ponovnim osredotočanjem svojih produktov in rešitev na osnovne potrebe po varovanju pred tveganji. Na nek način bi lahko prilagojeno strategijo prodaje izvedenih finančnih instrumentov opisali s sloganom »nazaj k osnovam«, pri čemer sta preprostost produktov in preglednost svetovanja ključna dejavnika našega pristopa k strankam.

Enota Skrbništvo je povečala znesek premoženja v skrbništvu in zabeležila rekordno visoko raven prihodkov, s čimer je močno prispevala k skupnim prihodkom. Še eno leto zapored je Banka dosegla najvišji rezultat med ponudniki skrbniških storitev v Sloveniji v raziskavi zadovoljstva strank med mednarodnimi vlagatelji. Odprli smo več novih trgov, s čimer je postala naša ponudba skrbniških storitev še bolj privlačna za domače vlagatelje, ki vlagajo v tujini.

Nizka likvidnost na Ljubljanski borzi je negativno vplivala na prihodke iz provizij, ustvarjene iz dejavnosti borznega posredništva. Kljub

2 Bruto dobiček iz rednega poslovanje je enak prihodkom zmanjšanim za znesek stroškov poslovanja.

temu je Banka ohranila položaj enega vodilnih borznih posrednikov na Ljubljanski borzi glede na promet.

Enota Upravljanje premoženja, uvedena v decembru leta 2008, je začela dobro in je dosegla odlične rezultate za svoje stranke. Uspeh vseh glavnih portfeljev je presegel zahtevane cilje in obenem ohranil kazalnike tveganja na zmerni ravni.

OBETI

V zadnjih dveh turbulentnih letih so prišle do izraza prednosti našega poslovnega modela, ki temelji na poslovanju, ki ga narekujejo stranke. Zato nadaljujemo s prizadevanji za oblikovanje produktne usposobljenosti glede na potrebe strank. To bo zahtevalo še tesnejše sodelovanje z drugimi prodajnimi divizijami, zlasti divizijo Poslovanje s podjetji in jasno organizacijo divizije Finančni trgi iz vidika razdelitve po produktih, ki jih ponujamo strankam. Ne glede na prihodnji razvoj dogodkov na trgu in izzive gledamo v leto 2010 z optimizmom in pričakujemo, da bo divizija Finančni trgi ponovno dosegla prepričljive rezultate.

Podpora prodaji

Glavne naloge zaposlenih v diviziji Podpora prodaji so upravljanje s segmenti strank, uvedba novih produktov ter priprava trženjskih akcij za vse segmente strank, tako na področju poslovanja s prebivalstvom kot tudi na področju poslovanja s podjetji.

Pri upravljanju s segmenti strank, razvoju novih produktov in pri oblikovanju trženjskih akcij izhajamo iz potreb različnih segmentov strank in zanje oblikujemo njim prilagojene produkte in storitve. Strankam kot napredna in inovativna banka pomagamo pri uresničevanju njihovih želja in ambicij.

Zadovoljstvo strank ostaja naša ključna usmeritev, kar iz leta v leto potrjujejo tudi rezultati raziskav, po katerih postaja blagovna znamka UniCredit Bank sinonim za odličnost tudi v slovenskem bančnem prostoru. Usklajeno s finančno skupino UniCredit Group merimo indekse zadovoljstva strank na področju poslovanja s podjetji in na področju poslovanja s prebivalstvom ter malimi podjetji. Indeks zadovoljstva strank na področju poslovanja s prebivalstvom izračunava neodvisna ustanova TNS, kar nam omogoča primerjavo z bankami znotraj finančne skupine UniCredit Group in z ostali bankami v Sloveniji in v Evropi. Na področju poslovanja s prebivalstvom smo ponosni, da smo v letu 2009 z rezultatom 95 točk ponovno občutno presegli zadovoljstvo strank konkurenčnih bank v Sloveniji, ki znaša v povprečju 76 točk, s čimer se uvrščamo tudi med najboljših 5 % bank v Evropi. Rezultati na področju poslovanja s podjetji prav tako kažejo, da smo se v letu 2009 ponovno uvrstili med banke z najbolj zadovoljnimi strankami. Tudi v prihodnje bo naš cilj ohranjati visoko raven zadovoljstva strank na vseh segmentih.

Na področju poslovanja s prebivalstvom in malimi podjetji smo se v letu 2009 usmerili predvsem na pridobivanje novih strank in povečanje navzkrižne prodaje. Izvedli smo 24 različnih trženjskih akcij. Zaradi povečanega povpraševanja po varčevalnih produktih je bil velik del trženjskih aktivnosti divizije usmerjen v oblikovanje konkurenčne in strankam prilagojene ponudbe depozitov in varčevalnih produktov. V letu 2009 smo v sodelovanju z Zavarovalnico ERGO d.d. svojim strankam ponudili nabor privlačnih naložbenih življenjskih zavarovanj. Na področju poslovanja z malimi podjetji smo prenovili ponudbo poslovnih bančnih paketov, s čimer smo se še bolj približali potrebam različnih podsegmentov malih podjetij. Sklenili smo tudi poslovno sodelovanje z Obrtno zbornico Slovenije z namenom povečati prepoznavnost naše bančne ponudbe tudi med njenimi člani in tako pridobiti nove stranke.

V segmentu poslovanja s podjetji smo uspešno izvedli 11 trženjskih akcij, ki so pripomogle tako k prepoznavnosti UniCredit Bank in s tem pridobivanju novih strank kot k povečanju prodaje kljub zaostrenim pogojem na trgu. Osrednji komunikacijski kanal s podjetji predstavljajo dogodki, s katerimi skrbimo za učinkovit prenos znanj in najboljših praks na področju upravljanja s finančnimi produkti. V letu 2009 smo izvedli kar 15 tovrstnih dogodkov.

V letu 2009 je UniCredit Banka Slovenija d.d., kot članica finančne skupine UniCredit Group, postala tudi ponosni uradni sponzor UEFA Champions League za obdobje 2009 - 2012. Sponzorstvo predstavlja močno trženjsko in komunikacijsko orodje, s katerim bomo še povečali ugled in prepoznavnost blagovne znamke. S tem namenom smo v letu 2009 že izvedli nekaj nogometno obarvanih trženjskih aktivnosti, s katerimi smo stranke povabili, da se pridružijo nogometnemu vznemirjenju UEFA Champions League, ki se bo nadaljevalo tudi v letu 2010 in bo doseglo vrhunec s finalno tekmo v Madridu.

V letu 2010 se bomo še bolj posvetili raziskovanju potreb posameznih segmentov strank ter razvoju njim prilagojenih produktov in storitev ter tržnih poti.

Zaledno poslovanje Banke

V letu 2009 se je nadaljevala integracija zalednih aktivnosti. Tako so bile že v začetku leta v to področje umeščene aktivnosti vezane na vodenje registra domačih in tujih finančnih institucij ter loro računov. Prav tako smo v to področje umestili odpiranje, spremljanje in nadzor nostro računov ter izmenjavo SWIFT ključev in sporočil s tujimi bankami. Dodatno smo sredi leta 2009 centralizirali unovčevanje menic fizičnih oseb, ki smo ga poenotili s procesi za menice pravnih oseb. V jeseni smo izvedli centralizacijo odpiranja in vzdrževanja transakcijskih računov pravnih oseb iz poslovne mreže in področja poslovanja s podjetji.

Poslovanje Banke na različnih segmentih

Za doseganje višje storilnosti smo v prvi polovici leta implementirali tudi sistemsko podporo za avtomatizacijo knjiženja borzno-posredniških in skrbniških poslov, kar se kaže v sistemski povezanosti analitičnih in knjigovodskih aplikacij.

S centralizacijo in hkratno optimizacijo še drugih procesov na eni strani ter dodatnimi manjšimi avtomatizacijami procesov na drugi strani smo dosegli večjo učinkovitost poslovanja, višjo raven kakovosti izvajanja aktivnosti ter s tem nižja operativna tveganja, kar se je pokazalo tudi v redni primerjalni analizi zalednih aktivnosti znotraj hčerinskih bank finančne skupine UniCredit Group na območju srednje in vzhodne Evrope. V sklopu primerjalne analize poteka tudi letna priprava načrta ukrepov za doseganje višje učinkovitosti zalednega poslovanja, ki se redno spremljajo in dopolnjujejo skladno s smernicami Skupine in pobudami posamičnih zalednih področij v banki.

V skladu z novo direktivo na področju plačilnega prometa (Payment Service Directive) smo izvedli prilagoditve procesov in posledično aplikativne podpore pri poslovanju s transakcijskimi računi in menicami. Dodatno smo na podlagi regulativno zavezujočega terminskega načrta uvedbe Basel II IRB pristopa izvedli dopolnitve posameznih zalednih procesov in aplikativne podpore na področju kreditnega poslovanja.

Izvedli smo dodatne sistemske in procesne kontrole pri zalednih aktivnostih borzno-posredniškega in zakladniškega poslovanja, opredelili ključne kazalce operativnega tveganja na vseh zalednih področjih ter izvajali potrebne scenarije tveganja skladno z zahtevami naprednega pristopa merjenja operativnega tveganja.

Izzivi leta 2010

Popuščanje gospodarske krize oziroma prvi znaki ponovne rasti gospodarstva na domačem kot tudi na tujih trgih dajejo upanje, da so najtežji trenutki za vse tržne udeležence za nami, hkrati pa opozarjajo na nadaljnjo previdnost pri sklepanju različnih poslovnih razmerij predvsem z vidika prevzemanja različnih tveganj.

Bančno posredništvo se bo tudi v letu 2010 soočalo z izzivi, med katerimi velja izpostaviti predvsem naslednje:

- Obdobje ekspanzivne denarne politike Evropske centralne banke (ECB) v razsežnostih, ki smo jim bili priče zadnji dve leti, bo mimo. To pomeni, da bo možnost refinanciranja pri ECB manjša ter da bodo posledično primarni viri, ki so za vsako banko najpomembnejši, še bolj iskani. Interes za slednje na slovenskem trgu bo še večji, ker hkrati pričakujemo nadaljnjo zmanjševanje odvisnosti od tujih bank po eni strani ter po drugi strani najvišjo stopnjo varnosti zanje, saj bo še vedno v veljavi državna garancija za njihovo vračilo. UniCredit Banka Slovenija d.d. si bo prizadevala

kljub naraščajoči brezposelnosti in posledično manjši rasti primarnih virov z zaupanjem, ki ga uživa na trgu, znanjem in kakovostjo svojih storitev pridobiti nove partnerje in njihova finančna sredstva. Prav tako se bo Banka ob sodelovanju s celotno finančno skupino UniCredit Group trudila ponuditi nove produkte, pri katerih bo največja pozornost posvečena tako tveganju kot donosu. Z drugimi besedami, prizadevali si bomo, da bosta ta dva najpomembnejša finančna elementa v optimalnem razmerju predvsem do strank, ki ne posedujejo ustreznega finančnega znanja.

- V času gospodarske krize so se premoženjske bilance različnih pravnih subjektov bistveno poslabšale. Na tej osnovi je prišlo do poslabšanja kreditne sposobnosti, do težav z nelikvidnostjo, v nekaterih primerih pa do nesolventnosti. Zato si bo Banka prizadevala s tovrstnimi subjekti poiskati nove rešitve pri obstoječih kreditnih razmerjih, ki bodo v interesu obeh pogodbenih partnerjev. Na ta način bomo skušali doseči boljši poslovni rezultati na trajnejši osnovi.
- UniCredit Banka Slovenija d.d. je zainteresirana in si bo prizadevala s finančnimi viri, s katerimi razpolaga, sodelovati pri financiranju oziroma sofinanciranju novih naložbenih projektov ob sodelovanju domačih in tujih vlagateljev kot tudi pri financiranju potreb, ki jih bo izkazovala država Slovenija. Upoštevajoč dejstvo, da slovenski poslovni subjekti v vedno večji meri nastopajo kot vlagatelji na trgih, kjer ima Banka svojo poslovno mrežo, bomo vložili dodatne napore, da bi tovrstno poslovno sodelovanje dosegalo čim boljše rezultate ob zmanjšanju poslovnih tveganj skozi dodatno optimizacijo upravljanja z denarnim tokom.
- Banka se zaveda, da bodo zaradi nestabilnih trgov tržna tveganja zahtevala dodatno pozornost vseh subjektov. Zato bomo vložili dodatne napore, svoje znanje in izkušnje, da bi z različnimi izvedenimi finančnimi instrumenti ta tveganja zmanjšali in s tem pripomogli k doseganju optimalnejših rezultatov. Vodilni tržni delež, ki ga Banka ima v tem segmentu delovanja na slovenskem trgu, je po eni strani dokaz, da ji različni subjekti zaupajo, po drugi strani pa dodatna odgovornost za najvišjo stopnjo profesionalnosti in iskanje novih dodatnih oblik, s katerimi bi se tovrstna tveganja zmanjšala.
- Z vlogo med vodilnimi posredniki, ki jo ima Banka na slovenskem kapitalskem trgu, bomo naredili vse za dodatno promocijo domačega trga pri potencialnih tujih vlagateljih, hkrati pa bomo ob sodelovanju s celotno finančno skupino UniCredit Group v največji možni meri predstavili domačim vlagateljem različne možnosti, ki jih ponujajo tuji trgi. Banka se zaveda, da postopek oblikovanja lastninske strukture na domačem trgu ni sklenjen, zato ga bo aktivno podpirala z različnimi finančnimi instrumenti, ki temeljijo na najvišjih profesionalnih in etičnih standardih.
- Banka se zaveda, da je vzdržna organska rast poslovanja temeljni garant za doseganje rezultatov, ki bodo izpolnili pričakovanja poslovnih partnerjev, lastnikov in zaposlenih. Zato si bomo prizadevali po eni strani za nadaljnjo racionalizacijo poslovanja, po

drugi strani pa tudi za dodatno sinergijo s celotno finančno skupino UniCredit Group. Prepričani smo namreč, da le obe dejavnosti hkrati dajeta optimalne rezultate za vse našete udeležence.

- V pričakovanju izboljševanja celotne gospodarske situacije bo Banka ponovno ocenila možnosti za nadaljnjo realizacijo poslovnega načrta, povezanega s širitvijo poslovne mreže in s tem z dodatnim približanjem Banke predvsem prebivalstvu ter majhnim in srednjim podjetjem. Le-ti pa predstavljajo večino strukture slovenskega gospodarstva.

Gospodarska in finančna kriza je vsem prinesla nova spoznanja in izkušnje. Ob tem je naša dolžnost, da pozitivna spoznanja in izkušnje uporabimo za doseganje boljših rezultatov, medtem ko naj bodo negativna dodatno opozorilo, kako zmanjševati in upravljati različna tveganja, s katerimi se dnevno srečujemo. UniCredit Banka Slovenija d.d. si bo prizadevala na teh spoznanjih ter ob dodatnem vlaganju v znanje zaposlenih in polnem zavedanju odgovornosti, kljub nestabilnosti na domačem in tujih trgih, doseči zastavljene cilje in si na ta način pridobiti dodatno zaupanje pri sedanjih in tudi novih poslovnih partnerjih.

Obvladovanje poslovnih tveganj

Upravljanje s tveganji

V letu 2009 se je potrdilo dejstvo, da upravljanje s tveganji ostaja med temelji bančnega poslovanja. Kljub nenehnemu razvoju in izpopolnjevanju pristopa k upravljanju s tveganji kot tudi k upravljanju s kapitalom banke, pa vedno ni moč z gotovostjo predvideti vseh bodočih tržnih dogodkov, kar še posebej velja za dogodke izredne narave. Upravljanje s tveganji v UniCredit Banka Slovenija d.d. vodi divizija Upravljanje s tveganji.

Skladno s pričakovanji je bilo leto 2009 z vidika kreditnih tveganj izizzov polno leto. Nestabilnost in negotovost, ki sta prevladovali na finančnih trgih v letu 2008, sta tudi v Sloveniji povzročili upadanje gospodarske aktivnosti že konec leta 2008, kar se je nadaljevalo v letu 2009 z opaznimi posledicami tako pri podjetjih kot tudi pri posameznikih. V pričakovanju pritiskov na likvidnost in kreditno sposobnost strank je UniCredit Banka Slovenija d.d. pričela z izvajanjem ustreznih preventivnih in korektivnih ukrepov. Že konec leta 2008 je Banka pričela s sistematičnim preverjanjem likvidnostne situacije pomembnejših kreditnih izpostavljenosti kot tudi pri strankah v ogroženih industrijskih panogah. Že sicer poglobljeno analizo kreditne sposobnosti svojih strank je Banka nadgradila z dodatnim poudarkom na likvidnostni analizi strank naših strank. Banka je aktivno pristopila k poglobitvi odnosa s partnerji, da bi vzpostavila temelje za boljše razumevanje in sodelovanje. Kjer se je na podlagi analize izkazalo za potrebno in možno, je Banka pristopila k prestrukturiranju in/ali zmanjšanju izpostavljenosti ter izboljšanju kreditnih zavarovanj.

Z namenom nadaljnjega podpiranja gospodarske aktivnosti in obenem optimiziranja izpostavljenosti tveganjem prek delnega državnega jamstva se je UniCredit Banka Slovenija d.d. odločila sodelovati v tako imenovani jamstveni shemi.

Banka je tudi dodatno kadrovsko okrepila oddelek, ki se ukvarja s prestrukturiranjem terjatev in izterjavami. Ustanovljena je bila posebna enota za hitro izterjevanje neporavnanih zapadlih obveznosti dolžnikov. Dejavnosti te enote so omogočile pridobivanje dodatnih dragocenih informacij za spremljanje kreditnega portfelja Banke.

V letu 2009 je UniCredit Banka Slovenija d.d. oblikovala za 15,6 milijonov evrov dodatnih neto oslabitev za kreditne izpostavljenosti, kar predstavlja več kot podvojitev v primerjavi z načrtom in skoraj 2,5-krat toliko kot v predhodnem letu. Povečanje je posledica splošnega poslabšanja gospodarskih razmer, pri čemer pa velja izpostaviti, da skoraj tretjina novo ustvarjenih oslabitev izhaja iz enega primera insolventnosti podjetja. Skladno s splošno povečanimi stroški tveganj je UniCredit Banka Slovenija d.d. pravočasno pristopila h korekciji cene za prevzemanje kreditnih tveganj.

V letu 2009 je UniCredit Banka Slovenija d.d. nadaljevala z uporabo standardiziranega pristopa k izračunu zahtevanega kapitala za kreditna tveganja. S 1. januarjem 2009 je Banka vstopila v obdobje testiranja uporabe pristopa na podlagi notranjih bonitetnih sistemov za izračun kapitalske zahteve za kreditno tveganje (tako imenovani F-IRB pristop), kar se je odrazilo v implementaciji dodatnih orodij in modulov v okviru aktivne projektne aktivnosti na tem področju. Vloga za vstop v F-IRB je bila oddana Banki Slovenije v decembru 2009.

Tako v Banki kot tudi v celotni finančni skupini UniCredit Group je bil v letu 2009, še posebej v prvem delu leta, močnejši poudarek na kratkoročni in strukturni likvidnosti. Tržne razmere so zahtevale bolj pogoste likvidnostne sestanke in večji poudarek na poročanju likvidnosti. Kot v preteklosti se je tudi v letu 2009 dosledno spremljalo izvajanje različnih limitov na področju tržnih tveganj.

Banka Slovenije je skladno z namero finančne skupine UniCredit Group o načrtovani razširitvi naprednega pristopa za izračunavanje kapitalske zahteve za operativna tveganja (tako imenovani Advanced Measurement Approach, v nadaljevanju AMA) na našo Banko, v maju 2009 opravila validacijski pregled pripravljenosti na uvedbo. V septembru 2009 pa je nato Banka Slovenije izdala odločbo za uporabo AMA pristopa. Temu primerno se je v tretjem četrtletju zmanjšala kapitalska zahteva za operativno tveganje.

Na podlagi makroekonomskih napovedi za leto 2010 UniCredit Banka Slovenija d.d. ne pričakuje hitrega izboljšanja razmer na področju kreditnih tveganj. Zato se bo Banka še naprej osredotočala na ustreza prestrukturiranja problematičnih izpostavljenosti, obenem pa bo nadaljevala z izboljševanjem svojih kreditnih procesov kot tudi aktivnostjo spremljanja kreditnega portfelja. Na področju tržnih in operativnih tveganj se bo Banka še naprej osredotočala na ohranjanje visoke ravni spremljanja tveganj v skladu z veljavno zakonodajo in predpisi kot tudi razvojem znotraj finančne skupine UniCredit Group.

Strategija prevzemanja tveganj v letu 2010 bo temeljila na previdnem povečevanju izpostavljenosti z namenom ustvarjanja zadostnih prihodkov za ohranjanje in povečevanje sposobnosti Banke za pokrivanje pričakovanih in nepričakovanih izgub.

Informacijska podpora poslovanju

Na področju informacijske podpore poslovanju je bilo leto 2009 za UniCredit Banka Slovenija d.d. v znamenju nadaljevanja aktivnosti avtomatizacije poslovnih procesov, uvajanja informacijske podpore IRB baselskim standardom, razvoja dodatnih storitev na področju kartičnega poslovanja in nadgradnje orodij za upravljanje z dokumenti. Dvigovanje ravni storitev, odzivnosti in zviševanja produktivnosti kompleksnih poslovnih procesov z njihovo informatizacijo (uvajanje

t.i. »workflow« orodij), ki je bilo sproženo v letu 2008, se je v letu 2009 intenzivno nadaljevalo in razširilo na nova področja. Informatizacija procesa odobravanja hipotekarnih kreditov za prebivalstvo je od decembra 2009 že v pilotski uporabi. Projekt informatizacije procesa odobravanja kreditov za podjetja pa se je pričel februarja 2009 s predvidenim preходом v redno uporabo marca 2010. V letu 2009 je bilo informacijsko podprtih tudi precej manjših poslovnih in podpornih procesov, kar je prvi korak k njihovi celoviti informatizaciji, ki je predvidena v naslednjih letih.

Podpora Basel II standardom ocene kapitalske ustreznosti je bila ena od prvih in najpomembnejših prioritet razvoja na področju informacijske tehnologije v letu 2009, ki so sinhronizirani na ravni celotne Skupine. Uvedena je bila vrsta razširitev informacijskega sistema (spremljanje tveganosti strank, nadzor nad zavarovanji kreditnih poslov, nadzor nad poplačili slabih terjatev - v fazi implementacije), za celovito zbiranje in nadzor podatkov pa smo vpeljali centralno skladišče podatkov, ki je trenutno namenjeno predvsem obdelavi Basel II povezanih informacij.

Pri uvedbi enotnega območja plačil v evrih (SEPA) je Banka nadaljevala z nadgradnjo informacijskega sistema. Marca 2009 smo prenesli poravnavo domačih plačil na novo klirinško hišo SIMP v okviru Bankarta in hkrati domača plačila v celoti prenesli v SEPA plačilno shemo. V SEPA shemo smo aprila 2009 prenesli tudi trajne naloge.

Uvedba nove evropske plačilne direktive (PSD) je bila pomemben izziv za Banko, ki ni zahteval samo prilagoditve informacijske podpore, ampak tudi celovito prilagoditev plačilnih storitev. Aktivnosti so bile zaključene v zahtevanem roku in Banka je od novembra 2009 usklajena z zahtevami te direktive.

Razvoj novih storitev na področju kartičnega poslovanja je stalnica Banke. V letu 2009 smo strankam omogočili prejemanje informacij o opravljenih transakcijah z MasterCard in Maestro karticami preko SMS sporočil (t.i. SMS varnostno sporočilo), ki strankam omogoča višjo stopnjo varnosti in znižanje tveganja ob zlorabah ali kraji kartic. Banka je pričela tudi z razvojem Maestro poslovne kartice. Razvoj je bil zaključen konec leta 2009, nova kartica pa je na voljo strankam od januarja 2010.

Trend rasti transakcij, opravljenih s karticami, ki jih je izdala Banka, se je nadaljeval tudi v letu 2009. Banka je tako zabeležila 7-odstotno rast pri transakcijah z VISA karticami, 15-odstotno rast pri MasterCard in 19-odstotno rast pri Maestro transakcijah. Povečalo se je tudi število izdanih kartic, in sicer VISA kartic za 12 %, MasterCard kartic za 23 % in Maestro kartic za 17 %.

V letu 2009 se je nadaljeval trend povečevanja števila transakcij tako v domačem (za 10 %) kot tudi v čezmejnem in mednarodnem

plačilnem prometu (za 5 %). Delež elektronsko posredovanih plačilnih nalogov se je povečal na 94 % tako v domačem kot v čezmejnem in mednarodnem plačilnem prometu.

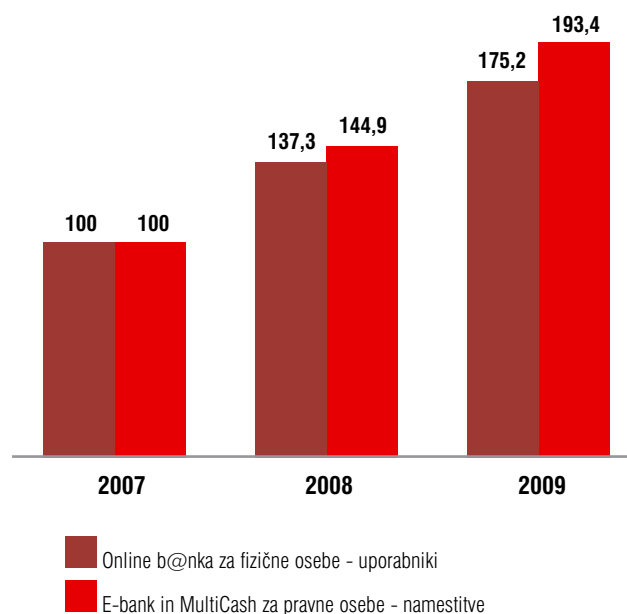
Na področju elektronskega bančništva je UniCredit Banka Slovenija d.d. v letu 2009 naredila velik korak na področju internetnega bančništva za fizične osebe. Od marca 2009 je strankam na voljo popolnoma nov sistem internetnega bančništva, ki je uporabnikom bolj prijazen in omogoča dodatne storitve, ki jih prejšnji sistem ni nudil. Tudi ta informacijska rešitev je enotna za vse hčerinske banke Skupine iz srednje in vzhodne Evrope in omogoča tudi upravljanje računov pri drugih hčerinskih bankah. Trend povečevanja deleža uporabnikov elektronskega bančništva se je nadaljeval tudi v letu 2009, saj je v primerjavi z letom poprej le-to uporabljalo 45 % več podjetij in 37 % več fizičnih oseb.

V letu 2010 bo Banka nadaljevala s projekti informacijske podpore poslovnim procesom in z aktivnostmi pri podpori Basel II standardom. Načrtujemo tudi uvedbo nekaterih novih storitev, kot so e-računi, kjer razvojne aktivnosti že potekajo.

VAROVANJE INFORMACIJ IN INFORMACIJSKEGA SISTEMA

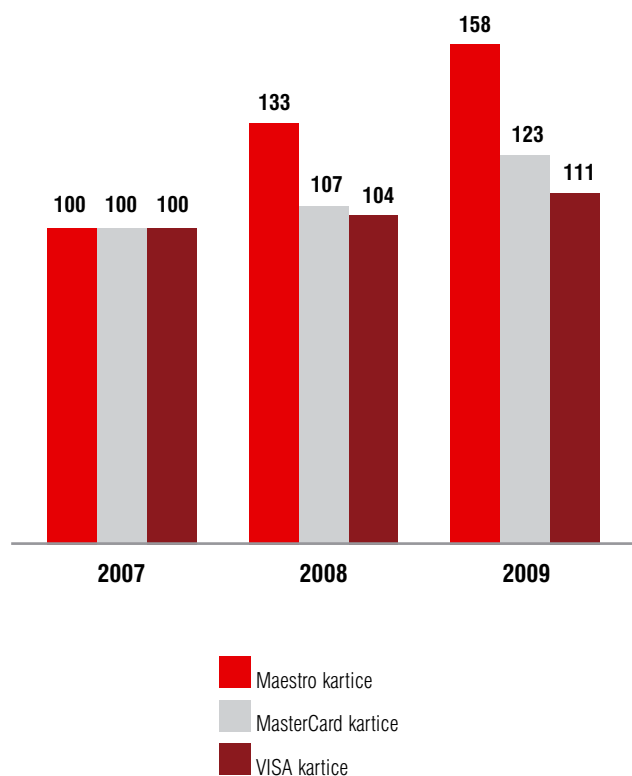
Leto 2009 je za UniCredit Banka Slovenija d.d. pomenilo nadaljevanje ustaljenega delovanja na področju varnosti informacijskega sistema kot tudi varnosti na ostalih področjih.

PRIRASTEK PO SISTEMIH IN UPORABNIKIH / NAMESTITVAH, PRIMERJAVA 2007-2009 (v %)

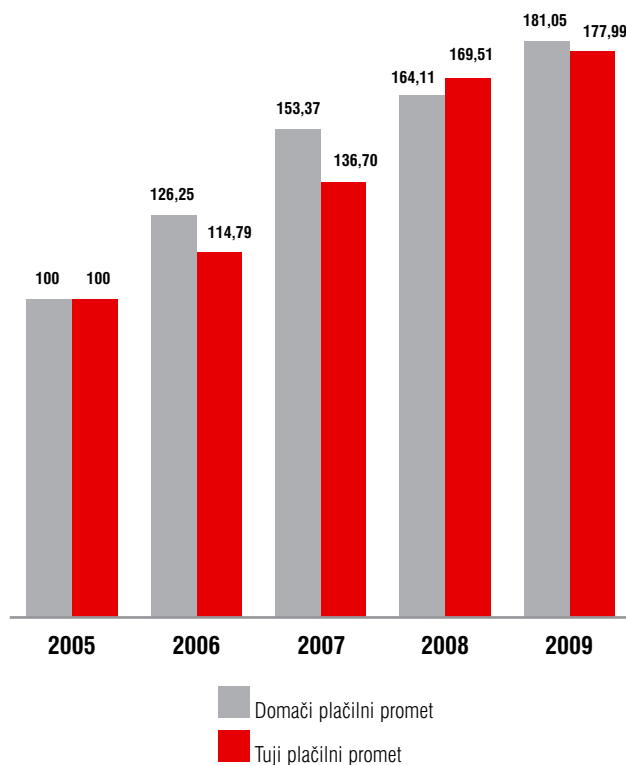


Obvladovanje poslovnih tveganj

**INDEKS RASTI ŠTEVILA
KARTIČNIH TRANSAKCIJ (v %)**



**INDEKS RASTI ŠTEVILA TRANSAKCIJ
V DOMAČEM IN TUJEM PLAČILNEM
PROMETU (v %)**



Velik poudarek je bil na področju opravljanja fizičnega in tehničnega varovanja. Na osnovi dopolnjenega sklepa Banke Slovenije o upravljanju s tveganji in izvajanju procesa ocenjevanja ustreznega notranjega kapitala za banke in hranilnice, ki govori o zasebnem varovanju, je Banka izvedla vse potrebne aktivnosti. Opravljen je bil celoten pregled vseh poslopij sedeža Banke kot tudi vseh poslovnih enot po Sloveniji. Na osnovi pregleda, ki ga je izvedel zunanji neodvisni strokovnjak, je bil izdelan varnostni elaborat Banke. Ugotovljeno je bilo, da je stanje fizičnega in tehničnega varovanja na zelo visoki ravni. Pregled pa se je izkazal tudi kot odlična priložnost za odpravo nekaterih ugotovljenih manjših pomanjkljivosti na področju varovanja.

Pomembno novost smo zabeležili na področju neprekinjenega poslovanja (BCP – Business Continuity Process), saj smo prvič povsem v celoti preizkusili tako imenovano rezervno lokacijo Banke. Preizkus je zajemal popoln prenos delovanja vseh informacijskih sistemov s primarne lokacije na rezervno, opravljanje (simulacija) poslovnih procesov na osnovi delovanja

na rezervni lokaciji ter nato prehod nazaj z rezervne lokacije na osnovno. Rezultati testa so bili zelo uspešni.

Banka bo na osnovi okrepljenega upravljanja s strani finančne skupine UniCredit Group tudi v prihodnje stopnjevala svoje delovanje na področju zagotavljanja ustreznega varovanja.

Družbena odgovornost

UniCredit Banka Slovenija d.d. si kot del finančne skupine UniCredit Group³, vodilne evropske finančne skupine, prizadeva biti samoiniciativna in aktivna na področju družbene odgovornosti tudi in še posebej v času nestanovitnih razmer na trgu. Zdaj je pravi čas za vzpostavitev in dodatno graditev zaupanja in dokaz, da Banka strankam lahko stoji ob strani tudi v težjih časih. Naša prednost je zavzetost pri iskanju najboljših rešitev za vse deležnike. Enakopravnost, preglednost, spoštovanje, vzajemnost in svoboda delovanja pa so tiste vrednote, ki jim pri svojem družbeno odgovornem delovanju še posebej vestno sledimo.

Za Banko je ključno, da si v javnosti – tako lokalno kot znotraj Skupine – ustvarja zaupanje, ga s svojimi dejanji utrjuje in tudi na primeren način komunicira. Še toliko bolj je slednje pomembno v časih, ko so razmere na trgih izredno spremenljive in poslovni partnerji iščejo najbolj varne in stabilne rešitve ter sogovornike.

Gradimo dobro klimo v podjetju, saj želimo najboljšim sodelavcem ponuditi dovolj izzivov in udobno delovno okolje. Naše delovanje nadgrajujemo v skladu z vrednotami, ki smo jih zapisali v Listini o vrednotah, ki je skupna vsem članicam finančne skupine UniCredit Group.

Odnos do sodelavcev

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

KOMUNICIRANJE S SODELAVCI

Naši sodelavci delovanje Banke odsevajo navzven in so ključen dejavnik graditve ugleda v očeh ostalih deležnikov. Z aktivnostmi, ki smo jih izvajali tudi v letu 2009, smo jim želeli pokazati, da je njihov prispevek pomemben, dobrodošel in cenjen.

S komunikacijo smo poudarjali povezanost prodajnih in neprodajnih enot ter skupno zavezanost k istemu cilju – uresničevanju ciljev Banke. Z aktivno komunikacijo in izvedbo projektov kot so Dan Listine o vrednotah, Dan kulture, z zbiranjem donacij s strani zaposlenih pod okriljem fundacije Unidea, s programom

izobraževanja perspektivnih kadrov UniQuest, z obveščanjem o možnostih izobraževanja in zaposlitve v Skupini ter z drugimi projekti (od teh jih je kar nekaj potekalo v vseh državah, kjer je Skupina prisotna), smo tkali povezave tudi s finančno skupino UniCredit Group.

O aktualnih temah smo zaposlene obveščali s pismi uprave, osebnimi pismi, elektronsko pošto, s prenovo intranetne strani Banke ter osebno, na srečanjih z zaposlenimi. Aktivno smo se vključevali tudi v pripravo spletnega mesečnika, ki je začel izhajati v vseh državah regije srednje in vzhodne Evrope znotraj Skupine, četrtno pa smo izdajali lokalne interne novice z imenom KomUNikacija.

Preteklo leto smo se zaposleni, skupaj z UniCredit Leasing d.o.o. in UniCredit CAIB Slovenija d.o.o., drugima dvema članicama Skupine v Sloveniji, srečali v Podpeči, kjer smo drugo obletnico našega novega imena praznovali v duhu Lige prvakov in tako sponzorstvo UEFA Champions League komunicirali lokalnim zaposlenim. Začeli smo tudi s srečanji naših zaposlenih s predstavniki najvišjega vodstva Skupine. Lani jeseni smo tako prvič omogočili sodelavcem, da so se srečali s predsednikom nadzornega sveta Skupine, Federicom Ghizzonijem, in mu v sproščenem vzdušju zastavili vprašanja o temah, ki jih zanimajo.

Ob uspešno zaključenih posebnih projektih, ki so zahtevali tudi veliko osebnega prizadevanja, so bili ključni sodelavci deležni osebne zahvale s strani vodstva Banke. S tem smo poudarili njihovo vlogo pri projektih ter nagradili njihova prizadevanja.

Pri komunikaciji s sodelavci so moči in znanje združili štabni službi Korporativna identiteta in komunikacije in Kadrovska služba ter Marketing. Z izpeljanimi aktivnostmi so prispevali k povečanju vpetosti sodelavcev v življenje Banke, večji pripadnosti in motivaciji za uspešno nadaljnje delo.

RAST ŠTEVILA ZAPOSLENIH IN ZAPOSLOVANJE

V zadnjih petih letih se je število zaposlenih v UniCredit Banka Slovenija d.d. neto povečalo za 214 sodelavcev. Največjo rast beležimo v letu 2008 (prirast zaposlenih je znašal 18,9 %), ko smo kljub razburkanim razmeram na trgu izvedli enega največjih naložbenih projektov in odprli 6 novih poslovnih enot.

Število zaposlenih je od začetka leta 2009 stabilnejše kot v preteklih obdobjih. UniCredit Banka Slovenija d.d. je na začetku leta 2009 zaposlovala 534, konec leta pa 541 sodelavcev. Mesečno smo v povprečju dodatno angažirali še 28 študentov (večinoma za projekt elektronskega arhiviranja dokumentacije). Prirast zaposlenih v zadnjem letu znaša 1,3 %, kar je tudi posledica skrbi za ohranjanje rasti stroškov na ničelni stopnji.

Povprečna starost zaposlenih v Banki je 36,5 let. Strukturo

3 Skupina UniCredit Group že od leta 2000 pripravlja poročilo o svoji družbeni odgovornosti. UniCredit Banka Slovenija d.d. se v poročilu s podatki pojavlja od leta 2007 dalje v sklopu držav srednje in vzhodne Evrope (http://www.unicreditgroup.eu/en/Sustainability/Sustainability_report.htm?sParam=2008&sParam1). Poročilo o družbeni odgovornosti Skupine za leto 2008 je bilo v skladu z zahtevami GRI3 in s stopnjo ustreznosti na nivoju B+. V podrobnostih razkriva aktivnosti, ki jih izvaja Skupina ter prikaže povezave med strategijami za družbeno odgovornost in odnosi z deležniki. Deveto poročilo po vrsti vključuje naslednje države: Italija, Nemčija, Avstrija, Poljska, Bolgarija, Hrvaška, Češka, Romunija, Rusija, Srbija, Slovaška, Slovenija in Madžarska, kjer je v članicah Skupine približno 114.000 zaposlenih.

Družbena odgovornost



zaposlenih po spolu pa sestavlja 63 % žensk in 37 % moških, pri čemer razmerje glede na leto 2008 ostaja enako. Skrbimo tudi za raznolikost med zaposlenimi, kar se kaže med drugim v mešani strukturi zaposlenih (med zaposlenimi so namreč 4 tujci, kar je posledica programov razvoja zaposlenih znotraj Skupine in prehodov zaposlenih med državami) in v strukturi vodij po spolu, saj je v vodstvenih strukturah na vseh ravneh 53 % žensk in 47 % moških.

V letu 2009 se nam je pridružil 41 novih sodelavcev, 35 pa jih je Banko zapustilo (izmed vseh sodelavcev in sodelavk, ki so zapustili Banko, je bilo 11,8 % neželenih odhodov). Z novimi zaposlenimi smo sklenili 18 pogodb za določen čas, 9 pogodb za pripravništvo, ostale zaposlitve pa so bile za nedoločen čas. Povprečno je imela Banka mesečno tekom leta 58 zaposlenih za določen čas in 10 zaposlenih pripravnikov, kar je skupaj 12,6 % zaposlenih za določen čas. Odstotek zaposlenih za določen čas se je v primerjavi s koncem leta 2008 znižal za 2,2 odstotni točki.

Glede na izredno spremenjene razmere na trgu so med cilji Banke na področju zaposlovanja v letu 2010 predvsem nadaljnje iskanje notranjih resursov in znanj, ki jih imajo sodelavci na različnih področjih ter motiviranje sodelavk in sodelavcev z visokim razvojnimi potencialom in ambicijami po novem znanju in področjih dela.

IZOBRAZBENA STRUKTURA

Banka in njeni zaposleni posvečajo veliko pozornost znanju in izobrazbi, kar potrjuje podatek, da je v Banki 5 % zaposlenih z doktoratom oz. magisterijem (povišanje za 0,5 odstotne točke glede na leto 2008), 50,6 % zaposlenih z višjo, visoko strokovno oz. univerzitetno izobrazbo (povišanje za 1,6 odstotne točke), 44,4 % zaposlenih pa ima srednjo izobrazbo (znižanje za 2,1 odstotne točke v primerjavi z letom 2008). Trend kaže na zviševanje izobrazbene strukture v prid visoke strokovne oziroma univerzitetne stopnje.

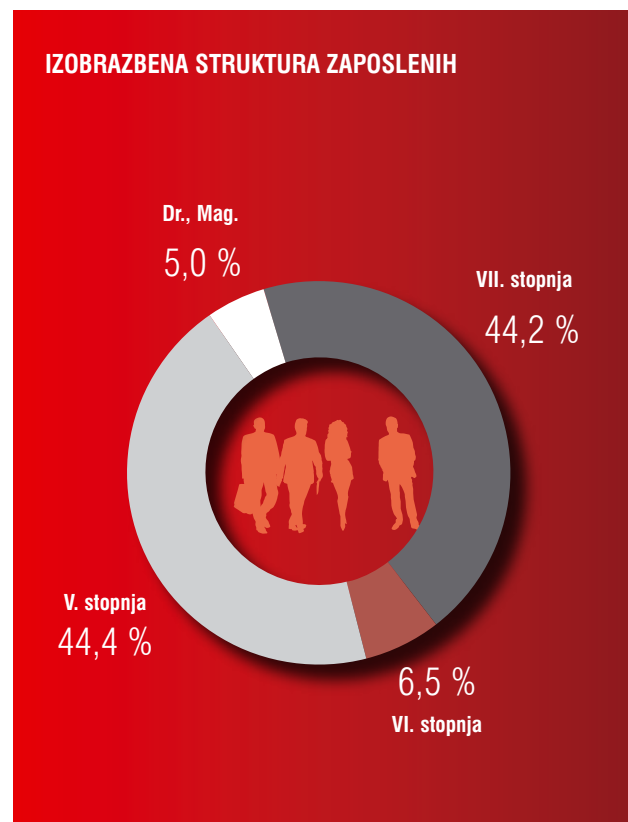
USPOSABLJANJE IN IZOBRAŽEVANJE

V letu 2009 je Banka za izobraževanje namenila 0,4 % sredstev od skupnih prihodkov, kar je bistveno manj (za 40 %), kot v izjemnem predhodnem letu. V letu 2008 smo namreč odprli šest novih poslovnih enot, zaradi česar je bilo potrebno za samostojno delo usposobiti več kot trideset novih sodelavcev. Prav tako je bila v letu

2008 zaradi visoke konjunktore količina denarja, namenjenega za izobraževanje, v primerjavi z letoma 2007 in 2009 še enkrat večja, kar je omogočilo izvedbo širokega spektra izobraževanj tako na strokovnih področjih, kot tudi na področjih prodajnih tehnik in veščin vodenja.

Skupaj je bilo v letu 2009 izvedeno preko 19.600 ur izobraževanja (37-odstotno znižanje glede na leto 2008). V povprečju se je vsak zaposleni izobraževal 39 pedagoških ur (33-odstotno znižanje glede na leto 2008). Vsebine, ki so jih pokrivala izobraževanja, so tako bančno strokovna kot izobraževanja na področju prodajnih tehnik, veščin vodenja ter izpopolnjevanja računalniških ter jezikovnih znanj. V letu 2009 smo izvedli dva nova modula Akademije vodenja, »Sprejemanje in posredovanje feedbacka« in »Stili vodenja«, na katerih je sodelovalo več kot 80 vodij, za nove vodje pa smo ponovili še dva najpomembnejša modula »Oblikovanje in vodenje timov« ter »Uvajanje in upravljanje sprememb«, ki sta bila izvedena že v letu 2008.

Delež internih izobraževanj je znašal 28 %, pri čemer so bile pokrite naslednje vsebine: produktna in procesna izobraževanja (skupaj približno 68 % vseh internih izobraževanj), uvajalni seminar za novozaposlene »Dobrodošli med najboljšimi« (skupaj 17 % vseh internih izobraževanj), komunikacijske veščine ter izterjava (skupaj 15 % vseh internih izobraževanj).



Uvajalni seminar »Dobrodošli med najboljšimi«, katerega namen je hitrejša in lažja vključitev novozaposlenih sodelavcev ter spoznavanje vizije in strategije glavnih organizacijskih enot ter njihovih vlog v podjetju, poteka v Banki že od leta 2004. Seminar je bil doslej izveden že 26-krat, v letu 2009 pa se ga je v 4 ponovitvah udeležilo 52 sodelavcev. Temu izobraževanju je bilo namenjenih 5,0 % pedagoških ur vsega izobraževanja.

V skladu s strategijo in cilji Kadrovske službe smo se v letu 2009 lotili programa upravljanja s talenti, ki ga je v decembru z zaključkom dela na projektu »Družini prijazno podjetje« zaključilo 14 perspektivnih mladih sodelavcev. V okviru programa razvoja talentov je bil poleti izveden 2-dnevni »teambuilding« program na temo »Vloga vodje v timu«. Jeseni nas je v Sloveniji obiskal trener Skupine, Kerr Wells, ki za potrebe bank v Skupini izvaja treninge vodenja in je za naše talente pripravil 3-dnevno delavnico z naslovom »Leadership 4 Results - Vodenje za rezultate«.

Finančna skupina UniCredit Group želi v hčerinskih bankah čim več izobraževanj izvesti z lastnimi trenerji. V ta namen izvaja Skupina ustrezno »Train the Trainer usposabljanje«, ki se ga je v letu 2009 udeležilo 11 sodelavcev iz naše Banke. Šolali so se predvsem za področje prodaje ter upravljanja s tveganji.

40-urnega tečaja angleščine s poudarkom na bančni in finančni terminologiji se je udeležilo 36 sodelavcev, kar predstavlja 7,60 % vseh izobraževalnih ur v letu 2009. Usposabljanja za uporabo MS Office programov Excel in Access se je udeležilo 56 sodelavcev, ki so na delavnicah preživeli 1.045 ur ali 5,3 % vseh pedagoških ur izobraževanja v letu 2009.

Na področju pridobivanja licenc je v lanskem letu en sodelavec pridobil borzno licenco, 12 sodelavcev je opravilo izpit za prodajo investicijskih skladov, 18 sodelavcev pa je uspešno opravilo preizkus strokovnih znanj, potrebnih za opravljanje poslov zavarovalnega posredovanja. Skupno ima ob koncu leta 2009 v Banki dovoljenje za trženje vzajemnih skladov 85 sodelavcev, za zavarovalno posredovanje 42 sodelavcev, borzno licenco pa ima 10 sodelavcev.

V skupni kvoti izobraževalnih ur je bilo 65 % namenjenih bančnim strokovnim izobraževanjem, 12 % je delež usposabljanj za uporabo vodstvenih veščin in sposobnosti, 10 % predstavljajo izpopolnjevanja na področju prodajnih in komunikacijskih spretnosti, za izobraževanje s področja tujih jezikov je bilo namenjenih 8 % od skupne kvote izobraževalnih ur, 5 % pa za izboljšanje obvladovanja računalniških orodij.

RAZVOJ ZAPOSLENIH IN NAGRAJEVANJE

Banka že nekaj let sistematično skrbi za razvoj ključnih kadrov (s pomočjo programa Executive Development Plan - EDP) in perspektivnih kadrov (Talent Management Review - TMR), kar vodimo

na ravni celotne Skupine ter skozi Program razvoja talentov, ki ga izvajamo lokalno. Bistvo vseh programov je skrb za kontinuiteto razvoja zaposlenih, njihovih sposobnosti in znanj ter skrb za zagotavljanje novih generacij sposobnih vodij in strokovnjakov, ki bodo zagotavljali dolgoročno stabilnost in rast Banke.

V letu 2009 smo izredno ponosni na izvedbo projekta Program razvoja talentov, preko katerega smo identificirali prvo generacijo potencialnih mladih strokovnjakov in jih pričeli usposablјati za vodstvene vloge v prihodnosti. Program je zaključilo 14 sodelavk in sodelavcev. Tekom programa sta dva izmed njih že dobila priložnost izkazati svoje vodstvene veščine, ki jih ta trenutek uspešno izkazuje v praksi.

Sicer pa Skupina ponuja tudi program Uniquet, v katerega se lahko prijavi vsak zaposleni in po uspešno opravljenem postopku izbora skupaj s kolegi in kolegicami iz Skupine eno leto deluje na realnih poslovnih projektih Skupine.

Za razvoj zaposlenih skrbimo sistematično tudi s pomočjo sistema ciljnega vodenja, katerega ključne značilnosti so skupno postavljanje ciljev (vodja-zaposleni) v vsakim zaposlenim ter medletno ocenjevanje ter posredovanje povratne informacije o uspešnosti pri delu.

Letni razvojni pogovor kot del ciljnega vodenja predstavlja osnovo za razvoj zaposlenih in ga opredeljujemo kot konkurenčno prednost, saj je osnova za tak pogovor ocena kvantitativnih in kvalitativnih ciljev ter vedenj oziroma kompetenc. Rezultat vodenja s pomočjo ciljev je večja seznanjenost s cilji in strategijo Banke ter posameznimi organizacijskimi enotami in s tem večje zadovoljstvo. Hkrati je sistem nagrajevanja vezan na doseganje ciljev posameznika.

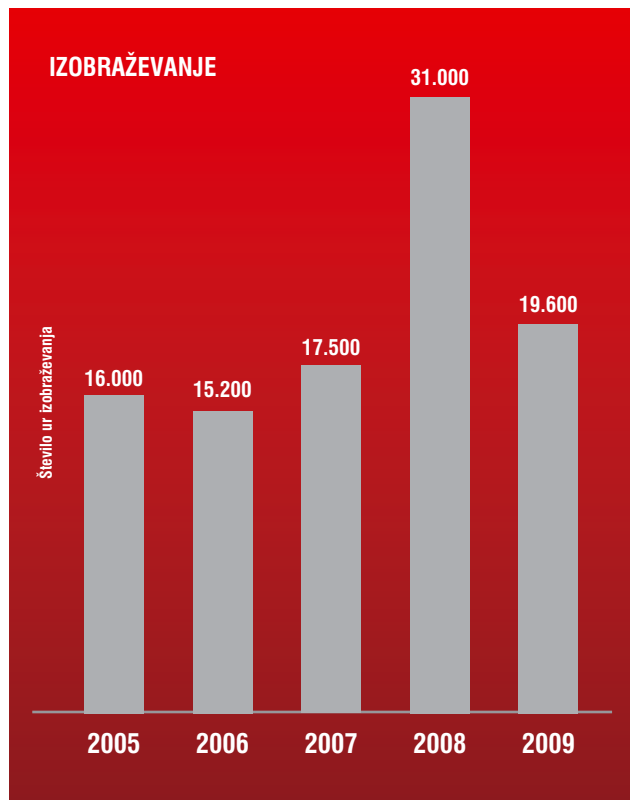
RAZISKAVA O ZADOVOLJSTVU SODELAVCEV

Od leta 2006 v okviru finančne skupine UniCredit Group izvajamo raziskavo o zadovoljstvu zaposlenih, ki predstavlja ključen element našega modela upravljanja z zaposlenimi in njihovimi sposobnostmi in znanji. Zato anketo izvajamo vsako leto in tako kontinuirano merimo napredek pri naših prizadevanjih za ohranitev in povečanje uspešnosti poslovanja ter za ustvarjanje prijetnega delovnega okolja, v katerem zaposleni lahko polno izražajo svoje potenciale, povratne informacije pa nam pomagajo izboljšati tudi kakovost odnosov in zadovoljstvo naših sodelavcev.

V letu 2009 je v raziskavi sodelovalo več kot 120.000 zaposlenih iz celotne Skupine in z nami delilo svoje občutke in misli v zvezi s profesionalnim življenjem v Skupini. V UniCredit Banka Slovenija d.d. je bil odstotek udeležbe 83 %, kar je odraz visoke zavzetosti naših zaposlenih, ki predstavlja eno izmed naših glavnih prednosti.

Rezultati raziskave, ki je potekala v januarju 2009, so pokazali, da se je v primerjavi s prejšnjim letom izboljšalo zadovoljstvo pri vseh

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kategorijah, še posebno na področju izobraževanj in razvoja, plač in sistema nagrajevanja, vodenja, zavzetosti in pripadnosti ter zaupanja v prihodnost Skupine. Izboljšalo se je tudi mnenje sodelavcev o učinkovitosti, sodelovanju, odnosih na delovnem mestu ter enakopravnosti in družbeni odgovornosti Banke. Rezultate raziskave o zadovoljstvu smo objavili na intranetni strani.

Na področju izobraževanja in razvoja smo namenjali še večji poudarek izmenjavi znanj in izkušenj ter pridobivanju le-teh na drugačen način (npr. interni prenos znanja, samoizobraževanje). V ta namen smo vzpostavili tudi interno knjižnico s katalogom gradiv, ki je objavljen na intranetu Banke. Ponosni smo na dejstvo, da je v knjižnico včlanjenih preko 30 zaposlenih in da so zaposleni skupaj prispevali že okrog 100 knjig in druge literature iz svoje lastne zbirke.

V letu 2009 smo nadaljevali tudi z Akademijo vodenja, ki vodjem zagotavlja pridobivanje znanj s pomočjo trenerjev iz prakse in vsebuje vsebine, ki smo jih definirali v kompetenčnem modelu. Bolj smo se (in se še bomo) posvetili temu, da so izobraževanja vezana na dejanske potrebe zaposlenih in organizacijskih enot in se določijo med letnimi razvojnimi pogovori, osredotočili pa smo se tudi na razvoj vodstvenega potenciala mladih talentov Banke. V letu 2009 je bila tako prva generacija talentov že vključena v Program razvoja talentov. Glede kategorije upravljanja z delovno uspešnostjo je bil naš glavni cilj izboljšati komunikacijo in preglednost sistema

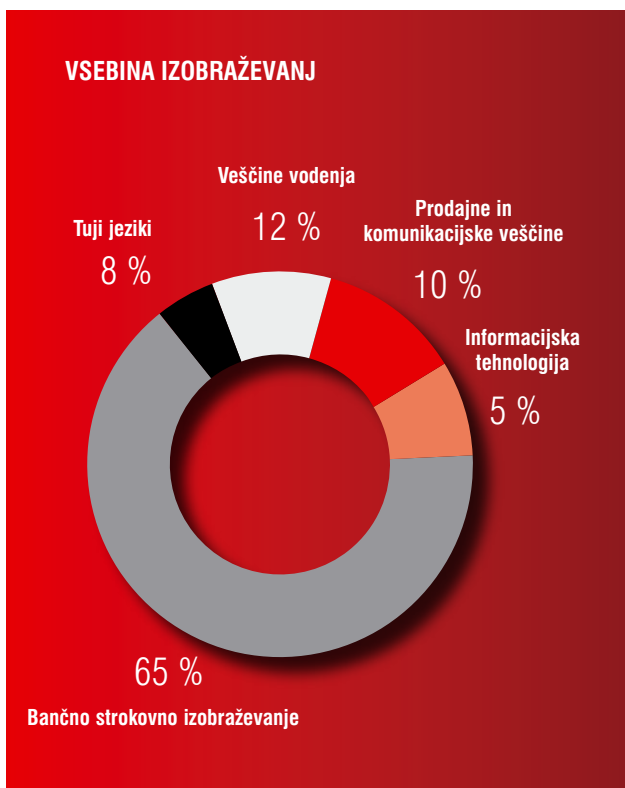
upravljanja z delovno uspešnostjo. Raznolikost smo želeli spodbuditi predvsem s komunikacijo, usmerjeno na interne stranke – zaposlene – s poudarkom na vključevanju (v projekte in odločanje) zaposlenih z daljšo delovno dobo v Banki, saj je ta skupina zaposlenih izrazila največ nezadovoljstva s trenutnim stanjem. V ta namen so bili jeseni organizirani 3 zajtrki uprave z zaposlenimi, ki imajo več kot 15 let delovne dobe v Banki, kar jim je omogočilo predstavitev lastnega mnenja, idej in predlogov o izboljšavah ter pogovor o strategiji in rezultatih Banke s člani uprave. Za dvig zadovoljstva zaposlenih, ki imajo otroke ter za lažje usklajevanje njihovega poslovnega in zasebnega življenja je skupina talentov, vključenih v Program razvoja talentov, tekom leta intenzivno delala na projektu »Družini prijazno podjetje«. Tako smo v letu 2010 pripravljene za vstop v postopek pridobitve certifikata »Družini prijazno podjetje«. Aktivnosti s področja vodenja so se še naprej izvajale s ciljem izboljšanja interne komunikacije, tudi preko osebnega stika z upravo in vodi najvišjih organizacijskih enot (nadaljujemo z zajtrki zaposlenih z upravo, vodja kadrovske službe je pričela z dnevi odprtih vrat kadrovske službe, že tretje leto zapored smo izvedli Dan v poslovni enoti) ter večjega vključevanja zaposlenih v proces odločanja in izmenjavo dobrih praks.

SKRB ZA VREDNOTE

Tudi v letu 2009 (natančneje 23. septembra) smo se posvetili vrednotam (enakopravnost, zaupanje, spoštovanje, preglednost, svoboda delovanja, vzajemnost), ki posamezniku pomagajo pri delu in ga podpirajo v delovanju do naših deležnikov (zaposlenih, lokalnih skupnosti, delničarjev in strank). Na ta dan smo si na delavnicah izmenjevali »zgodbe« – primere iz prakse, kjer so se konkretni zaposleni oz. organizacijske enote izkazale z delovanjem v duhu vrednot naše Banke. Na podlagi 23 izbranih zgodb smo izbrali zmagovalno zgodbo izkazovanja spoštovanja in enakopravnega obravnavanja ter pristopa do stranke, ki se je zgodila v naši poslovni enoti v Murski Soboti.

Institut ombudsmana, ki je v Banki uveljavljen od konca leta 2007, omogoča neodvisno možnost vlaganja morebitnih pritožb zaradi kršitev Listine o vrednotah, ki jih povzročijo dejanja ali obnašanja med zaposlenimi ali med zaposlenimi in Banko. S tem želimo pospešiti reševanje medosebnih konfliktov in težav, spodbujati sodelovanje na delovnem mestu ter ustvarjati sinergije v delovanju med članicami Skupine. Delovanje ombudsmana se nanaša na področje diskriminacije na delovnem mestu, diskriminacije na podlagi subjektivnih kriterijev, namenskega zadrževanja informacij, psihičnega nadlegovanja (mobbing), spolnega nadlegovanja, zasledovanja, zalezovanja in podobno.

V letu 2009 smo poleg ombudsmanke Banke imenovali tudi njeno namestnico. Obe ombudsmanki sta nekdanji zaposleni, upokojenki, tako da Banko in zaposlene zelo dobro poznata in tako lažje sodelujeta pri reševanju morebitnih primerov. V letu 2009 sta ombudsmanki tako zabeležili 5 primerov, ki so se večinoma nanašali



na kršitve vrednot preglednost, spoštovanje in enakopravnost. Večina primerov je bila uspešno rešenih skozi pogovor in odkrivanje novih, drugačnih pogledov na situacijo. Dejstvo, da se zaposleni obračajo na ombudsmanke, pa kaže tudi na to, da je sam institut v praksi zaživel in predstavlja eno od orodij za sporazumno reševanje konfliktov.

SKRB ZA SODELAVCE

Načrtno spremljanje zdravstvenega stanja je naša obveza in zaveza ter hkrati izražena skrb za sodelavce. Tekom preteklega leta smo tako opravili 63 predhodnih oz. obdobjnih zdravniških pregledov, konec oktobra pa že tradicionalno poskrbeli za možnost cepljenja proti gripi, ki se ga v povprečju udeleži 20 % zaposlenih in ga organiziramo na sedežu Banke. Letos smo zaradi pandemije nove gripe v skladu s kriznim načrtom v podobnih primerih še dodatno ponudili zaposlenim možnost, da so se lahko na stroške Banke pri svojem zdravniku cepili tudi proti virusu nove gripe A(H1N1).

Vzgoja in izobraževanje v zvezi z varnostjo in zdravjem pri delu ter varstvom pred požarom sta prav tako sestavni del strokovnega usposabljanja vseh zaposlenih, zato skladno z zakonodajo vsako leto organiziramo potrebna usposabljanja s tega področja, in sicer usposabljanje Varnost in zdravje pri delu ter varstvo pred požarom, ki se ga morajo udeležiti vsi zaposleni čim prej po zaposlitvi in znanje obnavljati v skladu z našo Izjavo o varnosti z oceno tveganja na 5 let. Tekom leta 2009 se ga je udeležilo 237 sodelavcev in sodelavk

(43,8 % vseh zaposlenih), medtem ko se je programa Usposabljanje odgovornih oseb za gašenje začetnih požarov in izvajanje evakuacije udeležilo 37 zaposlenih (do dve osebi na vsaki lokaciji, na kateri Banka posluje).

Odstotek odsotnosti zaradi bolezni je ostal na približno enaki ravni kot v letu 2008 oziroma se je malenkost zvišal, in sicer iz 3 % na 4 %. Povišanje pripisujemo izredno mladi strukturi zaposlenih in posledičnemu dejstvu, da je izjemno veliko mladih družin z majhnimi otroci (delež nege za družinske člane predstavlja 9,5 % skupnih bolniških dni).

Tudi letos so zaposleni v Banki prispevali k porastu prebivalstva, saj smo imeli, tako kot že v preteklih dveh letih, povečanje števila porodnic. Konec leta 2009 je bilo namreč na porodniškem dopustu kar 33 sodelavk (6,1 % vseh zaposlenih). V letu 2009 se je našim zaposlenim rodilo 53 otrok. Tudi zato se bomo v prihodnje posvečali ustvarjanju delovnega okolja, prijaznega do usklajevanja službenih in zasebnih obveznosti.

Skrb za tretje življenjsko obdobje udeležimo skozi možnost vključitve v dodatno pokojninsko zavarovanje, ki jo izkorišča 65 % zaposlenih. To je glede na starostno strukturo in seznanjenost o demografski situaciji v povezavi s pokojninskimi zgledi razumljivo.

Vsa omenjena skrb pa se odraža tudi v uspešnem ohranjanju stopnje fluktuacije na sprejemljivi ravni glede na demografske razmere in glede na razmere na trgu dela, saj se je stopnja znižala iz 8,09 % v letu 2008 na 6,08 % v letu 2009 (zopet posledica nestabilnega trga dela, saj se je brezposelnost v Sloveniji zvišala za 50 %).

Za zaposlene, njihovo zdravje in dobro počutje ter druženje pa skrbimo še z organizacijo športnih dogodkov, sofinanciranjem kulturnih prireditev ter športnih aktivnosti ter druženjem ob novem letu, obisku Božička za otroke zaposlenih, tekmovanju v najrazličnejših športih, vsakoletni aktivni udeležbi na Bančnih igrah, poletnem pikniku, pa tudi preko športnega društva »Tilda«. Le-to deluje v okviru Banke, vanj pa je včlanjenih 422 zaposlenih (78 % vseh zaposlenih), 15 študentov ter 8 upokojencev, sicer pa so storitve, ki jih društvo omogoča, na voljo vsem zaposlenim.

Odnos do strank

V letu 2009 smo se pri oblikovanju in izvedbi marketinške strategije prilagajali specifičnim razmeram na finančnem trgu. Izvedli smo številne celovite tržno-komunikacijske akcije in izbranim ciljnim segmentom prek oglaševalskih akcij in direktne pošte predstavili ponudbo varčevalnih in zavarovalnih produktov, potrošniških kreditov in različnih bančnih paketov, s katerimi smo potrošnike skušali spodbuditi k zamenjavi banke.

Družbena odgovornost

Jesen 2009 smo, kot članica finančne skupine UniCredit Group, postali ponosni uradni sponzor UEFA Champions League za obdobje 2009 – 2012. Ker predstavlja sponzorstvo močno marketinško in komunikacijsko orodje, smo za posamezne segmente oblikovali posebne ponudbe ter jih obstoječim in potencialnim strankam predstavljali preko nogometno obarvanih oglaševalskih akcij, spletne nagradne igre »Zadeni gol«, direktne pošte ter promocije v poslovnih enotah in na dogodkih. Privrženci nogometa so se z našo blagovno znamko redno spogledovali na nogometnih tekmah, predvsem preko televizijskih sprejemnikov, nekateri pa tudi v živo.

Kot so pokazale raziskave, smo z nogometnimi tekmami in nogometno obarvanimi oglaševalskimi akcijami uspešno povečali prepoznavnost, zavedanje in priključitev blagovne znamke ter dodatno utrdili pozicioniranje blagovne znamke UniCredit Bank, ki se odlikuje po sodobnosti in drugačnosti ter izraziti usmerjenosti v aktivnega posameznika, ki mu želimo pomagati pri uresničevanju njegovih želja, ambicij in ciljev.

Za poslovne partnerje divizij Poslovanje s podjetji in Finančni trgi smo organizirali številne informativne dogodke za stranke.

Najodmevnejši dogodek za stranke je bilo srečanje najuglednejših poslovnih partnerjev in nekaterih najvidnejših predstavnikov slovenskega gospodarstva na gradu Jable. S tem dogodkom smo v turbulentnem času finančne krize odprli pomembne teme in oblikovali skupno mnenje o relevantnosti različnih projektov za razvoj slovenskega gospodarstva.

Najbolj obiskani so bili Zajtrki Finančnih trgov, ki so bili posvečeni predstavitvi denarnih instrumentov ter trendov gibanja tečajev in obrestnih mer na lokalnem ter mednarodnih finančnih trgih, beseda pa je tekla tudi o delovanju denarne politike ECB znotraj in izven EMU. Za stranke smo organizirali delavnico na temo mednarodnih storitev, v sodelovanju s podjetjem Ernst & Young izobraževanje na temo davčnega in finančnega svetovanja v okviru poslovnega paketa Planet, županom iz cele Slovenije pa smo predstavili občinske infrastrukturne priložnosti. V sodelovanju z Obrtno zbornico Slovenije smo v devetih slovenskih mestih predstavili predvsem malim podjetjem nevarnosti in priložnosti finančne krize.

Leto 2009 smo zaokrožili s tradicionalnim novoletnim koncertom v Slovenski filharmoniji.

Nadaljevali smo z izdajanjem revije za stranke z imenom Azimut, kjer smo tudi v preteklem letu združevali strokovne teme in teme povezane z življenjskim slogom novodobnega poslovneža. Tako kot v preteklih letih smo se ciljnim segmentom v letu 2009 približali prek različnih komunikacijskih kanalov in jim predstavili zanimive in njihovim potrebam prilagojene bančne produkte.

S sodobnim tržnim komuniciranjem smo dokazali, da smo prodorna in k potrošniku usmerjena Banka.⁴

Odnosi z mediji

Sedma sila je in vedno bo eden od virov informacij, ki jim javnost, in s tem tudi naše potencialne in obstoječe stranke, najbolj zaupa. Zavedamo se, da so mediji zato pomemben dejavnik pri izgradnji prepoznavnosti in ugleda Banke. Po rezultatih raziskav so avtorski članki novinarjev štiri do sedemkrat bolj kredibilni od plačanega oglaševanja, zato si pri komuniciranju z novinarji prizadevamo za proaktivnost, strokovnost, odzivnost v skladu s postavljenimi roki, dostopnost sogovornikov za izjave in pojasnila ter s tem za graditev dolgoročnih odnosov s predstavniki medijskih hiš. Dobro sodelovanje z mediji se je nedvomno odrazilo tudi v povečanem interesu medijev za poročanje o Banki. V letu 2009 smo prejeli skupaj 838 sklopov novinarskih vprašanj (v letu 2008: 630, v letu 2007: 480). Novinarje smo skozi vse leto ažurno obveščali o dogajanju v Banki in informacije ter fotografije z dogodkov in oseb objavljali tudi v medijskem središču na spletni strani. Z aktivnim in odprtim pristopom pa tudi zaradi aktualnih tem, v sklopu katerih se je Banka pojavila kot poslovni partner, smo svojo medijsko prisotnost v letu 2009 dodatno povečali.

Na tiskovni konferenci, ki smo jo organizirali pomladi 2009, smo medijem predstavili naše poslovne rezultate, ki smo jih dosegli v letu 2008. Novinarje, ki pokrivajo področje kulture, smo povabili na tiskovno konferenco ob gostovanju baletnega ansambla milanske Skale na Poletnem festivalu, na konferenci pa so sodelovali tudi direktor Baleta in izbor baletnikov, ki so nastopali v predstavi.

Slovenske novinarje smo kasneje povabili k sodelovanju pri projektu finančne skupine UniCredit Group "Novinarska nagrada za poročanje o SVE". Dvema slovenskima novinarjema smo omogočili prisotnost na konferenci Euromoney na Dunaju, ki jo je podprla tudi finančna skupina UniCredit Group. Ob obisku predsednika nadzornega sveta Banke, Federica Ghizzonija, smo organizirali srečanje za novinarje, prav tako smo organizirali srečanje s slovenskimi novinarji ob obisku Doris Tomanek, ki je odgovorna za kadrovske zadeve v državah SVE, kjer je Skupina prisotna. Na ta način smo slovenskim novinarjem omogočili direkten kontakt z najvišjim vodstvom Skupine. Aktivno smo jih vabili tudi na določene dogodke za stranke, predvsem take, kjer smo govorili o trendih v gospodarstvu. Pozitiven odziv novinarjev se je odrazil v večjem številu prispevkov, obenem so lahko pridobili kontakte, ki so jim v pomoč pri njihovem vsakdanjem delu in zbiranju informacij o Skupini oziroma o trgu in trendih na splošno.

⁴ Zadovoljstvo naših strank že več let na ravni finančne skupine UniCredit Group preverjamo z raziskavami. Več o rezultatih raziskav si lahko preberete v poglavju Poslovanje Banke na različnih segmentih, razdelek Podpora prodaji.

Odnos do lokalnih skupnosti

Poslovne enote Banke so na podlagi poznavanja lokalnega okolja v okviru lastne pobude samostojno komunicirale z lokalnim trgom prek različnih komunikacijskih kanalov in tako izvajale lokalne dogodke, direktni marketing, sponzorsko in donatorsko sodelovale na športnih, dobrodelnih in kulturnih prireditvah, ki so potekale v njihovi lokalni skupnosti. Z direktno pošto in drugimi aktivnostmi smo prispevali k intenzivnosti komuniciranja akcij in ponudbe Banke.

Sponzorstva in donacije

V skrbi za ustvarjanje trajne vrednosti in nadaljnjega razvoja se zavedamo pomembnosti odgovornega vključevanja v okolje, v katerem delujemo. Tudi v letu 2009 smo prisluhnili potrebam lokalnih skupnosti in širše družbe skozi sponzorstva in donacije, predvsem na področju kulture, pomoči socialno šibkim in otrokom, ozaveščanja o odgovornem ravnanju do okolja in športa na nacionalni ravni, v tovrstne aktivnosti pa smo vključevali tudi naše sodelavce. Spomladi leta 2009 se je prvič na pot podal Mini bus veselja, ki je namenjen socialno šibkim otrokom iz blokovskih naselij, ki jim na ta način nudimo pomoč pri učenju, organizirane igre in športne dejavnosti, pa tudi pogovor. Aktivno smo podprli humanitarne projekte kot so Rdeči noski (zbiranje odpadnih kartuš in denarnih prispevkov v poslovni mreži Banke) in dobrodelni bazar društva SILA. Sredstva smo namenili tudi humanitarnemu zavodu Vid. Pridružili smo se dobrodelni akciji z naslovom »Otroci boljši od borznih gurujev« časopisa Moje finance, kjer so sredstva donacije namenjena socialno šibkim otrokom pod okriljem Zveze prijateljev mladine Slovenije. Že osmo leto zapored smo darovali Slovenski filharmoniji za nakup novih glasbil, tokrat za koncertni violini. S sponzorskimi sredstvi smo podprli odmeven nastop baletnega ansambla milanske Scale z baletom Pink Floyd na otvoritvi Poletnega festivala v Ljubljani.



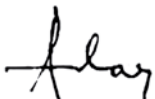
Na družbeno odgovornost s stališča okoljskega in podnebne osveščanja smo se odzvali s sodelovanjem pri projektu spletnega mesta Planet sprememb pod okriljem društva Umanotera ter z donacijo za projekt okoljskih čitalnic, namenjenih odraslim in okoljskih reciklažnic za otroke v Okoljskem centru. V aktivnosti Centra smo vključili tudi naše sodelavce. Prav tako v vseh poslovnih enotah sodelavci Banke v humanitarne namene zbiramo plastične zamaške.

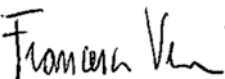
Ob otvoritvah novih poslovnih enot Banke smo preko lokalnih humanitarnih društev in organizacij prispevali sredstva za pomoč otrokom s posebnimi potrebami in socialno šibkim otrokom. Na ravni celotne finančne skupine UniCredit Group smo sodelavci in Banka združili moči in zbrali prispevek za žrtve potresa v Abruzzih v Italiji in s tem prispevali za obnovitev domov.

Finančna skupina UniCredit Group je sklenila partnerstvo in je ponosni sponzor evropske nogometne lige prvakov UEFA Champions League za obdobje treh let.

Lokalno smo podprli udeležbo tekmovalne ekipe sodelavcev UniCredit Banka Slovenija d.d. na Ljubljanskem maratonu in na Teku trojk in se aktivno vključili v tradicionalno prireditev Pot ob žici. Na nacionalni ravni smo vstopili v partnerstvo in podprli tekmovalce slovenskih nordijskih disciplin in uspešno tekačico Petro Majdič. Ob izteku leta 2009 smo darovali sredstva Zvezi prijateljev mladine Slovenije za izvedbo projekta Sožitje generacij, kjer bodo otroci iz socialno šibkih družin in socialno izključeni otroci skupaj z upokojenimi strokovnjaki preživeli teden dni na taboru in si tako našli nadomestne babice in dedke, s katerimi bodo ohranili stike tudi po vrnitvi domov. Za otroke pod okriljem Zveze prijateljev mladine Slovenije smo konec leta sodelavci in tudi stranke preko vseh poslovnih enotah Banke zbirali družabne igre, didaktične in druge igrače in k akciji povabili tudi naše stranke.

Višina sredstev za sponzorstva in donacije je v letu 2009 dosegla več kot 110.397 evrov.


Dr. France Arhar
Predsednik uprave


Francesco Vercesi
Član uprave


Janko Medja, MBA
Član uprave

Jozsef Varga,
Valid Dental-Medical Nagykjereskedohaz Kft.
Stranka področja poslovanja
s prebivalstvom, Madžarska

»**Že** nekaj let smo imeli dobro sodelovanje z UniCredit Bank, ko so naši zaposleni prišli na dan z idejo o odpiranju osebnih bančnih računov zanje, ki bi imeli bolj ugodne pogoje za nadomestila in obrestne mere. Obrnili smo se na UniCredit Bank, ki nam je ponudila možnost odpiranja novih računov kot del "Paketa ugodnosti za zaposlene." Sodelavci so bili navdušeni.«

**Z UniCredit
je enostavno.**



Poročilo nadzornega sveta

Nadzorni svet UniCredit Banka Slovenija d.d. je v letu 2009 spremljal in nadziral tekoče poslovanje Banke, dosežene finančne rezultate ter delo njene uprave skladno s svojimi pooblastili, pristojnostmi in dolžnostmi, opredeljenimi v Statutu Banke, Zakonu o gospodarskih družbah in Zakonu o bančništvu. Na rednih sejah nadzornega sveta je uprava Banke člane nadzornega sveta obveščala o vseh pomembnih poslovnih dogodkih v Banki in o drugih aktivnostih, povezanih s poslovanjem Banke, o ekonomskem in političnem okolju, pomembnejših zakonskih spremembah, ki so vplivale na poslovanje Banke, ter o doseženih finančnih rezultatih Banke v primerjavi s sprejetim finančnim načrtom poslovanja. Uprava Banke je nadzorni svet redno obveščala tudi o pričakovanih finančnih rezultatih do konca finančnega leta in o njihovem uresničevanju.

V letu 2009 je prišlo do sprememb v sestavi nadzornega sveta Banke. Na skupščini Banke 9. februarja 2009 je bil s funkcije člana nadzornega sveta razrešen mag. Helmut Haller, hkrati pa sta bila za člana nadzornega sveta za obdobje do 24. aprila 2011 imenovana Franco Andreetta in Giuseppe Verrascina. Nadzorni svet Banke tako šteje 6 članov, in sicer ga poleg prej omenjenih članov sestavljajo še Federico Ghizzoni (predsednik), Herbert Hangel (namestnik predsednika), mag. Wolfgang Edelmüller in mag. Martin Klauzer. Navkljub specifični lastniški strukturi, v kateri je skoraj 100-odstotni lastnik Banke UniCredit Bank Austria AG, večinski lastnik slednje pa UniCredit S.p.A., dva člana nadzornega sveta (Franco Andreetta in Giuseppe Verrascina) nista zaposlena v Skupini, ampak kot zunanja strokovnjaka s področja računovodstva in finančnega poslovanja prispevata k bolj kakovostnemu in preglednejšemu delu nadzornega sveta. Člani nadzornega sveta niso osebno, posredno ali neposredno udeleženi v lastniški strukturi niti niso v kakršnemkoli poslovnem odnosu z Banko, tako da ne more prihajati do konflikta interesov. Finančna skupina UniCredit Group ima sicer oblikovane ustrezne mehanizme za obvladovanje in reševanje morebitnih konfliktov interesov, če bi do njih kljub vsemu prišlo.

Nadzorni svet Banke se je v letu 2009 sestal in odločal na šestih rednih sejah. Nekatere sklepe so člani nadzornega sveta sprejemali tudi dopisno in brez sklica seje. Vsi člani nadzornega sveta so se udeležili prve, druge in šeste redne seje nadzornega sveta, medtem ko je svojo udeležbo na tretji seji opravičil Herbert Hangel, na četrti mag. Wolfgang Edelmüller in na peti Franco Andreetta. Posamezni sklepi so bili v skladu z zakonskimi predpisi, pristojnostmi, opredeljenimi v statutu in upoštevajoč potrebe Banke po učinkovitosti dela, sprejeti tudi na korespondenčnih sejah nadzornega sveta in nato predstavljeni in potrjeni na prvi naslednji redni seji nadzornega sveta.

Pomembnejše odločitve nadzornega sveta

Na svoji prvi redni seji, 9. marca 2009, je nadzorni svet med drugim sprejel letno poročilo o poslovanju Banke za leto 2008, na podlagi predloga revizijske komisije predlagal skupščini Banke imenovanje zunanjega revizorja, podal mnenje k letnemu poročilu notranje revizije o notranjem revidiranju za leto 2008, sprejel sklep o uporabi čistega dobička in soglašal s predlogom uprave za uporabo bilančnega dobička Banke za leto 2008, se seznanil z revizorjevim poročilom pooblaščen revizijske družbe za leto 2008, na katerega ni imel pripomb, ter potrdil vse ostale dokumente, o katerih je odločala skupščina Banke 29. aprila 2009.

Nadzorni svet je na drugi redni seji, ki je potekala 4. maja 2009, za predsednika uprave Banke ponovno imenoval dr. Franceta Arharja za obdobje od 1. junija 2009 do 31. maja 2011. Na tretji redni seji, ki je potekala 19. junija 2009, je nadzorni svet sprejel politiko finančne skupine UniCredit Group glede prejemkov članov organov vodenja in nadzora ter potrdil spremembe Poslovnika uprave Banke in Pravil delovanja službe notranje revizije. 20. julija 2009 so člani nadzornega sveta na svoji četrti redni seji obravnavali in potrdili polletne rezultate Banke ter predlog uprave za sklic skupščine delničarjev Banke, na kateri so delničarji sprejeli sklep o plačilu nadomestila zunanjim članom nadzornega sveta Banke. Na dopisni seji 7. septembra 2009 je nadzorni svet Banke za novega člana uprave imenoval Francesca Vercesija, ki je pridobil dovoljenje Banke Slovenije za opravljanje funkcije člana uprave Banke 20. oktobra 2009, ko je tudi nastopil mandat. Na peti redni seji, 14. oktobra 2009, se je nadzorni svet seznanil z odstopom člana uprave Banke, mag. Stefana Vavtija, ki je mandat prenehal 1. oktobra 2009. Dne 30. novembra 2009 je nadzorni svet na svoji zadnji seji v letu 2009 s funkcije člana uprave Banke razrešil dr. Heriberta Fernaua. Poleg tega je nadzorni svet Banke na šesti (zadnji) redni seji v letu 2009 dal soglasje k načrtu dela službe notranje revizije za leto 2010 ter potrdil predlog uprave glede razdelitve pristojnosti med člani uprave Banke.

Nadzorni svet je sodeloval pri sprejemanju vseh ukrepov in aktivnosti, ki so bili potrebni za uresničevanje skupne poslovne politike nadrejenih bančnih skupin. Potrdil je načrt razvoja in temelje poslovne politike Banke za leto 2009. Nadzorni svet je o realizaciji programa dela in o svojih ugotovitvah ter o pregledih zunanjih nadzornih institucij redno prejemal obvestila notranje revizije.

Uporaba čistega in bilančnega dobička za leto 2009

Uprava Banke je nadzornemu svetu v letu 2010 predložila v

Poročilo nadzornega sveta

obravnavo Sklep o uporabi čistega dobička poslovnega leta 2009 v višini 8.798.350,62 evrov in predlog Sklepa o uporabi bilančnega dobička poslovnega leta 2009 v višini 4.399.175,31 evrov. Uprava Banke je predlagala, da se zaradi načrtovanega povečevanja obsega poslovanja v letu 2010 in prihodnjih letih v skladu s sprejetimi srednjeročnimi načrti Banke ter za zagotavljanje predpisane kapitalске ustreznosti Banke, čisti dobiček Banke ne uporabi za razdelitev delničarjem ali drugim osebam, ampak se v celoti razporedi v druge rezerve Banke. Uprava Banke je tudi predlagala, da nadzorni svet in skupščina delničarjev v skladu s svojimi pristojnostmi sprejmeta predlagani Sklep o uporabi bilančnega dobička poslovnega leta 2009. S sprejemom takega predloga bo omogočena nadaljnja rast Banke.

Nadzorni svet je sprejel Sklep o uporabi čistega dobička za leto 2009, soglašal s predlogom uprave o uporabi bilančnega dobička za leto 2009 in priporočil skupščini delničarjev, da ga sprejme v predlagani obliki.

Delovanje revizijske komisije nadzornega sveta

Revizijska komisija nadzornega sveta Banke se je v letu 2009 sestala na štirih rednih in eni dopisni seji. Kot posvetovalno telo nadzornega sveta ima revizijska komisija v okviru svojega delovanja ocenjevalno, (po)svetovalno in predlagalno funkcijo, pri čemer pomaga nadzornemu svetu pri izpolnjevanju njegovih dolžnosti in pristojnosti v zvezi z naslednjimi vsebinami: s primernostjo in učinkovitostjo bančnih postopkov notranje kontrole, kar vključuje ugotavljanje in merjenje tveganj ter upravljanje s tveganji; s skladnostjo z zakonodajo, pravili in politikami, ki urejajo delovanje banke; s primernostjo računovodskih standardov, ki se uporabljajo pri pripravi računovodskih izkazov; s primernostjo in neodvisnostjo zunanjih bančnih revizorjev ter z zagotavljanjem zaposlenih v oddelku notranje revizije.

Letno poročilo 2009

Uprava Banke je pripravila letno poročilo o poslovanju UniCredit Banka Slovenija d.d. v letu 2009 in ga v zakonskem roku predložila nadzornemu svetu Banke v preveritev. Skupaj z letnim poročilom je bilo nadzornemu svetu predloženo tudi revizorjevo poročilo o reviziji računovodskega poročila in pregledu poslovnega poročila Banke za poslovno leto 2009 ter dodatno revizorjevo poročilo o izpolnjevanju pravil o upravljanju s tveganji v banki iz prvega odstavka 211. člena Zakona o bančništvu, ki ju je sestavila pooblaščen revizorska družba KPMG Slovenija d.o.o.

Nadzorni svet je preveril letno poročilo, ki mu ga je v obravnavo predložila uprava Banke. Ugotovil je, da je letno poročilo sestavljeno v skladu s poročili in informacijami o poslovanju Banke v letu 2009 ter s poročili o ekonomskem in političnem okolju, v katerem Banka deluje, in so bila nadzornemu svetu predstavljena v poslovnem letu. Letno poročilo je nadzorni svet primerjal tudi z revidiranimi računovodskimi izkazi za poslovno leto 2009 in ugotovil, da so finančni rezultati, predstavljeni v letnem poročilu, skladni z revizorjevim poročilom. Na podlagi poročil uprave Banke je nadzorni svet mnenja, da je uprava upoštevala ugotovitve in priporočila notranje revizije ter zunanjih nadzornikov v letu 2009 in opravila potrebne aktivnosti za njihovo izpolnitev oziroma zagotovila, da bodo vse potrebne aktivnosti opravljene. Nadzorni svet je mnenja, da sta skupaj z upravo Banke v poslovnem letu 2009 izpolnila vse zakonske zahteve. Na temelju rednega spremljanja poslovanja Banke in navedenih preverjanj je nadzorni svet potrdil letno poročilo o poslovanju Banke v letu 2009.

V revizorjevem poročilu o pregledu računovodskih izkazov za poslovno leto 2009, ki je bilo nadzornemu svetu predloženo skupaj z letnim poročilom, je podano tudi mnenje pooblaščenega revizorja, ki je izdal mnenje brez pridržka. Nadzorni svet je seznanjen z revizorjevim poročilom pooblaščenega revizorja za leto 2009 ter dodatnim revizorjevim poročilo o izpolnjevanju pravil o upravljanju s tveganji za leto 2009 in nanju nima pripomb.

Nadzorni svet ocenjuje, da je svoje delo v letu 2009 opravil s profesionalno skrbnostjo, skladno z veljavno zakonodajo ter notranjimi pravili finančne skupine UniCredit Group.

Federico Ghizzoni
Predsednik nadzornega sveta
UniCredit Banka Slovenija d.d.

Izjava o odgovornosti

Uprava je odgovorna za pripravo računovodskih izkazov za poslovno leto. Ti morajo resnično in pošteno prikazovati premoženjsko stanje UniCredit Banka Slovenija d.d. ob koncu poslovnega leta ter njen finančni in poslovni izid za to leto. Uprava mora računovodske izkaze pripraviti skladno z načelom časovne neomejenosti poslovanja, razen kadar to ni primerno.

Uprava je pri pripravi računovodskih izkazov v letnem poročilu za leto, ki se je končalo 31. decembra 2009, dosledno uporabila ustrezne računovodske usmeritve in jih podprla z utemeljenimi in previdnimi presojami in ocenami ter zagotovila skladnost z vsemi računovodskimi standardi, o katerih meni, da so pomembni.

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

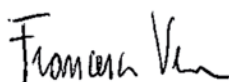
V imenu uprave



Dr. France Arhar
Predsednik uprave



Janko Medja, MBA
Član uprave



Francesco Vercesi
Član uprave

Ljubljana, marec 2010

Dace Markeviča
Uralchem Trading Sia
Stranka področja poslovanja s podjetji,
Latvija

»**U**ralchem Trading
ima zagotovilo, da bo
prav vsakič, celo ko gre
za razmeroma enostavne
bančne transakcije kot so
plačila, UniCredit banka
poiskala in tudi našla
rešitve, ki bodo v koristi
obeh strank. Strokovno
osebje banke vedno
ponuja koristne nasvete o
uspešnem poslovanju, s
čimer postavlja temelje za
medsebojno zaupanje in
dolgoročno partnerstvo.«

**Z UniCredit
je enostavno.**



Poročilo neodvisnega revizorja



Poročilo neodvisnega revizorja

Delničarjem banke UniCredit Banka Slovenija d.d.

Revidirali smo priložene računovodske izkaze banke UniCredit Banka Slovenija d.d., ki vključujejo izkaz finančnega položaja na dan 31. decembra 2009, izkaz poslovnega izida, izkaz vseobsegajočega donosa, izkaz gibanja kapitala in izkaz denarnih tokov za tedaj končano leto ter povzetek bistvenih računovodskih usmeritev in druge pojasnjevalne opombe.

Odgovornost posloводства za računovodske izkaze

Posloводство je odgovorno za pripravo in pošteno predstavitev teh računovodskih izkazov v skladu z mednarodnimi standardi računovodskega poročanja, kot jih je sprejela EU. Ta odgovornost vključuje: vzpostavitev, delovanje in vzdrževanje notranjega kontroliranja, povezanega s pripravo in pošteno predstavitev računovodskih izkazov, ki ne vsebujejo pomembno napačne navedbe zaradi prevare ali napake, izbiro in uporabo ustreznih računovodskih usmeritev ter pripravo računovodskih ocen, ki so utemeljene v danih okoliščinah.

Revizorjeva odgovornost

Naša naloga je izraziti mnenje o teh računovodskih izkazih na podlagi revizije. Revizijo smo opravili v skladu z mednarodnimi standardi revidiranja. Ti standardi zahtevajo od nas izpolnjevanje etičnih zahtev ter načrtovanje in izvedbo revizije za pridobitev sprejemljivega zagotovila, da računovodski izkazi ne vsebujejo pomembno napačne navedbe.

Revizija vključuje izvajanje postopkov za pridobitev revizijskih dokazov o zneskih in razkritjih v računovodskih izkazih. Izbrani postopki so odvisni od revizorjeve presoje in vključujejo tudi ocenjevanje tveganj napačne navedbe v računovodskih izkazih zaradi prevare ali napake. Pri ocenjevanju teh tveganj prouči revizor notranje kontroliranje, povezano s pripravljanjem in poštenim predstavljanjem računovodskih izkazov družbe, da bi določil okoliščinam ustrezne revizijske postopke, ne pa, da bi izrazil mnenje o uspešnosti notranjega kontroliranja družbe. Revizija vključuje tudi ovrednotenje ustreznosti uporabljenih računovodskih usmeritev in utemeljenosti računovodskih ocen posloводства kot tudi ovrednotenje celotne predstavitve računovodskih izkazov.

Verjamemo, da so pridobljeni revizijski dokazi zadostna in ustrezna podlaga za naše revizijsko mnenje.

Mnenje

Po našem mnenju so računovodski izkazi v vseh pomembnih pogledih poštena predstavitev finančnega stanja banke UniCredit Banka Slovenija na dan 31. decembra 2009 ter njenega poslovnega izida in denarnih tokov za tedaj končano leto v skladu z mednarodnimi standardi računovodskega poročanja, kot jih je sprejela EU.

Poročilo o drugih zakonskih in regulativnih zahtevah

V skladu z zahtevo zakona o gospodarskih družbah (ZGD - 1) potrjujemo, da so informacije v poslovnem poročilu skladne s priloženimi računovodskimi izkazi.

KPMG SLOVENIJA,
podjetje za revidiranje, d.o.o.

Horis Drobnic, univ. dipl. ekon.
pooblaščen revizor
partner

KPMG Slovenija, d.o.o.
T

Ljubljana, 23. februar 2010

Poročilo neodvisnega revizorja



Poročilo neodvisnega revizorja

Delničarjem banke UniCredit Banka Slovenija d.d.

Pri banki UniCredit Banka Slovenija d.d. smo za poslovno leto, ki se je končalo 31. 12. 2009, v povezavi:

- z razkritji iz prvega odstavka 207. člena Zakona o bančništvu (Uradni list RS, št. 131/2006, 1/2008, 109/2008, 19/2009 in 98/2009; odslej ZBan-1);
- z izpolnjevanjem pravil o upravljanju s tveganji in s kvaliteto informacijskega sistema

pregledali njeno upoštevanje določb ZBan-1 in njegovih podzakonskih predpisov - Sklepa o razkritjih s strani bank in hranilnic (Uradni list RS, št. 135/2006 in 42/2009; odslej Sklep o razkritjih), Sklepa o upravljanju s tveganji in izvajanju procesa ocenjevanja ustreznega notranjega kapitala za banke in hranilnice (Uradni list RS, št. 135/2006, 28/2007 in 104/2007; odslej Sklep o upravljanju s tveganji), Sklepa o ocenjevanju izgub iz kreditnega tveganja bank in hranilnic (Uradni list RS, št. 28/2007, 102/2008 in 3/2009; odslej Sklep o ocenjevanju izgub) in Sklepa o izračunu kapitala bank in hranilnic (Uradni list RS, št. 135/2006 in 104/2007; odslej Sklep o izračunu kapitala) - v poslovnem letu, ki se je končalo 31. 12. 2009.

Za razkritja, izpolnjevanje pravil o upravljanju s tveganji in zagotavljanje kvalitete informacijskega sistema v skladu z navedenimi predpisi je odgovorno poslovodstvo banke. Naša odgovornost je izdaja poročila na podlagi opravljenega revizijskega pregleda.

Področje revizije in preiskave

Revizijo razkritij iz prvega odstavka 207. člena ZBan-1 in revizijo izpolnjevanja pravil o upravljanju s tveganji smo opravili na podlagi smiselne uporabe Mednarodnega standarda revidiranja 800 in drugih Mednarodnih standardov revidiranja. Ti standardi zahtevajo od nas načrtovanje in izvedbo revizije za pridobitev sprejemljivega zagotovila, da je banka UniCredit Banka Slovenija d.d. upoštevala ustrezna določila ZBan-1 in njegovih podzakonskih predpisov. Revizija vključuje preizkuševalno preverjanje ustreznih dokazov. Prepričani smo, da je naša revizija primerna podlaga za naše mnenje.

Preiskavo kvalitete informacijskega sistema smo opravili na podlagi smiselne uporabe Mednarodnega standarda poslov preiskovanja 2400. Ta standard zahteva od nas načrtovanje in izvedbo preiskave za pridobitev zmerne zagotovila, da pregledane informacije v banki UniCredit Banka Slovenija d.d. ne vsebujejo pomembno napačnih navedb. Preiskava je omejena predvsem na poizvedovanje pri osebju banke in na analitične postopke v zvezi z informacijami ter tako daje manjše zagotovilo kot revizija. Revizije kvalitete informacijskega sistema nismo opravili, zato ne izražamo revizijskega mnenja. Prepričani smo, da je naša preiskava primerna podlaga za dano zagotovilo.

Mnenje o razkritjih

Po našem mnenju so razkritja banke UniCredit Banka Slovenija d.d. iz prvega odstavka 207. člena ZBan-1 za obračunsko obdobje, ki se je končalo 31. 12. 2009, v vseh pomembnih pogledih skladna z določili ZBan-1 in Sklepa o razkritjih.

Razkritja iz prvega odstavka 207. člena ZBan-1 so vsebinsko skladna z letnim poročilom.



Mnenje o izpolnjevanju pravil o upravljanju s tveganji

Po našem mnenju so bili v banki UniCredit Banka Slovenija d.d. v poslovnem letu, ki se je končalo na dan 31. Decembra 2009, v vseh pomembnih pogledih:

- izpolnjeni splošni standardi upravljanja s kreditnim tveganjem, tržnimi tveganji, obrestnim tveganjem, operativnim tveganjem in likvidnostnim tveganjem, določeni s Prilogami I – V Sklepa o upravljanju s tveganji;
- v povezavi s kreditnim tveganjem upoštevana določila Sklepa o ocenjevanju izgub;
- v povezavi s kapitalom, kapitalskimi zahtevami in ustreznim notranjim kapitalom banke upoštevana določila Sklepa o izračunu kapitala;
- v povezavi z delovanjem službe notranje revizije upoštevana določila ZBan-I.

Zagotovilo o kakovosti informacijskega sistema

V preiskavi nismo opazili nič takega, zaradi česar bi menili,

- da informacijska podpora upravljanju s tveganji ni v vseh pomembnih pogledih skladna z zapisanimi notranjimi pravili banke in zahtevami Banke Slovenije;
- da politika varnosti informacijskih sistemov ni v vseh pomembnih pogledih usklajena z zapisano strategijo razvoja informacijskih sistemov banke in da ni upoštevala priporočil slovenskih standardov oSIST ISO/IEC 27001:2006, oSIST ISO/IEC 17799:2005 in SIST ISO/IEC 1799:2003, ki jih izdaja Slovenski inštitut za standardizacijo oziroma drug pooblaščen organ.

KPMG SLOVENIJA,
podjetje za revidiranje, d.o.o.

Boris Drobnič, univ. dipl. ekon.
pooblaščen revizor
partner

KPMG Slovenija, d.o.o.
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Ljubljana, 23. februar 2010

Računovodski izkazi

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Finančni kazalniki

	2009	2008	2007
Bilanca stanja (v 1.000 EUR)			
Bilančna vsota	3.267.368	2.891.241	2.132.693
Vloge nebančnega sektorja	820.753	642.287	721.539
Vloge pravnih in drugih oseb	566.662	423.463	370.875
Vloge prebivalstva	254.091	218.824	350.664
Kreditni nebančnemu sektorju	2.096.924	2.064.458	1.595.225
Kreditni pravnim in drugim osebam	1.440.505	1.486.958	1.159.762
Kreditni prebivalstvu	656.419	577.500	435.463
Kapital	191.217	179.172	163.615
Oslabitve kreditov, merjenih po odplačni vrednosti	37.549	25.471	16.181
Rezervacije	2.478	1.166	1.071
Obseg zunajbilančnega poslovanja	5.169.843	5.327.214	5.765.607
Izkaz poslovnega izida (v 1.000 EUR)			
Čisti obrestni prihodki	39.030	45.117	35.750
Čisti neobrestni prihodki	25.513	19.355	20.278
Stroški dela	(18.741)	(18.648)	(15.424)
Drugi administrativni stroški	(13.006)	(14.366)	(13.419)
Amortizacija	(4.443)	(3.548)	(3.165)
Oslabitve in rezervacije	(16.965)	(6.993)	(4.306)
Poslovni izid pred obdavčitvijo	11.248	23.527	19.712
Davek od dohodka pravnih oseb	(2.450)	(5.044)	(4.531)
Zaposleni			
Število zaposlenih na dan 31. 12.	541	535	451
Delnice			
Število delničarjev	26	26	28
Knjigovodska vrednost delnic (v EUR) za nominalne vrednosti			
EUR 417,29	-	-	-
EUR 41,73	-	-	-
EUR 4,17	49,04	45,95	41,96
Število delnic za nominalne vrednosti			
EUR 417,29	-	-	-
EUR 41,73	-	-	-
EUR 4,17	3.898.878	3.898.878	3.898.878
Kapital			
Količnik kapitalske ustreznosti	10,3%	9,5%	8,5%
Kvaliteta sredstev in prevzetih obveznosti			
Oslabitve finančnih sredstev, merjenih po odplačni vrednosti in rezervacije za prevzete obveznosti / razvrščene aktivne bilančne in razvrščene zunajbilančne postavke	1,3%	0,9%	0,7%
Profitabilnost			
Obrestna marža	1,3%	1,8%	1,8%
Marža finančnega posredništva	2,2%	2,7%	2,8%
Donos na aktivo pred davki (ROA)	0,4%	1,0%	1,0%
Donos na kapital pred davki (ROE)	6,1%	13,6%	12,7%
Donos na kapital po davkih	4,8%	10,6%	9,8%
Stroški poslovanja			
Operativni stroški / povprečna aktiva	1,2%	1,5%	1,6%
Likvidnost			
Povprečna likvidna sredstva/povprečne kratkoročne vloge nebančnega sektorja	37,9%	28,7%	27,9%
Povprečna likvidna sredstva/povprečna aktiva	9,2%	6,7%	8,1%

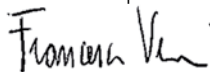
Bilanca stanja

Vsebina	Pojasnilo	31. 12. 2009	31. 12. 2008
			EUR 1.000
Denar v blagajni in stanje na računih pri centralni banki	1	78.021	41.902
Finančna sredstva, namenjena trgovanju	2	84.659	144.574
Finančna sredstva, pripoznana po poštenu vrednosti skozi izkaz poslovnega izida	3	6.366	16.730
Finančna sredstva, razpoložljiva za prodajo	4	352.608	217.389
Izvedeni finančni instrumenti, namenjeni varovanju	5	5.672	2.324
Krediti	6	2.658.049	2.353.905
kredit bankam		561.125	289.447
kredit strankam		2.096.924	2.064.458
Finančna sredstva v posesti do zapadlosti	7	29.773	29.721
Nekratkoročna sredstva v posesti za prodajo	8	65	466
Opredmetena osnovna sredstva	9	9.530	9.532
Neopredmetena dolgoročna sredstva	10	12.621	10.004
Terjatve za davek od dohodkov pravnih oseb	11	2.498	2.030
terjatve za davek		822	-
odložene terjatve za davek		1.676	2.030
Druge sredstva	12	27.506	62.664
SKUPAJ SREDSTVA		3.267.368	2.891.241
Finančne obveznosti do centralne banke	13	120.633	200.729
Finančne obveznosti, namenjene trgovanju	14	81.765	109.222
Izvedeni finančni instrumenti, namenjeni varovanju	15	13.992	6.942
Finančne obveznosti, merjene po odplačni vrednosti	16	2.836.581	2.370.378
vloge bank		1.602.586	1.267.167
vloge strank		820.753	642.287
kredit bank		383.113	440.720
podrejene obveznosti		30.129	20.204
Rezervacije	17	2.478	1.166
Obveznosti za davek od dohodkov pravnih oseb	18	1.253	2.485
obveznosti za davek		-	2.256
odložene obveznosti za davek		1.253	229
Druge obveznosti	19	19.449	21.147
SKUPAJ OBVEZNOSTI		3.076.151	2.712.069
Osnovni kapital	20	16.258	16.258
Kapitalske rezerve	21	61.885	61.885
Presežek iz prevrednotenja	22	(182)	(3.429)
Rezerve iz dobička (vključno z zadržanim dobičkom)	23	108.857	95.216
Čisti dobiček poslovnega leta	24	4.399	9.242
SKUPAJ KAPITAL		191.217	179.172
SKUPAJ OBVEZNOSTI IN KAPITAL		3.267.368	2.891.241
ZUNAJBILANČNE OBVEZNOSTI	43	5.169.843	5.327.214

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


Dr. France Arhar

Predsednik uprave



Francesco Vercesi

Član uprave



Janko Medja, MBA

Član uprave

Izkaz vseobsegajočega donosa

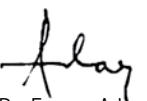
Izkaz poslovnega izida

Vsebina	Pojasnilo	2009	2008 EUR 1.000
Prihodki iz obresti	25	118.606	146.486
Odhodki za obresti	26	(79.576)	(101.369)
Čiste obresti		39.030	45.117
Prihodki iz dividend	27	1.638	41
Prihodki iz opravnin (provizij)	28	20.413	19.140
Odhodki za opravnine (provizije)	29	(3.390)	(2.360)
Čiste opravnine (provizije)		17.023	16.780
Realizirani dobički/izgube iz finančnih sredstev in obveznosti, ki niso merjeni po poštenu vrednosti skozi izkaz poslovnega izida	30	1.364	1.599
Čisti dobički/izgube iz finančnih sredstev in obveznosti, namenjenih trgovanju	31	834	(4.504)
Dobički/izgube iz finančnih sredstev in obveznosti, pripoznanih po poštenu vrednosti skozi izkaz poslovnega izida	32	144	566
Čisti dobički/izgube iz tečajnih razlik	33	4.773	4.745
Čisti dobički/izgube iz odprave pripoznanja sredstev brez nekratkoročnih sredstev v posesti za prodajo	34	(372)	(82)
Drugi čisti poslovni dobički/izgube	35	109	210
Administrativni stroški	36	(31.747)	(33.014)
Amortizacija	37	(4.443)	(3.548)
Rezervacije	38	(1.354)	(123)
Oslabitve	39	(15.611)	(6.870)
Čisti dobički/izgube iz nekratkoročnih sredstev v posesti za prodajo	40	(140)	2.610
DOBIČEK IZ REDNEGA POSLOVANJA		11.248	23.527
Davek iz dohodka pravnih oseb	41	(2.450)	(5.044)
ČISTI DOBIČEK POSLOVNEGA LETA		8.798	18.483
Dobiček na delnico (EUR)	24	2,26	4,74

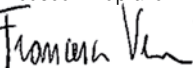
Izkaz drugega vseobsegajočega donosa

Vsebina	2009	2008 EUR 1.000
Čisti dobiček/izguba poslovnega leta po obdavčitvi	8.798	18.483
Drugi vseobsegajoči donos po obdavčitvi	(182)	(3.429)
Čisti dobički/izgube, pripoznani v presežku iz prevrednotenja v zvezi z varovanjem denarnih tokov (uspešni del varovanja)	(6.479)	(5.251)
Dobički/izgube, pripoznani v presežku iz prevrednotenja	(6.479)	(5.251)
Čisti dobički/izgube, pripoznani v presežku iz prevrednotenja v zvezi s finančnimi sredstvi razpoložljivimi za prodajo	6.252	910
Dobički/izgube, pripoznani v presežku iz prevrednotenja	6.169	910
Prenos dobičkov/izgub iz presežka prevrednotenja v poslovni izid	83	-
Davek iz dohodka pravnih oseb od drugega vseobsegajočega donosa	45	912
VSEOBSEGAJOČI DONOS POSLOVNEGA LETA PO OBDAVČITVI	8.616	15.054

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


Dr. France Arhar

Predsednik uprave



Francesco Vercesi
Član uprave


Janko Medja, MBA

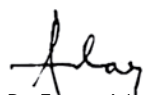
Član uprave

Izkaz gibanja kapitala

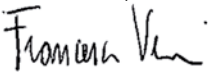
Izkaz gibanja kapitala za leto 2009							EUR 1.000
Vsebina	Presežek iz prevrednotenja						Skupaj kapital
	Osnovni kapital	Kapitalske rezerve	Varovanje denarnih tokov	Finančna sredstva razpoložljiva za prodajo	Rezerve iz dobička	Čisti dobiček poslovnega leta	
ZAČETNO STANJE V OBRAČUNSKEM OBDOBJU	16.258	61.885	(4.148)	719	95.216	9.242	179.172
Vseobsegajoči donos obdobja							
Čisti dobiček poslovnega leta					4.399	4.399	8.798
Drugi vseobsegajoči donos obdobja po obdavčitvi							
Varovanje denarnih tokov							
Sprememba poštene vrednosti			(1.035)				(1.035)
Presežek iz prevrednotenja (Finančna sredstva razpoložljiva za prodajo)							
Sprememba poštene vrednosti				4.199			4.199
Prenos v izkaz poslovnega izida				83			83
Razporeditev čistega dobička v rezerve iz dobička					9.242	(9.242)	-
KONČNO STANJE V OBRAČUNSKEM OBDOBJU	16.258	61.885	(5.183)	5.001	108.857	4.399	191.217
BILANČNI DOBIČEK POSLOVNEGA LETA						4.399	4.399

Izkaz gibanja kapitala za leto 2008							EUR 1.000
Vsebina	Presežek iz prevrednotenja						Skupaj kapital
	Osnovni kapital	Kapitalske rezerve	Varovanje denarnih tokov	Finančna sredstva razpoložljiva za prodajo	Rezerve iz dobička	Čisti dobiček poslovnega leta	
ZAČETNO STANJE V OBRAČUNSKEM OBDOBJU	16.258	61.885	1.241	(1.743)	78.383	7.591	163.615
Vseobsegajoči donos obdobja							
Čisti dobiček poslovnega leta					9.242	9.242	18.484
Drugi vseobsegajoči donos obdobja po obdavčitvi							
Varovanje denarnih tokov							
Sprememba poštene vrednosti			(5.389)				(5.389)
Presežek iz prevrednotenja (Finančna sredstva razpoložljiva za prodajo)							
Sprememba poštene vrednosti				2.462			2.462
Prenos v izkaz poslovnega izida				-			-
Razporeditev čistega dobička v rezerve iz dobička					7.591	(7.591)	-
KONČNO STANJE V OBRAČUNSKEM OBDOBJU	16.258	61.885	(4.148)	719	95.216	9.242	179.172
BILANČNI DOBIČEK POSLOVNEGA LETA						9.242	9.242

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



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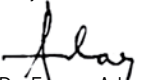


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Član uprave

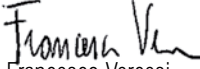
Izkaz finančnega izida

Oznaka	Vsebina	2009	2008 EUR 1.000
A.	DENARNI TOKOVI PRI POSLOVANJU		
a)	Čisti poslovni izid pred obdavčitvijo	11.248	23.528
	Amortizacija	4.443	3.548
	Oslabitev/(odprava oslabitve) finančnih sredstev v posesti do zapadlosti	15.611	6.870
	Oslabitev opredmetenih osnovnih sredstev, naložbenih nepremičnin, neopredmetenih dolgoročnih sredstev in drugih sredstev	-	-
	Čisti (dobički)/izgube iz tečajnih razlik	(4.773)	(4.745)
	Neto (dobički)/izgube iz finančnih sredstev v posesti do zapadlosti	(53)	(4)
	Drugi (dobički)/izgube iz financiranja	(129)	(10.686)
	Neto nerealizirani dobički v kapitalu oz. presežku iz prevrednotenja iz finančnih sredstev, razpoložljivih za prodajo (brez učinka odloženega davka)	5.342	3.144
	Neto nerealizirani dobički v kapitalu oz. presežku iz prevrednotenja iz varovanja denarnih tokov pred tveganji (brez učinka odloženega davka)	(1.228)	(6.842)
	Druge prilagoditve čistega poslovnega izida pred obdavčitvijo	1.354	123
	Denarni tokovi pri poslovanju pred spremembami poslovnih sredstev in obveznosti	31.815	14.936
b)	(Povečanja) / zmanjšanja poslovnih sredstev (brez denarnih ekvivalentov)	(122.626)	(456.102)
	Čisto (povečanje)/zmanjšanje finančnih sredstev, namenjenih trgovanju	686	28.802
	Čisto (povečanje)/zmanjšanje finančnih sredstev, pripoznanih po pošteni vrednosti skozi izkaz poslovnega izida	10.320	4.392
	Čisto (povečanje)/zmanjšanje finančnih sredstev, razpoložljivih za prodajo	(156.376)	(12.602)
	Čisto (povečanje)/zmanjšanje kreditov	(8.195)	(425.069)
	Čisto (povečanje)/zmanjšanje drugih sredstev	30.939	(51.625)
c)	Povečanja / (zmanjšanja) poslovnih obveznosti:	392.690	613.583
	Čisto povečanje/(zmanjšanje) finančnih obveznosti do centralne banke	(80.000)	200.729
	Čisto povečanje/(zmanjšanje) vlog in najetih kreditov, merjenih po odplačni vrednosti	474.464	402.440
	Čisto povečanje/(zmanjšanje) drugih obveznosti	(1.774)	10.414
d)	Denarni tokovi pri poslovanju (a + b + c)	301.879	172.417
e)	(Plačani) / vrnjeni davek na dohodek pravnih oseb	(5.017)	1.501
f)	Neto denarni tokovi pri poslovanju (d + e)	296.861	173.918
B.	DENARNI TOKOVI PRI NALOŽBENJU		
a)	Prejemki pri naložbenju	266	1.503
	Prejemki pri prodaji opredmetenih osnovnih sredstev in naložbenih nepremičnin	-	49
	Prejemki iz nekratkoročnih sredstev ali obveznosti v posesti za prodajo	266	1.454
b)	Izdatki pri naložbenju	(7.411)	(39.428)
	(Izdatki pri nakupu opredmetenih osnovnih sredstev in naložbenih nepremičnin)	(2.196)	(4.900)
	(Izdatki pri nakupu neopredmetenih dolgoročnih sredstev)	(5.215)	(4.811)
	(Izdatki za nakup finančnih sredstev v posesti do zapadlosti)	-	(29.717)
c)	Neto denarni tokovi pri naložbenju (a-b)	(7.144)	(37.925)
C.	DENARNI TOKOVI PRI FINANCIRANJU		
a)	Prejemki pri financiranju	10.000	20.204
	Prejemki od izdanih podrejenih obveznosti	10.000	20.204
b)	Izdatki pri financiranju	-	-
c)	Neto denarni tokovi pri financiranju (a-b)	10.000	20.204
D.	Učinki spremembe deviznih tečajev na denarna sredstva in njihove ustreznike	1.854	1.545
E.	Učinki spremembe poštene vrednosti na denarna sredstva in njihove ustreznike	570	2.726
F.	Čisto povečanje denarnih sredstev in denarnih ustreznikov (Ae + Bc + Cc)	299.717	156.198
G.	Denarna sredstva in njihovi ustrezniki na začetku obdobja	390.517	230.049
H.	Denarna sredstva in njihovi ustrezniki na koncu obdobja (D+E+F+G)	692.658	390.517

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Povzetek računovodskih usmeritev

Splošne informacije

UniCredit Banka Slovenija d.d. je poslovna banka s sedežem v Sloveniji, ki nudi široko paleto finančnih storitev pravnim in fizičnim osebam. Banka je bila registrirana kot delniška družba 24. januarja 1991. Njen sedež je na Šmartinski cesti 140, Ljubljana, Slovenija. Dne 31. decembra 2008 je imela Banka skupno dvajset poslovalnic po vsej Sloveniji. Banka je hčerinska banka UniCredit Bank Austria AG. Matična banka Skupine je UniCredit S.p.A s sedežem v Rimu, A. Specchi, 16, Italija.

UniCredit Banka Slovenija d.d. ima dovoljenje za opravljanje bančnih storitev po 7. členu Zakona o bančništvu (Uradni list RS, št. 131/06; v nadaljevanju: ZBan-1). Bančne storitve zajemajo sprejemanje depozitov od javnosti ter dajanje kreditov za svoj račun.

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

Banka lahko opravlja naslednje vzajemno priznane finančne storitve po 10. členu ZBan-1:

- sprejemanje depozitov;
- dajanje kreditov, ki vključuje:
 - potrošniške kredite,
 - hipotekarne kredite,
 - odkup terjatev z regresom ali brez njega (factoring),
 - financiranje komercialnih poslov, vključno z izvoznim financiranjem na podlagi odkupa z diskontom in brez regresa dolgoročnih nezapadlih terjatev, zavarovanih s finančnim instrumentom (forfeiting);
- storitve plačilnega prometa po ZPlaP, razen storitev upravljanja plačilnih sistemov;
- izdajanje in upravljanje plačilnih instrumentov (na primer kreditnih kartic in potovalnih čekov);
- izdajanje garancij in drugih jamstev;
- trgovanje za svoj račun ali za račun strank:
 - z instrumenti denarnega trga,
 - s tujimi plačilnimi sredstvi, vključno z menjalniškimi posli,
 - s standardiziranimi terminskimi pogodbami in opcijami,
 - z valutnimi in obrestnimi finančnimi instrumenti,
 - s prenosljivimi vrednostnimi papirji;
- sodelovanje pri izdaji vrednostnih papirjev in storitve, povezane s tem;
- svetovanje in storitve v zvezi z združitvami in nakupom podjetij;
- upravljanje z naložbami in svetovanje v zvezi s tem;
- investicijske ter pomožne investicijske storitve in posli.

Banka lahko opravlja naslednje dodatne finančne storitve po 11. členu ZBan-1:

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

Objavljene računovodske izkaze je Uprava Banke potrdila 22. februarja 2010.

Povzetek pomembnih računovodskih usmeritev

Povzetek pomembnih računovodskih usmeritev, uporabljenih pri pripravi računovodskih izkazov navajamo spodaj. Navedeno računovodsko politiko Banka uporablja za tekoče in primerjalno leto.

IZJAVA O SKLADNOSTI

Nekonsolidirani računovodski izkazi so bili pripravljeni v skladu z Mednarodnimi standardi računovodskega poročanja (MSRP) in pojasnili, ki jih je objavil Odbor za mednarodne računovodske standarde (International Accounting Standards Board, IASB) in jih je sprejela Evropska unija. Z dnem objave teh računovodskih izkazov se MSRP-ji, kot jih je sprejela Evropska unija, ne razlikujejo od MSRP-jev, kot jih je objavil IASB, razen za instrumente, za katere v skladu z MRS 39 velja obračunavanje varovanja pred tveganjem, ki ga Evropska unija ni sprejela. Banka ne uporablja instrumentov, za katere bi veljalo obračunavanje varovanja pred tveganjem v skladu z MRS 39. Tako morebiten sprejem MRS 39 s strani Evropske unije na dan bilance stanja tudi v delu obračunavanja varovanja pred tveganjem ne bi imel učinka na priložene računovodske izkaze Banke.

Računovodski izkazi so pripravljeni v skladu z MSRP, pri čemer so kot podlaga za merjenje uporabljene izvirne vrednosti, razen ob merjenju nekaterih finančnih instrumentov, kjer so kot podlaga za merjenje uporabljene njihove poštene vrednosti.

Banka nima pridruženih podjetij, ki bi jih obvladovala zato ni zavezana k pripravi konsolidiranih računovodskih izkazov.

UPORABA OCEN IN PREDPOSTAVK

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

Banka redno pregleduje ocene in osnovne predpostavke zanje. Spremembe računovodskih ocen se pripoznajo v obdobju, v katerem je ocena spremenjena ter v prihodnjih obdobjih, na katera vpliva.

a) Opredelitev poštene vrednosti

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

določene predpostavke, odvisne od več dejavnikov.

Banka uporablja naslednje metode opredelitve poštene vrednosti:

- kotirana cena na delujočem trgu za identičen instrument;
- metode vrednotenja, ki temeljijo na pomembnih dejavnikih, kot so kotirane cene na delujočem trgu za podobne instrumente ali metode vrednotenja, kjer lahko vse pomembne dejavnike neposredno ali posredno opazimo na trgu.

Glede na opredelitev poštene vrednosti, v skladu z MSRP 7 banka razvršča finančna sredstva v tri nivoje, ki so:

- Nivo 1: poštena vrednost je določena neposredno s sklicevanjem na uradno objavljene cene na aktivnem trgu
- Nivo 2: poštena vrednost je delno določena s sklicevanje na uradno objavljene cene na aktivnem trgu
- Nivo 3: poštena vrednost je določena s pomočjo modela.

Banka razvršča sredstva v najvišji možni nivo.

b) Oslabitev

Za stranke iz segmenta poslovanja s podjetji se slabitve finančnih sredstev ocenjujejo posamično, in sicer glede na primerno oceno sedanje vrednosti pričakovanega denarnega toka. Pri ocenjevanju denarnih tokov, Banka presoja finančno poslovanje stranke kot tudi njeno preteklo plačilno (ne)disciplino in način odplačevanja. Neto iztržljiva vrednost s tem povezanih zavarovanj se upošteva pri izračunu šele po zapadlosti ali ko je le-ta odpovedana zaradi nespoštovanja pogodbenih obveznosti. Ocena vrednosti zavarovanja, ki se upošteva pri izračunu slabitev, temelji na izkušnjah Banke in pridobljenih cenitvah, če in ko je to mogoče. Banka uporablja tudi različne faktorje zavarovanja v smislu konzervativnega pristopa k vrednotenju razpoložljivih zavarovanj. Slabitve se oblikujejo mesečno, postopek pa je urejen z internimi navodili in ima ustrezno informacijsko podporo. Organi pristojni za upravljanje s kreditnim tveganjem odobrijo vsako slabitev sredstev glede na vrednost, skladno z izračunano oceno denarnih tokov.

Pri fizičnih osebah Banka uporablja skupinsko ocenjevanje za oblikovanje slabitev. Le-te zajemajo kreditne izgube, ki se nanašajo na portfelj kreditov. Pri izračunavanju potrebe za skupinske slabitve, vodstvo Banke upošteva tudi dejavnike kot so kakovost posojil, velikost portfelja in ekonomske dejavnike vključno z analizo pretekle plačilne discipline v teh razredih. Slabitve za nastale, vendar še ne izkazane izgube (IBNR) se izračunavajo na letni ravni, temeljijo pa na kakovosti portfelja in na tako imenovanem obdobju evidentiranja izgube (loss detection period).

SPREMEMBE RAČUNOVODSKIH USMERITEV

V skladu s spremembami MRS 39 in MSRP 7, ki so bile sprejete oktobra 2008, je Banka prerazvrstila določena finančna sredstva iz kategorije »Finančna sredstva v posesti za trgovanje« v kategorijo »Za prodajo razpoložljiva finančna sredstva« ter »Sredstva v posesti do zapadlosti«. Banka je namreč spoznala, da teh finančnih sredstev zaradi trenutne tržne situacije ne bo prodala v kratkem

roku. Prerazvrstitve so bile opravljene po poštenu vrednosti na dan prerazvrstitve, to je 1. decembra 2008. Knjigovodske in poštene vrednosti prerazvrščenih finančnih sredstev ter učinek na izkaz poslovnega izida če finančno sredstvo ne bi bilo razvrščeno, Banka prikazuje v pojasnilih 4 Finančna sredstva razpoložljiva za prodajo in 7 Finančna sredstva v posesti do zapadlosti.

V skladu s spremembami MRS 1 - Predstavitev računovodskih izkazov, veljavnim od 1. januarja 2009; se zahteva, da se podatki v računovodskih izkazih združijo na podlagi skupnih značilnosti prikazanih v Izkazu vseobsegajočega donosa, ki je zamenjal »Izkaz poslovnega izida«. Izkaz vseobsegajočega donosa Banka prikazuje v dveh ločenih izkazih; Izkazu poslovnega izida in Izkazu drugega vseobsegajočega donosa. Predstavitev postavk čistega dobička ne vpliva na njegovo vsebino oziroma čisti dobiček poslovnega leta.

Prenovljeni MRS 23 - Stroški izposojanja, veljavnim od 1. januarja 2009; zahteva, da se stroški izposojanja, ki jih je mogoče pripisati neposredno nakupu, gradnji ali proizvodnji sredstva v pripravi usredstvi kot del nabavne vrednosti zadevnega sredstva. Banka pridobiva osnovna sredstva izključno z lastnimi viri financiranja zato nima stroškov izposojanja, ki bi jih lahko pripisala nakupu, gradnji ali proizvodnji sredstva v pripravi.

IZDANI, VENDAR ŠE NE UVELJAVLJENI STANDARDI IN POJASNILA

Številni novi standardi, dopolnitve standardov in pojasnila za leto, ki se je končalo na dan 31. december 2009, še ne veljajo in jih Banka pri pripravi računovodskih izkazov ni upoštevala:

- MSRP 3 - Poslovne združitve Spremenjen obseg standarda ter razširjen pojem poslov. Dopolnjen standard zajema tudi številne druge spremembe, kot so:
 - Vse postavke kupnine ki jih prevzemnik prenese so pripoznane iz izmerjene po poštenu vrednosti na datum prevzema vključno znesek, katerega plačilo je odvisno od prihodnjih dogodkov.
 - Naknadna sprememba plačila se pripozna v poslovnem izidu.
 - Stroški posla, razen stroški izdaje delnic in dolga se obravnavajo kot odhodek na dan nastanka. Prevzemnik lahko izmeri kateri koli manjšinski delež po poštenu vrednosti na datum prevzema (polno dobro ime), ali po sorazmernem deležu poštene vrednosti opredeljenih sredstev in obveznosti prevzete družbe na podlagi posel-za-posel.

Spremenjen MSRP 3 za poslovanje Banke ni pomemben, saj Banka nima takšnih deležev v odvisnih družbah, na katere bi omenjena sprememba lahko vplivala. Spremenjen standard velja za obdobja od 1. julija 2009.

- Spremenjen MRS 27 - Konsolidirani in ločeni računovodski izkazi obravnava izraz »manjšinski delež«, ki se nadomešča z izrazom »neobvladujoč delež« in je definiran kot "kapitalski delež v odvisnem podjetju, ki ni last obvladujočega podjetja niti neposredno niti posredno". Nadalje, dopolnjen standard spreminja

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obravnavanje neobvladujočega deleža, izgubo obvladovanja odvisnega podjetja, kot tudi razporeditev dobička ali izgube ter ostalega celotnega dobička med obvladujočim in neobvladujočim deležem.

Banka še ni zaključila analize učinka tega dopolnila. Spremenjen standard velja za obdobja od 1. julija 2009.

- Dopolnila k MRS 32 Finančni instrumenti: Predstavitev – Razvrstitev izdaj delniških pravic. V skladu z dopolnilom so pravice, opcije ali nakupni boni za pridobitev določenega števila lastnih kapitalskih instrumentov podjetja v zameno za določen znesek v kateri koli valuti kapitalskih instrumentov, če podjetje vsem svojim obstoječim lastnikom istega razreda ponudi sorazmerne pravice, opcije ali nakupne bone lastnih neizpeljanih kapitalskih instrumentov.

Dopolnila k MRS 32 za Banko niso pomembna, saj v preteklosti ni izdala omenjenih instrumentov. Spremenjen standard velja za obdobja od 1. februarja 2010.

- Dopolnila k MRS 39 Finančni instrumenti: Pripoznavanje in merjenje – Pred tveganjem upravičeno varovane postavke. Dopolnjen standard podrobneje opisuje uporabo obstoječih načel, ki določajo ali lahko posebne oblike tveganja denarnih tokov ali deli denarnih odražajo razmerja varovanja pred tveganji. Da bi se odražalo razmerje varovanja pred tveganji, je potrebno tveganja ali dele ločeno pripoznati in izmeriti; vendar pa inflacije ne moremo določiti razen v omejenih okoliščinah.

Banka še ni zaključila analize učinka tega dopolnila. Spremenjen standard velja za obdobja od 1. julija 2010.

- OPMSRP 12 Dogovori o koncesiji storitev. Pojasnilo je namenjeno družbam v zasebni lasti v zvezi s pripoznavanjem in merjenjem zadev, ki se pojavijo pri računovodskem obravnavanju dogovorov o koncesiji storitev na javno-zasebnem področju.

OPMSRP 12 za poslovanje Banke ni pomembno, saj ni sklenila dogovor o koncesiji storitev. Spremenjen standard velja za obdobja od 1. aprila 2009.

- OPMSRP 15 – Pogodbe za gradnjo nepremičnin podrobneje določa, da so prihodki, ki izhajajo iz pogodb o gradnji nepremičnin pripoznani glede na stopnjo dokončnosti pogodbene dejavnosti v naslednjih primerih:
 - pogodba ustreza opredelitvi pogodbe o gradbenih delih skladno z MRS 11.3;
 - pogodba velja zgolj za izvedbo storitev v skladu z IAS 18 (npr. družbi ni potrebno dobavljati gradbene materiale); in
 - pogodba je namenjena prodaji blaga, prihodki pa se pripoznajo sprti med gradnjo v skladu z določili MRS 18.14.

V vseh ostalih primerih se prihodki pripoznajo takrat, ko so izpolnjeni vsi pogoji pripoznanja prihodkov kot to določa MRS

18.14 (npr. po končani gradnji ali po dobavi). Pojasnilo OPMSRP 15 za Banko ni pomembno, saj le-ta ne izvaja storitev gradnje nepremičnin in ne razvija nepremičnin za prodajo. Spremenjen standard velja za obdobja od 1. januarja 2010.

- OPMSRP 16 – Varovanje čistih finančnih naložb v podjetje v tujini pred tveganjem podrobneje določa vrsto tveganja, pred katerim se je potrebno zavarovati, katera družba v Skupini sme posedovati postavko varovano pred tveganjem, pojasnjuje ali metoda konsolidacije vpliva na učinkovitost varovanja, kot tudi obliko, ki jo instrument varovanja zavzame, pa vse do zneskov, ki se ob ukinitvi poslovanja v tujini prerazvrstijo iz kapitala v poslovni izid.

Banka nima finančnih naložb v podjetje v tujini, zato OPMSRP 16 nima vpliva na njene računovodske izkaze. Spremenjen standard velja za obdobja od 1. julija 2009.

- OPMSRP 17 – Izplačila nadenarnih sredstev lastnikom velja za enostranska izplačila nadenarnih sredstev lastnikom. V skladu s pojasnilom se obveznost izplačila dividende pripozna, ko je dividenda ustrezno odobrena in ni več predmet presoje podjetja, ter se izmeri po pošteni vrednosti izplačanega sredstva. Knjigovodska vrednost dividende se ponovno izmeri na dan poročanja, sprememba knjigovodske vrednosti pa se pripozna v kapitalu kot prilagoditve zneska izplačila. Ko je obveznost izplačila dividende poravnana, se morebitna razlika med knjigovodsko vrednostjo sredstva in knjigovodsko vrednostjo dividende pripozna v poslovnem izidu.

Ker pojasnilo velja le od dneva uporabe dalje, le-to ne bo vplivalo na računovodske izkaze za obdobja pred datumom sprejema pojasnila. Prav tako se pojasnilo nanaša na bodoče dividende, ki bodo predmet presoje uprave/družbenikov, zato ni mogoče oceniti učinka tega pojasnila. Spremenjen standard velja za obdobja od 1. novembra 2009.

- OPMSRP 18 Prenosi sredstev od odjemalcev. V skladu s pojasnilom mora podjetje pripoznati preneseno sredstvo po njegovi pošteni vrednosti, v kolikor to sredstvo kaže značilnosti opredmetenega osnovnega sredstva v skladu z MRS 16, Opredmetena osnovna sredstva. Prav tako mora podjetje pripoznati znesek prenosa kot prihodek. časovni okvir za pripoznanje prihodka je odvisen od dejstev in okoliščin posameznega dogovora.

OPMSRP 18 za računovodske izkaze Banke ni pomembno, saj slednja običajno ne prejema sredstev od odjemalcev. Spremenjen standard velja za obdobja od 1. novembra 2009.

PREVEDBA TUJE VALUTE

Funkcijska in predstavljena valuta: Postavke v računovodskih izkazih so za leti 2009 in 2008 evidentirane v evrih, ki so Bankina funkcijska in predstavljena valuta.

Transakcije in stanja: Transakcije v tuji valuti so pretvorjene v

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

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

Promptni menjalni tečaji, ki so bili uporabljeni pri pripravi bilance stanja Banke na dan poročanja, so bili naslednji:

Valuta	31. 12. 2009	31. 12. 2008
CHF	1,4836	1,4098
USD	1,4406	1,4963

FINANČNA SREDSTVA

Banka uvršča finančna sredstva v naslednje skupine: finančna sredstva po poštenu vrednosti skozi poslovni izid, posojila in terjatve, finančne naložbe v posesti do zapadlosti v plačilo ter za prodajo razpoložljiva finančna sredstva. Banka razvrsti finančna sredstva v te skupine ob začetnem pripoznanju.

Vsa finančna sredstva, s katerimi Banka razpolaga, so pripoznana ter je njihovo pripoznanje odpravljen ob upoštevanju datuma trgovanja razen posojil in terjatev, ki so pripoznani ob upoštevanju datuma plačila. Vsa finančna sredstva se na začetku pripoznajo po poštenu vrednosti in če gre za finančno sredstvo, ki ni podano po poštenu vrednosti skozi poslovni izid, so prišteti tudi stroški posla, ki neposredno izhajajo iz nakupa finančnega sredstva.

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

Banka odpravi pripoznanje finančnih obveznosti kadar so pogodbenne obveznosti izpolnjene, potečejo oziroma so drugače prekinjene.

a) Finančna sredstva po poštenu vrednosti skozi poslovni izid

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

- Finančno sredstvo je uvrščeno kot v posesti za trgovanje, če je pridobljeno ali prevzeto v glavnem z namenom prodaje ali ponovnega nakupa v kratkem roku ali če je del portfelja prepoznanih finančnih instrumentov, ki se obravnavajo skupaj in

za katere obstajajo dokazi o nedavnem kratkoročnem pobiranju dobičkov. Tudi izpeljani instrumenti so uvrščeni v posesti za trgovanje, razen če so instrumenti za varovanje pred tveganjem.

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

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

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

Posojila, merjena po poštenu vrednosti skozi poslovni izid, so posojila s fiksno obrestno mero, ki so zavarovana pred tveganjem po referenčni obrestni meri posojila z zamenjavo obrestnih mer. Posojila so pripoznana po poštenu vrednosti skozi poslovni izid, da bi se s tem izognili napakam pri predstavitvi ekonomske vsebine transakcije. Banka ugotavlja pošteno vrednost posojila najmanj enkrat mesečno.

b) Posojila in terjatve

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

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

Banka na datum vsakega poročanja oceni, ali obstaja kakšno znamenje, da utegne biti sredstvo oslabiljeno. Če obstaja kakršnokoli tako znamenje, oceni nadomestljivo vrednost sredstva.

Za vsa posojila se uporablja individualna presoja finančnih sredstev, razen za fizične osebe, kjer se uporablja ocena kakovosti portfelja finančnih sredstev.

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c) Finančne naložbe v posesti do zapadlosti v plačilo

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

Finančne naložbe v posesti do zapadlosti v plačilo se izkazujejo po odplačni vrednosti.

Banka na datum vsakega poročanja oceni, ali obstaja kakšno znamenje, da utegne biti sredstvo oslabiljeno. Če obstaja kakršnokoli tako znamenje, oceni nadomestljivo vrednost sredstva.

d) Za prodajo razpoložljiva finančna sredstva

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

Po prvotnem izkazovanju se za prodajo razpoložljiva finančna sredstva izmerijo po njihovih poštenih vrednostih. Za slovenski trg dolžniških vrednostnih papirjev je značilna slaba likvidnost in majhne izdane količine, zato tržna vrednost na borzi ne odraža vedno poštene vrednosti dolžniških vrednostnih papirjev. V tem primeru Banka ugotavlja pošteno vrednost dolžniških vrednostnih papirjev z metodo vrednotenja preko modela, kjer pri določitvi cene upošteva krivuljo obrestne zamenjave in premijo za kreditno tveganje za določen dolžniški vrednostni papir. Premija za kreditno tveganje se določi s pomočjo primerljivih obveznic z enako zapadlostjo. Poštena vrednost lastniških vrednostnih papirjev, ki ne kotirajo na borzi, pa z uporabo ustreznih razmerij tečaj/donos ali tečaj/denarni tok, prilagojenih tako, da odražajo specifične okoliščine izdajatelja.

Dobiček ali izguba pri finančnem sredstvu, ki je na razpolago za prodajo, se pripozna neposredno v kapitalu prek izkaza gibanja kapitala, razen izgub zaradi oslabilitve in deviznih dobičkov in izgub, dokler se za finančno sredstvo ne odpravi pripoznanja in tedaj je prej pripoznani nabrani dobiček ali izguba pripoznan/a v poslovnem izidu. Obresti, izračunane po metodi veljavnih obresti, se obračunavajo dnevno in se pripoznajo v poslovnem izidu. Dividende za kapitalski instrument, ki je na razpolago za prodajo, se pripoznajo v poslovnem izidu, ko je uveljavljena pravica Banke do plačila.

IZPELJANI FINANČNI INSTRUMENTI

V svojem rednem poslovanju Banka sklepa posle z izpeljanimi finančnimi instrumenti, ki predstavljajo majhno začetno naložbo v primerjavi z nazivno vrednostjo pogodbe. Uporabljeni izpeljani finančni instrumenti vključujejo obrestne, valutne in blagovne terminske pogodbe (forward), zamenjave (swap) in opcije (option). Banka uporablja te finančne instrumente za varovanje pred obrestnim

in valutnim tveganjem, s katerima se srečuje pri svojem poslovanju na finančnih trgih, aktivno odpira svoje pozicije ter jih prodaja strankam.

Izpeljani finančni instrumenti se v bilanci stanja na začetku pripoznajo po odplačni vrednosti in se pozneje izmerijo po poštenu vrednosti. Poštene vrednosti so določene na podlagi objavljenih cen na delujočem trgu, z uporabo modelov diskontiranih denarnih tokov ali uporabo modelov za opcijsko vrednotenje, odvisno od posameznega izpeljanega finančnega instrumenta. Spremembe poštene vrednosti izpeljanih finančnih instrumentov, ki ne predstavljajo instrumentov za varovanje pred tveganjem, se izkazujejo v postavki »Dobiček in izguba finančnih sredstev in obveznosti, ki so v posesti za trgovanje«.

Vse izvedene finančne instrumente se izkazuje kot sredstva, če je njihova poštena vrednost pozitivna, in kot obveznosti, če je ta negativna.

INSTRUMENTI ZA VAROVANJE PRED TVEGANJEM

a) Varovanje poštene vrednosti pred tveganjem

V letu 2009 Banka ni izvajala varovanja poštene vrednosti pred tveganjem.

b) Varovanje denarnih tokov pred tveganjem

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

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

Spremembe poštene vrednosti so razdeljene na učinkoviti del, ki ga je mogoče pripisati varovanju, in na neučinkoviti del, ki ga ni mogoče pripisati varovanju. Varovanje šteje kot učinkovito, če so za vsako časovno obdobje neto denarni tokovi, povezani z instrumenti varovanja, nižji ali enaki denarnim tokovom pred tveganjem varovane postavke (postavk). Učinkoviti deli so pripoznani neposredno v kapitalu (Presežek iz prevrednotenja, varovanje denarnih tokov). Neučinkoviti del dobička ali izgube na instrumentu varovanja je

pripoznan v izkazu poslovnega izida. Da bi se izognili neučinkovitosti, se pripravljajo projekcije, predvsem za limite in morebitne vzroke neučinkovitosti. Oddelek za tržna tveganja konec vsakega meseca izvede preskus učinkovitosti.

Banka se poslužuje varovanja denarnih tokov za upravljanje s tveganji obrestnih mer na agregirani osnovi. Izvedeni finančni instrumenti se ne povezujejo s posameznimi transakcijami.

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

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

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

Dobe koristnosti sredstev so razkrite v naslednji tabeli:

	31. 12. 2009	31. 12. 2008
Vlaganje v tuje objekte	10 let	10 let
Računalniška oprema	4 leta	4 leta
Pohištvo, naprave in motorna vozila	4-10 let	4-10 let
Neopredmetena osnovna sredstva - programska oprema	5 let	5 let

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

Vlaganja v zakupljene objekte/sredstva se amortizirajo v dobi, ki je krajša, pri čemer se primerjata doba njihove uporabe in preostala doba njihovega zakupa na podlagi metode enakomernega časovnega amortiziranja.

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

Banka občasno preverja vrednost svojih opredmetenih osnovnih in neopredmetenih dolgoročnih sredstev, da bi prepoznala, ali utegnejo biti oslabiljena. Kadar in zgolj kadar je nadomestljiva vrednost sredstva manjša od njegove knjigovodske vrednosti, Banka zmanjša knjigovodsko vrednost na njegovo nadomestljivo vrednost. Takšno zmanjšanje je izguba zaradi oslabitve.

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

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

DRUGA SREDSTVA

Druga sredstva sestavljajo časovne razmejitve, provizije in druga sredstva, ki niso izkazana v drugih postavkah.

FINANČNE OBVEZNOSTI

Banka pripozna finančne obveznosti po poštenu vrednosti. Po začetnem pripoznanju jih izmeri po odplačni vrednosti z uporabo metode veljavnih obresti.

Banka doslej še ni pripoznala finančnih obveznosti po poštenu vrednosti skozi poslovni izid.

Postavka »Finančne obveznosti, namenjene trgovanju« izkazuje negativno tržno vrednost izpeljanih finančnih instrumentov.

REZERVACIJE

Rezervacija se pripozna, če ima Banka zaradi preteklega dogodka sedanjo obvezo, če je verjetno, da bo pri poravnavi obveze potreben dotok dejavnikov, ki omogočajo gospodarske koristi, in če je mogoče zanesljivo oceniti znesek obveze. Rezervacije se oblikujejo za:

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

IZKAZ FINANČNEGA IZIDA (FINANČNIH TOKOV)

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

UGODNOSTI ZAPOSLENIH

Banka svojim zaposlenim izplačuje jubilejne nagrade in odpravnine ob upokojitvi. Zaposleni so upravičeni do jubilejnih nagrad, če so v Banki neprekinjeno zaposleni določeno časovno obdobje. Do odpravnin so upravičeni tisti zaposleni, ki se upokojijo in so bili pred tem v Banki zaposleni določeno minimalno časovno obdobje.

Sedanjo vrednost obvez za izplačilo jubilejnih nagrad in odpravnin je izračunal za to usposobljen aktuar z uporabo metode predvidene

Povzetek računovodskih usmeritev

pomembnosti enot. Ključne aktuarske predpostavke, uporabljene pri izračunu sedanje vrednosti omenjenih obvez, so naslednje:

- diskontna mera – kot diskontna mera so uporabljeni na dan bilance stanja znani tržni donosi obveznic, katerih izdajatelji so družbe iz evroobmočja,
- ocenjeno povečanje prihodnjih plač,
- ocenjeno povečanje jubilejnih nagrad,
- stopnje smrtnosti – tabela smrtnosti v Sloveniji v letih 2000 – 2002,
- fluktuacija zaposlenih na podlagi zabeleženih podatkov o zaposlenih v Banki v prejšnjih letih,
- starost ob upokojitvi: 59 let za ženske in 61 let za moške,
- tekoči podatki o zaposlenih v Banki (trajanje zaposlitve, starost, spol, povprečni zaslužki),
- povprečna mesečna plača v Republiki Sloveniji,
- v primeru, da je na dan, za katerega je narejen izračun, zgoraj navedena starost ob upokojitvi že dosežena ali presežena, se predpostavlja upokojitev čez šest mesecev.

Znesek obvez, ki izhajajo iz jubilejnih nagrad in odpravnin zaposlenim, je pripoznan kot sedanja vrednost pričakovanih prihodnjih plačil. Aktuarski dobički in izgube so pripoznani v poslovnem izidu. Aktuarski dobički in izgube, ki izvirajo iz izkustvene prilagoditve in iz učinkov sprememb aktuarskih predpostavk ter presegajo 10 % sedanje vrednosti obveze za določene zaslužke in 10 % poštene vrednosti kakršnihkoli sredstev programa, se pripoznajo v izkazu poslovnega izida postopno v pričakovani povprečni preostali delovni dobi zaposlenih.

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

Finančna skupina UniCredit Group je vzpostavila srednje – do dolgoročni program nagrajevanja z delnicami in delniškimi opcijami v primeru doseganja zastavljenih ciljev. Plačilne transakcije so poravnane s kapitalom. Program je bil vzpostavljen za namen pripadnosti in motivacije izbranih managerjev in zaposlenih k doseganju strateških ciljev Skupine. Podeljujejo se pravice za delnice, ki jih izaja S.p.A UniCredit. V skladu z MSRP so članice Skupine, katerih zaposlenim so bile dodeljene delnice, zavezane plačati matični družbi izmerjeno obveznost za razporeditev njihovim zaposlenim.

Kriteriji izračuna poštene vrednosti za s kapitalom poravnane delniške opcije: Poštena vrednost je bila izračunana z uporabo »Hull and White« modela. Model temelji na trinomialnem drevesu cenovne distribucije z uporabo Boyleovega algoritma in ocenjuje zgodnjo verjetnost izpolnitve na temelju determinističnega modela, ki je povezan z doseganjem tržne vrednosti delnice, kar je enako izpolnitvenemu večkratniku cene in verjetnosti, da jih bo upravičenec odtujil v obdobju moratorija neizvršljivosti opcij. Kriteriji izračuna poštene vrednosti delnice: Poštena vrednost je bila izračunana na podlagi tržne vrednosti delnice zmanjšana za sedanjo vrednost dividend, ki se nanašajo na

obdobje od podelitve do izvršitve pravice.

Odmerni pogoji za delnice veljajo 1 leto, odmerni pogoji za delniške opcije pa štiri leta. Pravice iz naslova podeljenih delnic je možno uveljaviti v štirih letih, iz naslova delniški opcij pa od 10 do 13 let.

DELNIŠKI KAPITAL

Delniški kapital je sestavljen iz vpoklicanega osnovnega kapitala, kapitalskih rezerv, presežka iz prevrednotenja (presežka iz prevrednotenja pri poslih z vrednostnimi papirji, razpoložljivimi za prodajo, in varovanja denarnih tokov), rezerv iz dobička in čistega dobička poslovnega leta.

DOBIČEK NA DELNICO

Banka je predstavila dobiček na delnico za svoje navadne (kosovne) delnice. Dobiček na delnico je izračunan kot kvocient med dobičkom ali izgubo ter povprečnim številom delnic v obdobju.

Banka nima prednostnih delnic ali drugih zamenljivih instrumentov, zato je popravljen čisti dobiček na delnico enak izračunanemu dobičku na delnico.

POGOJNE OBVEZNOSTI IN PREVZETE FINANČNE OBVEZNOSTI

Prevzete finančne obveznosti za jamstva (garancije), tako finančna kot storitvena, predstavljajo nepreklicne obveze Banke za plačila, če komitent Banke ne izpolni svojih obveznosti do tretjih oseb.

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

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

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

OBRETNOSTI PRIHODKI IN ODHODKI

V izkazu poslovnega izida se obrestni prihodki in odhodki pripoznajo v ustreznem obdobju po metodi veljavnih obresti.

IZGUBE ZARADI OSLABITVE POSOJIL IN TERJATEV

Banka oceni na vsak dan bilance stanja, ali obstaja kak nepristranski dokaz o morebitni oslabiljenosti finančnega sredstva. Če takšni dokazi

obstajajo, Banka izmeri znesek izgube kot razliko med knjigovodsko vrednostjo in sedanjo vrednostjo pričakovanih prihodnjih denarnih tokov razobresteni po izvirni veljavni obrestni meri sredstva. Vrednost izgube se pripozna v poslovnem izidu.

PRIHODKI IN ODHODKI IZ PROVIZIJ

Prejete in dane provizije se običajno pripoznajo na dan zaključka izvedene transakcije. Provizije, ki se nanašajo na daljše časovno obdobje, Banka razmejuje.

OBDAVČENJE

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

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

Trenutna davčna stopnja za davek od dobička pravnih oseb je 21 % (za leto 2008 22 %). Za odložene davke je bila uporabljena stopnja 20 % (za leto 2008 21 %), ki predstavlja stopnjo davka od dohodkov pravnih oseb za leto 2010.

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

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

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

Banka mora plačevati različne posredne davke iz poslovanja. Ti so vključeni kot sestavina administrativnih stroškov.

POSLOVANJE PO POOBLASTILIH

Sredstva, ki jih Banka upravlja kot pooblaščenec, zaupnik ali posrednik, niso sredstva Banke in kot taka niso vključena v te računovodske izkaze.

POROČANJE PO ODSEKIH

Banka se ni odločila, da bi razkrila računovodske informacije po odsekih, ker se z njenimi delnicami javno ne trguje ter ne izdaja lastniških ali dolžniških vrednostnih papirjev na javnih trgih.

REGULATORNE ZAHTEVE

Za Banko veljajo regulatorne zahteve Banke Slovenije. Ti predpisi vključujejo limite in druge omejitve, ki se nanašajo na zahteve

za minimalno kapitalsko ustreznost, klasifikacijo posojil in zunajbilančnih obveznosti in rezervacij za kritje kreditnega tveganja, likvidnosti, obrestnih in deviznih pozicij. 31. decembra 2009 sta bila Banka in njeno poslovanje v vseh pomembnih pogledih usklajena z zakonodajnimi zahtevami.

POVEZANE OSEBE

Povezane osebe so:

- podjetja, ki neposredno ali posredno prek enega ali več posrednikov obvladujejo ali jih obvladujejo druga podjetja, ali pa so pod skupnim upravljanjem poročajočega podjetja;
- ključno vodstveno osebje, torej posamezniki, ki imajo izvršilno moč in odgovornost na področjih načrtovanja, usmerjanja in nadziranja dejavnosti Skupine, vključno s člani uprave in vodilni funkcionarji Banke ter njihovimi ožjimi družinskimi člani;
- in podjetja, v katerih ima neposredno ali posredno bistven delež pri glasovanju kakšen posameznik, opisan zgoraj, ali na katerega tak posameznik lahko pomembno vpliva. Sem spadajo podjetja v lasti članov uprave ali glavnih delničarjev Banke in podjetja, ki imajo z Banko kakšnega skupnega ključnega člana vodstva.

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

Pojasnila k računovodskim izkazom

Pojasnila k bilanci stanja

Pojasnilo 1: Denar v blagajni in stanje na računih pri centralni banki

EUR 1.000	31. 12. 2009	31. 12. 2008
Denar v blagajni	12.454	12.633
Stanja pri centralni banki	65.567	29.269
Obvezne rezerve pri centralni banki	25.567	29.269
Druga sredstva pri centralni banki	40.000	-
Skupaj	78.021	41.902

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

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

Obveznosti, ki so vključene v osnovo za obvezne rezerve in za katere se uporablja pozitivna stopnja rezerv 2,00%:

- vloge čez noč,
- vloge z dogovorjeno dospelostjo do dveh let,
- vloge na odpoklic z odpovednim rokom do dveh let,
- dolžniški vrednostni papirji z dogovorjeno dospelostjo do dveh let.

Obveznosti, ki so vključene v osnovo za obvezne rezerve in za katere se uporablja stopnja rezerv, enaka 0,00%:

- vloge z dogovorjeno dospelostjo več kot dve leti,
- vloge na odpoklic z odpovednim rokom več kot dve leti,
- repo posli,
- dolžniški vrednostni papirji z dogovorjeno dospelostjo več kot dve leti.

Enotna olajšava znaša 100 tisoč evrov. Izračunane obvezne rezerve po stanju na dan 31. december 2009 znašajo 14.622 tisoč evrov. Banka mora izpolniti zahteve v obdobju od 10. februarja 2010 do 9. marca 2010.

Pojasnilo 2: Finančna sredstva, namenjena trgovanju

EUR 1.000	31. 12. 2009			31. 12. 2008		
	Nivo 1	Nivo 2	Skupaj	Nivo 1	Nivo 2	Skupaj
Lastniški vrednostni papirji	191	-	191	-	-	-
Delnice, podjetja	191	-	191	-	-	-
Dolžniški vrednostni papirji	2.644	4.671	7.315	4.109	24.143	28.252
Obveznice, Republika Slovenija	-	4.671	4.671	-	23.532	23.532
Obveznice, enote centralne ravni države	2.644	-	2.644	4.109	-	4.109
Obveznice, banke	-	-	-	-	611	611
Izvedeni finančni instrumenti namenjeni trgovanju	-	77.153	77.153	-	116.322	116.322
Terminske pogodbe (Forward)	-	118	118	-	5.324	5.324
Opcije (Option)	-	34.330	34.330	-	64.903	64.903
Zamenjave (Swap)	-	42.705	42.705	-	46.095	46.095
Skupaj	2.835	81.824	84.659	4.109	140.465	144.574

Za slovenski trg obveznic je značilna slaba likvidnost in majhne izdane količine, zato tržna vrednost na borzi ne odraža poštene vrednosti obveznic. Posledično je poštena vrednost večine obveznic, namenjenih trgovanju, ugotovljena z metodo vrednotenja.

Poštena vrednost valutnih izvedenih finančnih instrumentov je njihova tržna cena v sistemu Wall Street, poštena vrednost obrestnih izvedenih finančnih instrumentov pa tržna cena v sistemu OPUS. Pošteno vrednost izvedenih finančnih instrumentov na lastniške vrednostne papirje ter blagovnih izvedenih finančnih instrumentov pa Banki posreduje Bayerische Hypo- und Vereinsbank AG, München. Nazivne vrednosti izvedenih finančnih instrumentov so razkrite v Pojasnilu 43. Pojasnilo glede določanja poštenih vrednosti po nivojih je v računovodskih usmeritvah, pod Uporaba ocen in prepostavk, opredelitev poštene vrednosti.

Dolžniški vrednostni papirji

EUR 1.000	2009	2008
Stanje na dan 1. 1.	28.252	135.007
Povečanje	649.030	619.066
Nakup	649.030	614.163
Pozitivno vrednotenje	-	4.903
Zmanjšanje	(669.967)	(725.821)
Prodaja/unovčenje	(669.498)	(597.542)
Prerazvrstitev na sredstva razpoložljiva za prodajo	-	(95.531)
Prerazvrstitev na sredstva v posesti do zapadlosti	-	(29.640)
Negativno vrednotenje	(469)	(3.108)
Stanje na dan 31. 12.	7.315	28.252

Lastniški vrednostni papirji

EUR 1.000	2009	2008
Stanje na dan 1. 1.	-	-
Povečanje	216	721.177
Nakup	216	721.177
Zmanjšanje	(25)	(721.177)
Prodaja	-	(474.829)
Negativno vrednotenje	(25)	(246.348)
Stanje na dan 31. 12.	191	-

Pojasnilo 3: Finančna sredstva, pripoznana po poštenu vrednosti skozi izkaz poslovnega izida

EUR 1.000	31. 12. 2009 Nivo 3	31. 12. 2008 Nivo 3
Kredit	6.366	16.730
Skupaj	6.366	16.730

Pojasnila k računovodskim izkazom

Gibanje, nivo 3

EUR 1.000	2009	2008
Stanje na dan 1. 1.	16.730	20.444
Povečanje	1.138	2.081
Novi krediti	651	1.400
Pozitivno vrednotenje	145	564
Tečajne razlike	342	117
Zmanjšanje	(11.502)	(5.795)
Poplačila	(11.167)	(5.792)
Tečajne razlike	(335)	(3)
Stanje na dan 31. 12.	6.366	16.730

Kreditni, merjeni po poštenu vrednosti skozi poslovni izid, so krediti s fiksno obrestno mero, ki so zavarovani pred tveganjem po referenčni obrestni meri posojila z zamenjavo obrestnih mer. Izvedeni finančni instrument obrestne zamenjave je pripoznan po poštenu vrednosti, zato so tudi ti krediti pripoznani po poštenu vrednosti skozi izkaz poslovnega izida. Največja izpostavljenost posojila kreditnemu tveganju na dan 31.12.2009 znaša 4.794 tisoč evrov.

Pojasnilo glede določanja poštenih vrednosti po nivojih je v računovodskih usmeritvah, pod Uporaba ocen in prepostavk, opredelitev poštene vrednosti.

Pojasnilo 4: Finančna sredstva, razpoložljiva za prodajo

EUR 1.000	31. 12. 2009				31. 12. 2008			
	Nivo 1	Nivo 2	Nivo 3	Skupaj	Nivo 1	Nivo 2	Nivo 3	Skupaj
Delnice in deleži	53.698	-	229	53.927	-	-	282	282
Obveznice, Republika Slovenija	-	163.160	-	163.160	-	136.876	-	136.876
Obveznice, enote centralne ravni države	35.487	-	-	35.487	30.812	-	-	30.812
Obveznice, banke	-	87.043	12.991	100.034	-	9.648	30.225	39.874
Obveznice, podjetja	-	-	-	-	9.546	-	-	9.546
Skupaj	89.185	250.203	13.220	352.608	40.358	146.524	30.507	217.389

Za slovenski trg obveznic je značilna slaba likvidnost in majhne izdane količine, zato tržna vrednost na borzi ne odraža poštene vrednosti obveznic. Posledično je poštena vrednost večine obveznic, razpoložljivih za prodajo, ugotovljena z metodo vrednotenja. Pojasnilo glede določanja poštenih vrednosti po nivojih je v računovodskih usmeritvah, pod Uporaba ocen in prepostavk, opredelitev poštene vrednosti.

Na dan 31.12. 2009 ima Banka 207.552 tisoč evrov obveznic vključenih v Sklad finančnega premoženja pri Banki Slovenije.

Gibanje delnic in deležev, nivo 3

EUR 1.000	2009	2008
Stanje na dan 1. 1.	282	350
Povečanje	-	1.204
Pozitivno vrednotenje in tečajne razlike	-	1.204
Zmanjšanje	(53)	(1.272)
Prodaja	-	(1.272)
Negativno vrednotenje	(53)	-
Stanje na dan 31. 12.	229	282

Gibanje obveznic, nivo 3

EUR 1.000	2009	2008
Stanje na dan 1. 1.	30.225	29.857
Povečanje	93	406
Nakup	-	263
Pozitivno vrednotenje	93	143
Zmanjšanje	(17.327)	(37)
Prodaja/unovčenje	(17.290)	-
Negativno vrednotenje	(37)	(37)
Stanje na dan 31. 12.	12.991	30.225

Gibanje obveznic

EUR 1.000	2009	2008
Stanje na dan 1. 1.	217.107	115.027
Povečanje	127.212	121.756
Nakup	121.856	22.968
Prerazvrstitev iz finančnih sredstev, namenjenih trgovanju	-	95.530
Pozitivno vrednotenje	5.356	3.258
Zmanjšanje	(45.638)	(19.676)
Prodaja/unovčenje	(44.987)	(19.561)
Negativno vrednotenje	(651)	(115)
Stanje na dan 31. 12.	298.681	217.107

EUR 1.000	31. 12. 2009		Vrednost na dan prerazvrstitve		31. 12. 2008	
	Knjižna vrednost	Poštena vrednost	Knjižna vrednost	Poštena vrednost	Knjižna vrednost	Poštena vrednost
Finančna sredstva, namenjena trgovanju, prerazvrščena v za prodajo razpoložljiva sredstva	89.733	89.733	95.531	95.531	95.923	95.923

Banka je v letu 2009 prodala obveznice v višini 9.513 tisoč evrov. Če Banka ne bi opravila prerazvrstitev finančnih sredstev, bi bil njen izkaz poslovnega izida za portfelj na dan 31.1.2009 drugačen na naslednji postavki in v naslednji vrednosti:

EUR 1.000	2009	2008
Čisti dobički/izgube iz finančnih sredstev in obveznosti, namenjenih trgovanju	3.323	392

Pojasnilo 5: Izvedeni finančni instrumenti, namenjeni varovanju - sredstva

EUR 1.000	31. 12. 2009	31. 12. 2008
	Nivo 2	Nivo 2
Varovanje denarnih tokov pred tveganjem	5.672	2.324
Skupaj	5.672	2.324

Izvedeni finančni instrumenti, namenjeni varovanju, so izmerjeni po poštenu vrednosti, ki je tržna cena v sistemu OPUS. Pojasnilo glede določanja poštenih vrednosti po nivojih je v računovodskih usmeritvah, pod Uporaba ocen in prepostavk, opredelitev poštene vrednosti.

Pojasnila k računovodskim izkazom

Pojasnilo 6: Krediti

Kreditni bankam

EUR 1.000	31. 12. 2009	31. 12. 2008
Vloge na vpogled	62.719	92.977
Kratkoročni krediti	477.222	152.886
Dolgoročni krediti	21.184	43.584
Skupaj	561.125	289.447

Kreditni strankam

EUR 1.000	31. 12. 2009			31. 12. 2008		
	Bruto vrednost	Oslabitve	Neto vrednost	Bruto vrednost	Oslabitve	Neto vrednost
Kratkoročni	310.401	(11.396)	299.005	549.406	(7.600)	541.806
Podjetja	253.491	(8.787)	244.704	476.838	(5.632)	471.206
Finančne institucije	29.498	-	29.498	20.903	(2)	20.901
Javni sektor	325	-	325	10.108	-	10.108
Prebivalstvo	20.452	(2.609)	17.843	19.294	(1.966)	17.328
Tuji rezidenti	6.635	-	6.635	22.263	-	22.263
Dolgoročni	1.824.072	(26.153)	1.797.919	1.540.523	(17.871)	1.522.652
Podjetja	904.004	(12.979)	891.025	785.179	(9.739)	775.440
Finančne institucije	59.929	-	59.929	63.622	-	63.622
Javni sektor	129.861	-	129.861	30.680	-	30.680
Prebivalstvo	651.595	(13.019)	638.576	568.304	(8.132)	560.172
Tuji rezidenti	78.683	(155)	78.528	92.738	-	92.738
Skupaj	2.134.473	(37.549)	2.096.924	2.089.929	(25.471)	2.064.458

Kreditni podjetjem vključujejo tudi kredite samostojnim podjetnikom.

Stanje kreditov zaposlenim na dan 31. december 2009 znaša 17.534 tisoč evrov, na dan 31. december 2008 pa je znašalo 15.785 tisoč evrov.

Na dan 31.12. 2009 ima Banka v Sklad finančnega premoženja pri Banki Slovenije vključenih 98.063 tisoč evrov kreditov.

Oslabitve

EUR 1.000	2009	2008
Stanje na dan 1. 1.	(25.471)	(18.340)
Povečanje	(27.611)	(20.347)
Zmanjšanje	15.533	13.216
Stanje na dan 31. 12.	(37.549)	(25.471)

Pojasnilo 7: Finančna sredstva v posesti do zapadlosti

EUR 1.000	31. 12. 2009	31. 12. 2008
	Nivo 3	Nivo 3
Obveznice, banke	29.773	29.721
Skupaj	29.773	29.721

Gibanje, nivo 3

EUR 1.000	2009	2008
Stanje na dan 1. 1.	29.721	-
Povečanje	145	29.721
Prerazvrstitev s finančnih sredstev, namenjenih trgovanju	-	29.640
Nakup	145	77
Pozitivno vrednotenje in tečajne razlike	-	4
Zmanjšanje	(93)	-
Prodaja	(93)	-
Stanje na dan 31. 12.	29.773	29.721

Na dan 31.12. 2009 ima Banka celoten portfelj finančnih sredstev posesti do zapadlosti vključenih v Sklad finančnega premoženja pri Banki Slovenije. Pojasnilo glede določanja poštenih vrednosti po nivojih je v računovodskih usmeritvah, pod Uporaba ocen in prepostavk, opredelitev poštene vrednosti.

EUR 1.000	31. 12. 2009		Vrednost na dan prerazvrstitve		31. 12. 2008	
	Knjižna vrednost	Poštena vrednost	Knjižna vrednost	Poštena vrednost	Knjižna vrednost	Poštena vrednost
Finančna sredstva, namenjena trgovanju, prerazvrščena v sredstva v posesti do zapadlosti	29.773	29.765	29.640	29.640	29.721	29.645

Če Banka ne bi opravila prerazvrstitev finančnih sredstev, bi bil njen izkaz poslovnega izida drugačen na naslednji postavki in v naslednji vrednosti:

EUR 1.000	2009	2008
Čisti dobički/izgube iz finančnih sredstev in obveznosti, namenjenih trgovanju	(8)	5

Pojasnilo 8: Nekratkoročna sredstva v posesti za prodajo

EUR 1.000	31. 12. 2009	31. 12. 2008
Sredstva prejeta za poplačilo terjatev v posesti za prodajo	65	466
Skupaj	65	466

Pojasnila k računovodskim izkazom

Pojasnilo 9: Opredmetena osnovna sredstva

EUR 1.000	2009				
	Vlaganja v tuje objekte	Računalniška oprema	Druga oprema	Oprema v pripravi	Skupaj
Nabavna vrednost					
Stanje na dan 1. 1.	8.054	4.146	5.195	114	17.509
Povečanje	1.116	-	-	1.097	2.213
Prenos iz opreme v pripravi	-	441	594	(1.036)	(0)
Izločitev	(102)	(475)	(251)	-	(828)
Stanje na dan 31. 12.	9.068	4.112	5.538	175	18.893
Amortizacijski popravek vrednosti					
Stanje na dan 1. 1.	3.192	2.847	1.938	-	7.977
Amortizacija za leto	825	617	676	-	2.118
Izločitev	(98)	(473)	(161)	-	(732)
Stanje na dan 31. 12.	3.919	2.991	2.453	-	9.363
Čista knjigovodska vrednost					
Stanje na dan 1. 1.	4.862	1.299	3.257	114	9.532
Stanje na dan 31. 12.	5.149	1.121	3.085	175	9.530

EUR 1.000	2008				
	Vlaganja v tuje objekte	Računalniška oprema	Druga oprema	Oprema v pripravi	Skupaj
Nabavna vrednost					
Stanje na dan 1. 1.	5.628	3.634	3.725	112	13.099
Povečanje	2.426	-	-	2.474	4.900
Prenos iz opreme v pripravi	-	759	1.713	(2.472)	-
Izločitev	-	(247)	(243)	-	(490)
Stanje na dan 31. 12.	8.054	4.146	5.195	114	17.509
Amortizacijski popravek vrednosti					
Stanje na dan 1. 1.	2.630	2.457	1.570	-	6.657
Amortizacija za leto	562	594	536	-	1.692
Izločitev	-	(204)	(168)	-	(372)
Stanje na dan 31. 12.	3.192	2.847	1.938	-	7.977
Čista knjigovodska vrednost					
Stanje na dan 1. 1.	2.998	1.177	2.155	112	6.442
Stanje na dan 31. 12.	4.862	1.299	3.257	114	9.532

Banka nima pogodbenih obveznosti za pridobitev opredmetih osnovnih sredstev. Pri vlaganjih v tuje objekte Banka nima možnosti prodaje le-teh, prav tako nobenih drugih pogodbenih obveznosti v zvezi z njimi. Banka ni usredstvila stroškov izposojanja povezanih z opredmetenimi osnovnimi sredstvi.

Pojasnilo 10: Neopredmetena dolgoročna sredstva

EUR 1.000	2009	2008
Nabavna vrednost		
Stanje na dan 1. 1.	24.907	20.096
Povečanje	5.180	4.811
Izločitev	(3.148)	-
Stanje na dan 31. 12.	26.939	24.907
Amortizacijski popravek vrednosti		
Stanje na dan 1. 1.	14.903	13.047
Amortizacija za leto	2.325	1.856
Izločitev	(2.910)	-
Stanje na dan 31. 12.	14.318	14.903
Čista knjigovodska vrednost		
Stanje na dan 1. 1.	10.004	7.049
Stanje na dan 31. 12.	12.621	10.004

Banka kot neopredmetena dolgoročna sredstva pripoznava izključno programsko opremo. Banka nima znotraj banke ustvarjenih neopredmetenih sredstev. Banka ima v višini 115 tisoč evrov pogodbenih obveznosti za pridobitev neopredmetih osnovnih sredstev. V letu 2009 je Banka podaljšala življenjsko dobo za osnovna sredstva s preostalo vrednostjo 2.718 tisoč evrov za eno leto. Iz tega naslova je v letu 2009 znesek amortizacije za omenjena sredstva višji za 170 tisoč evrov, v naslednjih treh leti pa še za 372 tisoč evrov.

Banka je v letu 2009 namenila 1.777 tisoč evrov za raziskave v razvoj (v letu 2008 1.780 tisoč evrov) namenjenih izboljšavam obstoječih poslovnih procesov in tehnološkim rešitvam.

Banka nima usredstvenih stroškov izposojanja povezanih z neopredmetinimi osnovnimi sredstvi.

Pojasnila k računovodskim izkazom

Pojasnilo 11: Terjatve za davek od dohodkov pravnih oseb

EUR 1.000	31. 12. 2009	31. 12. 2008
Terjatve za davek	822	-
Odložene terjatve za davek	1.676	2.030
Sredstva/obveznosti namenjena trgovanju	181	678
Kreditni bankam in strankam, ki niso banke	21	43
Finančna sredstva, razpoložljiva za prodajo	17	-
Opredmetena in neopredmetena osnovna sredstva	22	28
Rezervacije	137	140
Presežek iz prevrednotenja, varovanje denarnih tokov	1.296	1.103
Presežek iz prevrednotenja, finančna sredstva, razpoložljiva za prodajo	2	38
Skupaj	2.498	2.030

EUR 1.000	31. 12. 2009	31. 12. 2008	Učinek v letu 2009
Odložene terjatve za davek	1.676	2.030	(354)
Pripoznanje v kapitalu	1.298	1.141	157
Pripoznanje v izkazu poslovnega izida	378	889	(511)
Odložene obveznosti za davek (pojasnilo 18)	1.253	229	1.024
Pripoznanje v kapitalu	1.253	229	1.024
Čiste odložene terjatve / obveznosti za davek	423	1.801	(1.378)
Pripoznanje v kapitalu	45	912	(867)
Pripoznanje v izkazu poslovnega izida	378	889	(511)

Pojasnilo 12: Druga sredstva

EUR 1.000	31. 12. 2009	31. 12. 2008
Terjatve v obračunu iz prodaje vrednostnih papirjev	-	43.897
Ostale terjatve v obračunu	2.326	3.442
Terjatve iz post-financiranja	12.541	14.289
Nevračunani stroški in nezaračunani prihodki	872	566
Terjatve za provizije (opravnine)	681	419
Oslabitev provizij (opravnin)	(18)	(13)
Terjatve za dane predujme	32	22
Druga sredstva	14.639	63
Oslabitev drugih sredstev	(3.567)	(21)
Skupaj	27.506	62.664

Druga sredstva vključujejo terjatev iz naslova prekinitve obrestnega swapa s strani pravne osebe. Oslabitev drugih sredstev se skoraj v celoti nanašajo na oslabitev omenjene terjatve.

Pojasnilo 13: Finančne obveznosti do centralne banke

EUR 1.000	31. 12. 2009	31. 12. 2008
Kratkoročni dolgovi iz kreditov iz primarne emisije ob zastavi vrednostnih papirjev	120.633	200.729
Skupaj	120.633	200.729

Za finančne obveznosti do centralne banke ima Banka vključena sredstva v Sklad finančnega premoženja pri Banki Slovenije in je upravičena do zadolževanja po pogojih, skladnih s cilji monetarne politike centralne banke.

Pojasnilo 14: Finančne obveznosti, namenjene trgovanju

EUR 1.000	31. 12. 2009	31. 12. 2008
	Nivo 2	Nivo 2
Izvedeni finančni instrumenti namenjeni trgovanju	81.765	107.413
Terminske pogodbe (Forward)	543	4.573
Opcije (Option)	34.330	64.925
Zamenjave (Swap)	46.892	37.915
Ostale finančne obveznosti, namenjene trgovanju	-	1.809
Skupaj	81.765	109.222

Pojasnilo glede določanja poštenih vrednosti po nivojih je v računovodskih usmeritvah, pod Uporaba ocen in prepostavk, opredelitev poštene vrednosti.

Pojasnilo 15: Izvedeni finančni instrumenti, namenjeni varovanju - obveznosti

EUR 1.000	31. 12. 2009	31. 12. 2008
	Nivo 2	Nivo 2
Varovanje denarnih tokov pred tveganjem	13.992	6.942
Skupaj	13.992	6.942

Pojasnilo glede določanja poštenih vrednosti po nivojih je v računovodskih usmeritvah, pod Uporaba ocen in prepostavk, opredelitev poštene vrednosti.

Pojasnila k računovodskim izkazom

Pojasnilo 16: Finančne obveznosti, merjene po odplačni vrednosti

Vloge bank

EUR 1.000	31. 12. 2009	31. 12. 2008
Na vpogled	12.428	5.078
Kratkoročne vloge	1.144.155	644.965
Dolgoročno vloge	446.003	617.124
Skupaj	1.602.586	1.267.167

Kreditni bank

EUR 1.000	31. 12. 2009	31. 12. 2008
Kratkoročni krediti	-	29.328
Dolgoročni krediti	383.113	411.392
Skupaj	383.113	440.720

Vloge strank

EUR 1.000	31. 12. 2009	31. 12. 2008
Na vpogled	274.444	238.397
Podjetja	147.363	129.406
Finančne institucije	4.043	2.033
Javni sektor	4.998	8.307
Prebivalstvo	90.112	73.522
Tuji rezidenti	27.928	25.129
Kratkoročne vloge	439.817	342.542
Podjetja	90.245	125.687
Finančne institucije	30.928	22.908
Javni sektor	225.324	79.515
Prebivalstvo	69.465	98.377
Tuji rezidenti	23.855	16.055
Dolgoročne vloge	106.492	61.348
Podjetja	4.427	1.771
Finančne institucije	1.053	7.255
Javni sektor	1.452	1.461
Prebivalstvo	94.514	46.925
Tuji rezidenti	5.046	3.936
Skupaj	820.753	642.287

Vloge podjetij vključujejo tudi vloge samostojnih podjetnikov.

Podrejene obveznosti

EUR 1.000	31. 12. 2009	31. 12. 2008
Podrejene obveznosti do bank	30.129	20.204
Skupaj	30.129	20.204

Banka je v letu 2008 najela 10-letno linijo za črpanje podrejenega posojila v višini 20.000 tisoč evrov z obrestno mero Euribor + 1,1 %. V letu 2009 je banka najela dodatno 10-letno linijo za črpanje podrejenega posojila v višini 10.000 tisoč evrov z obrestno mero Euribor + 3 %. Posojila sta najeta od UniCredit Bank Austria AG, Dunaj in oba v celoti črpana.

Pojasnilo 17: Rezervacije

EUR 1.000	31. 12. 2009	31. 12. 2008
Za pravno nerešene tožbe	119	5
Za jubilejne nagrade in odpravnine	880	794
Za operativna tveganja - pranje denarja	14	14
Potencialne izgube	931	-
Za zunajbilančne obveznosti	534	353
Skupaj	2.478	1.166

2009

EUR 1.000	Za pravno nerešene tožbe	Za jubilejne nagrade in odpravnine	Za operativna tveganja - pranje denarja	Potencialne izgube	Za zunajbilančne obveznosti	Skupaj
Stanje na dan 1. 1.	5	794	14	-	353	1.166
Povečanje	119	127	-	931	816	1.993
Zmanjšanje	(5)	(41)	-	-	(635)	(681)
Poraba rezervacij	-	(41)	-	-	-	(41)
Sprostitev rezervacij	(5)	-	-	-	(635)	(640)
Stanje na dan 31. 12.	119	880	14	931	534	2.478

2008

EUR 1.000	Za pravno nerešene tožbe	Za jubilejne nagrade in odpravnine	Za operativna tveganja - pranje denarja	Za zunajbilančne obveznosti	Skupaj
Stanje na dan 1. 1.	13	626	14	418	1.071
Povečanje	5	184	-	555	744
Zmanjšanje	(13)	(16)	-	(620)	(649)
Poraba rezervacij	(12)	(16)	-	-	(28)
Sprostitev rezervacij	(1)	-	-	(620)	(621)
Stanje na dan 31. 12.	5	794	14	353	1.166

Rezervacije za jubilejne nagrade in odpravnine so se povečale v skladu z izračuni aktuarskih dobičkov/izgub. Rezervacije za potencialne izgube je banka oblikovala zaradi sporazuma o ureditvi razmerij iz naslova repo pogodb.

Pojasnila k računovodskim izkazom

Pojasnilo 18: Obveznosti za davek od dohodkov pravnih oseb

EUR 1.000	31. 12. 2009	31. 12. 2008
Obveznosti za davek	-	2.256
Odložene obveznosti za davek	1.253	229
Presežek iz prevrednotenja, finančna sredstva, razpoložljiva za prodajo	1.253	229
Skupaj	1.253	2.485

Pojasnilo 19: Druge obveznosti

EUR 1.000	31. 12. 2009	31. 12. 2008
Obveznosti v obračunu iz prodaje vrednostnih papirjev	54	7.119
Ostale obveznosti v obračunu	8.446	3.140
Pasivne časovne razmejitev	6.120	5.962
Obveznosti do dobaviteljev	2.241	2.441
Obveznosti iz bruto plač	1.160	1.133
Obveznosti za davke in prispevke	457	365
Obveznosti za provizije (opravnine)	75	70
Druge obveznosti	896	917
Skupaj	19.449	21.147

Pojasnilo 20: Osnovni kapital

EUR 1.000	31. 12. 2009	31. 12. 2008
Navadne delnice - vpis prebivalstva	1	1
Navadne delnice - vpis tuje banke	16.257	16.257
Skupaj	16.258	16.258

Osnovni kapital Banke na dan 31. december 2009 znaša 16.258.321 evrov in je razdeljen na 3.898.878 navadnih imenskih kosovnih delnic, ki so v celoti vplačane. Vsaka kosovna delnica zagotavlja imetniku pravico do enega glasu pri sprejemanju sklepov na skupščini Banke, pravico do dela dobička (dividende) ter pravico do ustreznega dela preostalega premoženja po likvidaciji ali stečaju Banke.

Banka za leti 2009 in 2008 ni izplačala dividend.

Pojasnilo 21: Kapitalske rezerve

EUR 1.000	31. 12. 2009	31. 12. 2008
Vplačani presežek kapitala	45.861	45.861
Kapitalske rezerve, nastale iz splošnega prevrednotevalnega popravka kapitala	16.024	16.024
Skupaj	61.885	61.885

Pojasnilo 22: Presežek iz prevrednotenja

EUR 1.000	31. 12. 2009	31. 12. 2008
Presežek iz prevrednotenja, varovanje denarnih tokov	(5.183)	(4.148)
Presežek iz prevrednotenja, finančna sredstva, razpoložljiva za prodajo	5.001	719
Skupaj	(182)	(3.429)

Presežek iz prevrednotenja, varovanje denarnih tokov

EUR 1.000	2009	2008
Stanje na dan 1. 1.	(4.148)	1.241
Bruto vrednost	(5.251)	1.591
Odloženi davek	1.103	(350)
Povečanje	11	-
Bruto vrednost	11	-
Odloženi davek	-	-
Zmanjšanje	(1.046)	(5.389)
Bruto vrednost	(1.239)	(6.842)
Odloženi davek	193	1.453
Stanje na dan 31. 12.	(5.183)	(4.148)
Bruto vrednost	(6.479)	(5.251)
Odloženi davek	1.296	1.103

Presežek iz prevrednotenja, finančna sredstva, razpoložljiva za prodajo

EUR 1.000	2009	2008
Stanje na dan 1. 1.	719	(1.743)
Bruto vrednost	910	(2.236)
Odloženi davek	(191)	493
Povečanje	5.110	2.462
Bruto vrednost	6.170	3.146
Odloženi davek	(1.059)	(684)
Zmanjšanje	(828)	-
Bruto vrednost	(828)	-
Odloženi davek	-	-
Stanje na dan 31. 12.	5.001	719
Bruto vrednost	6.252	910
Odloženi davek	(1.250)	(191)

Pojasnila k računovodskim izkazom

Pojasnilo 23: Rezerve iz dobička (vključno z zadržanim dobičkom)

EUR 1.000	31. 12. 2009	31. 12. 2008
Zakonske rezerve	1.294	1.294
Druge rezerve iz dobička	107.563	93.922
Skupaj	108.857	95.216

Pojasnilo 24: Čisti dobiček poslovnega leta

EUR 1.000	31. 12. 2009	31. 12. 2008
Čisti dobiček poslovnega leta	8.798	18.483
Razporeditev v rezerve iz dobička	(4.399)	(9.242)
Skupaj	4.399	9.242

Dobiček na delnico

EUR 1.000	31. 12. 2009	31. 12. 2008
(1) Čisti dobiček poslovnega leta	8.798	18.483
(2) Število delnic	3.898.878	3.898.878
(3) Dobiček na delnico v evrih (1) / (2)	2,26	4,74

Osnovni in popravljeni dobiček na delnico sta enaka, ker Banka nima popravljalnih možnostnih instrumentov.

Pojasnila k izkazu poslovnega izida

Pojasnilo 25: Prihodki iz obresti

EUR 1.000	2009	2008
Obresti iz stanj na računih pri centralni banki	216	551
Obresti iz finančnih sredstev, namenjenih trgovanju	19.261	21.275
Obresti iz finančnih sredstev, pripoznanih po pošteni vrednosti skozi izkaz poslovnega izida	651	1.400
Obresti iz izvedenih finančnih instrumentov, namenjenih varovanju	6.210	5.745
Obresti iz finančnih sredstev, razpoložljivih za prodajo	10.624	4.680
Obresti iz danih kreditov	77.974	110.020
Bankam	3.380	6.254
Strankam	74.594	103.766
Obresti iz danih oslabljenih kreditov	2.013	2.002
Strankam	2.013	2.002
Obresti iz finančnih sredstev v posesti do zapadlosti	810	296
Obresti iz drugih finančnih sredstev	847	517
Skupaj	118.606	146.486

Pojasnilo 26: Odhodki za obresti

EUR 1.000	2009	2008
Obresti iz stanj na računih pri centralni banki	2.207	0
Obresti iz finančnih sredstev, namenjenih trgovanju	18.361	15.630
Obresti iz izvedenih finančnih instrumentov, namenjenih varovanju	7.296	4.428
Obresti iz prejetih kreditov in vlog	51.701	81.193
Bank	40.161	64.627
Strank	11.540	16.566
Obresti iz drugih finančnih obveznosti	11	118
Skupaj	79.576	101.369

Obrestni odhodki za podrejeni dolg znašajo 712 tisoč evrov v letu 2009 (708 tisoč evrov v letu 2008).

Pojasnilo 27: Prihodki iz dividend

EUR 1.000	2009	2008
Dividende iz finančnih sredstev, razpoložljivih za prodajo	1.638	41
Skupaj	1.638	41

Pojasnila k računovodskim izkazom

Pojasnilo 28: Prihodki iz opravnin (provizij)

EUR 1.000	2009	2008
Opravnine od danih jamstev	1.306	1.125
Opravnine od plačilnega prometa	5.110	5.038
Opravnine od posredniških in komisijskih poslov	295	1.590
Opravnine od poslov z vrednostnimi papirji za stranke	3.535	3.239
Opravnine od kreditnih poslov	6.283	4.835
Opravnine za druge storitve	3.884	3.313
Skupaj	20.413	19.140

Pojasnilo 29: Odhodki za opravnine (provizije)

EUR 1.000	2009	2008
Opravnine za bančne storitve	2.271	1.223
Opravnine za posredniške in komisijske posle	171	195
Opravnine za posle z vrednostnimi papirji	620	627
Opravnine za storitve plačilnega prometa	327	315
Skupaj	3.390	2.360

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

EUR 1.000	2009	2008
Realizirani dobički	1.908	1.695
Iz finančnih sredstev, razpoložljivih za prodajo	1.874	1.391
Iz kreditov	13	304
Iz drugih finančnih sredstev in obveznosti	21	-
Realizirane izgube	(544)	(96)
Iz finančnih sredstev, razpoložljivih za prodajo	(443)	(69)
Iz kreditov	(81)	(15)
Iz drugih finančnih sredstev in obveznosti	(20)	(12)
Skupaj	1.364	1.599

V postavki "Realizirani dobički iz finančnih sredstev, razpoložljivih za prodajo" Banka izkazuje dobiček iz prodaje kapitalske naložbe v podjetju Petrol d.d. v višini 1.824 tisoč evrov ter v podjetju Sava d.d. v višini 48 tisoč evrov (v letu 2008 kapitalske naložbe v podjetju Ljubljanska borza, d.d. v vrednosti 1.198 tisoč evrov).

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

EUR 1.000	2009	2008
Čisti dobički iz trgovanja z vrednostnimi papirji	598	1.485
Čisti dobički pri nakupu in prodaji tujih valut	295	354
Čisti dobički iz izvedenih finančnih instrumentov	(59)	(6.343)
Skupaj	834	(4.504)

Pojasnilo 32: Dobički/izgube iz finančnih sredstev in obveznosti, pripoznanih po poštenu vrednosti skozi izkaz poslovnega izida

EUR 1.000	2009	2008
Čisti dobički iz kreditov po poštenu vrednosti skozi izkaz poslovnega izida	144	566
Skupaj	144	566

Pojasnilo 33: Čisti dobički/izgube iz tečajnih razlik

EUR 1.000	2009	2008
Dobički iz tečajnih razlik	324.361	1.170.500
Izgube iz tečajnih razlik	(319.588)	(1.165.755)
Skupaj	4.773	4.745

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

EUR 1.000	2009	2008
Dobički iz odprave pripoznanja	-	12
Izgube iz odprave pripoznanja	(372)	(94)
Skupaj	(372)	(82)

Pojasnila k računovodskim izkazom

Pojasnilo 35: Drugi čisti poslovni dobički/izgube

EUR 1.000	2009	2008
Dobički	294	406
Dobički iz sprostitev vnaprej vračunanih stroškov	51	302
Dobički iz operativnih tveganj	197	59
Ostali dobički	46	45
Izgube	(185)	(196)
Članarine	(95)	(101)
Izgube iz operativnih tveganj	(39)	(55)
Ostale izgube	(51)	(40)
Skupaj	109	210

Pojasnilo 36: Administrativni stroški

Stroški dela

EUR 1.000	2009	2008
Bruto plače	13.339	12.242
Dajatve za socialno zavarovanje	1.046	1.059
Dajatve za pokojninsko zavarovanje	1.264	1.235
Druge dajatve, odvisne od bruto plač	10	323
Drugi stroški dela	3.082	3.789
Skupaj	18.741	18.648

Banka prikazuje v letu 2009 med stroški dela strošek za neizkoriščene dopuste v višini 9 tisoč evrov (27 tisoč evrov v letu 2008).

Stanje obveznosti iz naslova s kapitalom poravnanih plačilnih transakcij znaša 119 tisoč evrov na dan 31.12.2009 (76 tisoč evrov na dan 31. 12. 2008). Strošek s kapitalom poravnanih plačilnih transakcij v letu 2009 znaša 44 tisoč evrov (36 tisoč evrov v letu 2008). Odmerni pogoji in opis poštenih vrednosti s kapitalom poravnanih kapitalskih inštrumentov so opisani v Povzetku računovodskih usmeritev, pod Ugodnosti zaposlenih.

Delnice in delniške opcije

	Izpolnitvena količina	Povprečna izpolnitvena cena
Neuveljavljene na dan 1.1.2009		
Delnice	35.165	4,029
Delniške opcije	116.181	0,970
Podeljene v letu 2009	-	-
Odvzete v letu 2009	-	-
Uveljavljene v letu 2009		
Delnice	6.480	3,800
Zapadle v letu 2009	-	-
Neuveljavljene na dan 31. 12. 2009		
Delnice	28.685	4,081
Delniške opcije	116.181	0,970
Možne za uveljavitev na dan 31. 12. 2009	-	-

Ostali administrativni stroški

EUR 1.000	2009	2008
Odhodki za nepremičnine, vzete v poslovni najem	2.173	1.902
Storitve za računalniško in programsko opremo	2.204	2.205
Komunikacijske storitve	1.710	1.332
Stroški svetovalnih in revizijskih storitev	1.389	1.591
Ostale storitve drugih	740	1.428
Stroški reklame	1.592	2.796
Stroški izobraževanja	335	638
Stroški materiala	474	615
Stroški vzdrževanja osnovnih sredstev	880	491
Stroški zavarovanja	611	458
Stroški za službena potovanja	195	243
Ostali stroški	703	667
Skupaj	13.006	14.366

Stroški svetovalnih in revizijskih storitev vključujejo stroške revizije računovodskih izkazov za leto 2009 v višini 76 tisoč evrov revizijske hiše KPMG Slovenija, podjetje za revidiranje, d.o.o. Nadalje so vključeni stroški iste revizijske hiše za revizijo skrbniških poslov v višini 5,5 tisoč evrov in stroški za presojo kapitalne ustreznosti v višini 1,8 tisoč evrov. Stroški davčnega svetovanja družbe Ernst & Young Svetovanje d.o.o. so znašali 16 tisoč evrov.

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

Minimalne pogodbene obveznosti za manj kot eno leto znašajo 2.124 tisoč evrov (2.101 tisoč evrov za leto 2008). Banka nima minimalnih pogodbenih obveznosti, ki bi bile daljše od enega leta.

Pojasnilo 37: Amortizacija

EUR 1.000	2009	2008
Amortizacija opredmetenih osnovnih sredstev	2.118	1.692
Amortizacija vlaganj v tuje objekte	826	562
Amortizacija računalniške opreme	617	595
Amortizacija ostale opreme	675	535
Amortizacija neopredmetenih dolgoročnih sredstev	2.325	1.856
Skupaj	4.443	3.548

Pojasnilo 38: Rezervacije

EUR 1.000	2009	2008
Za pravno nerešene tožbe	(114)	(5)
Za jubilejne nagrade in odpravnine	(127)	(185)
Za potencialne izgube	(931)	-
Za zunajbilančne obveznosti	(181)	67
Skupaj	(1.354)	(123)

Uskladitev med začetnim in končnim stanjem rezervacij s pojasnili je v razkritju 17.

Pojasnila k računovodskim izkazom

Pojasnilo 39: Oslabitve

EUR 1.000	2009	2008
Oslabitve finančnih sredstev, razpoložljivih za prodajo	83	-
Oslabitve finančnih sredstev, merjenih po odplačni vrednosti	15.528	6.870
Povečanje	29.569	17.363
Kredit	25.972	17.308
Opravnine	19	17
Ostala sredstva	3.578	38
Zmanjšanje	(14.041)	(10.493)
Kredit	(13.995)	(10.460)
Opravnine	(14)	(16)
Ostala sredstva	(32)	(17)
Skupaj	15.611	6.870

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

EUR 1.000	2009	2008
Dobički iz nekratkoročnih sredstev v posesti za prodajo	22	2.618
Izgube iz nekratkoročnih sredstev v posesti za prodajo	(162)	(8)
Skupaj	(140)	2.610

Ko je opredmeteno osnovno sredstvo na razpolago za prodajo in je le-ta zelo verjetna, ga Banka razvrsti kot nekratkoročno sredstvo v posesti za prodajo. Dobički in izgube iz prodaje so posledično izkazani na zgornjih postavkah.

Pojasnilo 41: Davek iz dohodka pravnih oseb

EUR 1.000	2009	2008
Tekoči davek	1.938	5.508
Odloženi davek	511	(464)
Skupaj	2.450	5.044

EUR 1.000	2009	2008
Dobiček pred davki	11.248	23.527
Teoretični davek	21,00% 2.362	22,00% 5.176
Zmanjšanje davka za zmanjšanje prihodkov	(6,85%) (771)	(6,12%) (1.440)
Povečanje davka za nepriznane odhodke	4,24% 477	0,90% 212
Odloženi davek	4,54% 511	(1,97%) (464)
Sprememba davčne stopnje	0,37% 42	(0,60%) (142)
Vzpostavitev in odprava začasnih razlik	4,17% 469	(1,37%) (322)
Ostale prilagoditve	(1,15%) (129)	6,63% 1.560
Skupaj	21,78% 2.450	21,44% 5.044

Pojasnila k izkazu finančnega izida

Pojasnilo 42: Denarni ustrezniki

EUR 1.000	31. 12. 2009	31. 12. 2008
Denar v blagajni	12.454	12.633
Obvezne rezerve pri centralni banki	25.567	29.269
Druge vloge pri centralni banki	40.000	-
Finančna sredstva, namenjena trgovanju	4.671	23.532
Finančna sredstva, razpoložljiva za prodajo	70.026	95.197
Kreditni bankam z zapadlostjo do 3 mesece	539.940	229.886
Skupaj	692.658	390.517

Finančna sredstva, namenjena trgovanju in finančna sredstva, razpoložljiva za prodajo, predstavljajo obveznice Republike Slovenije.

Pojasnila k zunajbilančnemu poslovanju

Pojasnilo 43: Zunajbilančno poslovanje

EUR 1.000	31. 12. 2009	31. 12. 2008
Finančne garancije	47.962	59.860
Storitvene garancije	64.954	85.311
Kreditni, limiti in kreditne linije	278.985	241.851
Upniki po spot poslih	42.104	39.612
Nekriti nostro akreditivi	2.275	3.589
Kriti nostro akreditivi	3.503	2.264
Upniki za zastavljene vrednostne papirje za obveznosti banke	120.728	200.712
Posojene delnice	-	55
Nazivna vrednost izvedenih finančnih instrumentov	4.609.332	4.693.960
Skupaj	5.169.843	5.327.214

Garancije

EUR 1.000	31. 12. 2009	2008
Stanje na dan 1. 1.	145.171	135.276
Povečanje	133.186	136.678
Nove garancije	115.698	105.952
Tečajne razlike	17.488	30.726
Zmanjšanje	(165.441)	(126.782)
Izplačilo garancij	(672)	(226)
Ugasnjene garancije	(140.132)	(96.284)
Tečajne razlike	(24.637)	(30.272)
Stanje na dan 31.12.	112.916	145.171

Pojasnila k računovodskim izkazom

Izvedeni finančni instrumenti

EUR 1.000	31. 12. 2009	31. 12. 2008
	Nivo 2	Nivo 2
Terminske pogodbe	282.531	186.492
Obrestne opcije	649.085	713.305
Valutne opcije	781.130	987.227
Blagovne opcije	-	725
Obrestne zamenjave	2.884.432	2.788.359
Namenjene trgovanju	2.005.696	2.571.513
Namenjene varovanju	878.736	216.846
Blagovne zamenjave	12.153	17.852
Skupaj	4.609.332	4.693.960

Pojasnilo glede določanja poštenih vrednosti po nivojih je v računovodskih usmeritvah, pod Uporaba ocen in prepostavk, opredelitev poštene vrednosti.

Pojasnilo 44: Poslovanje po pooblastilu

Bilanca stanja iz poslovanja po pooblastilu

EUR 1.000	31. 12. 2009	31. 12. 2008
Denarna sredstva strank za posredovanje s finančnimi instrumenti	5.955	3.533
Terjatve iz poslov posredovanja s finančnimi instrumenti	76	7.942
Terjatve iz poslov gospodarjenja s finančnimi instrumenti	4.569	809
Terjatve po skrbniških poslih	3.154.032	887.137
Terjatve do KDD za prodane finančne instrumente	95	810
Terjatve iz poravnalnega poslovanja	-	7.327
Denarna sredstva strank iz drugih poslov po pooblastilu	-	16
Terjatve iz drugih poslov v tujem imenu in za tuj račun	336.775	121.350
Skupaj sredstva	3.501.502	1.028.924
Obveznosti do strank iz denarnih sredstev in finančnih instrumentov	3.164.651	892.890
Obveznosti do KDD za kupljene finančne instrumente	76	7.327
Obveznosti do banke za provizije, stroške ipd.	-	13
Obveznosti iz poravnalnega poslovanja	-	7.327
Obveznosti iz drugih poslov v tujem imenu in za tuj račun	336.775	121.367
Skupaj obveznosti	3.501.502	1.028.924

Pojasnilo 45: Posredniško poslovanje

EUR 1.000	31. 12. 2009	31. 12. 2008
Terjatve poravnalnega oz. transakcijskih računov za sredstva strank	3.158.772	896.698
Iz finančnih instrumentov	3.158.677	895.888
Do KDD oz. obračunskega računa banke za prodane finančne instrumente	95	810
Denarna sredstva strank	5.955	3.533
Na poravnalnem računu za sredstva strank	3.867	2.098
Na transakcijskih računih bank	2.088	1.435
Skupaj sredstva	3.164.727	900.231
Obveznosti poravnalnega oz. transakcijskih računov za sredstva strank	3.164.727	900.231
Do strank iz denarnih sredstev in finančnih instrumentov	3.164.651	892.891
Do KDD oz. obračunskega računa banke za kupljene finančne instrumente	76	7.327
Do banke oz. poravnalnega računa za provizije, stroške, ipd.	-	13
Skupaj obveznosti	3.164.727	900.231
Zabilančna evidenca	3.158.677	895.888
Finančni instrumenti, ločeno po storitvah	3.158.677	895.888
Sprejemanje, posredovanje in izvrševanje naročil	76	7.942
Gospodarjenje s finančnimi instrumenti	4.569	809
Skrbniški posli	3.154.032	887.137

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

EUR 1.000	31. 12. 2009	31. 12. 2008
Prihodki iz opravnin (provizij) v zvezi z investicijskimi in pomožnimi investicijskimi storitvami in posli za stranke	3.375	4.728
Sprejemanje, posredovanje in izvrševanja naročil	652	1.193
Gospodarjenje s finančnimi sredstvi	160	-
Izvedba prvih ali nadaljnjih prodaj brez obveznosti odkupa	574	1.490
Skrbništvo in sorodne storitve	2.149	2.045
Odhodki iz opravnin (provizij) v zvezi z investicijskimi in pomožnimi investicijskimi storitvami in posli za stranke	643	665
Opravnine v zvezi s KDD družbo in njej podobnimi organizacijami	313	306
Opravnine v zvezi z borzo vrednostnih papirjev in njej podobnimi organizacijami	330	359

Pojasnilo 46: Povezane stranke

Banka je hčerinska banka UniCredit Bank Austria AG s sedežem na Dunaju, ki ima v lasti 99,99 % delnic Banke. Lastniki ostalih delnic so slovenska podjetja in fizične osebe. Matična banka Skupine je UniCredit S.p.A, Italija.

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

Pojasnila k računovodskim izkazom

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

Bilanca stanja

EUR 1.000	31. 12. 2009	31. 12. 2008
Krediti	533.508	232.515
Uprava	2	197
Matična banka	514.038	3.507
Ostale povezane osebe v skupini UniCredit Group	19.468	228.811
Izvedeni finančni instrumenti	16.759	14.608
Matična banka	-	-
Ostale povezane osebe v skupini UniCredit Group	16.759	14.608
Druga sredstva	1.064	44.346
Matična banka	48	19
Ostale povezane osebe v skupini UniCredit Group	1.015	44.327
Skupaj sredstva	551.331	291.469
Finančne obveznosti, merjene po odplačni vrednosti	1.855.272	1.635.232
Uprava	422	326
Matična banka	1.735.148	501.491
Ostale povezane osebe v skupini UniCredit Group	119.701	1.133.415
Izvedeni finančni instrumenti	86.369	97.958
Matična banka	-	-
Ostale povezane osebe v skupini UniCredit Group	86.369	97.958
Druge obveznosti	4.214	3.199
Matična banka	2.008	1.952
Ostale povezane osebe v skupini UniCredit Group	2.206	1.247
Skupaj obveznosti	1.945.854	1.736.389

Kreditni dani upravi so zavarovani s hipoteko in se sklepajo po običajnih poslovnih pogojih. Krediti bankam v Skupini vključujejo vloge na vpogled, vezane vloge in kredite. So nezavarovani in sklenjeni z variabilno ali s fiksno obrestno mero.

Izkaz poslovnega izida

EUR 1.000	31. 12. 2009	2008
Prihodki iz obresti	2.821	18.558
Uprava	2	11
Matična banka	1.626	6.622
Ostale povezane osebe v skupini UniCredit Group	1.192	11.925
Odhodki za obresti	36.413	67.411
Uprava	14	9
Matična banka	21.866	47.448
Ostale povezane osebe v skupini UniCredit Group	14.532	19.954
Prihodki iz opravnin (provizije)	1.155	2.380
Matična banka	381	523
Ostale povezane osebe v skupini UniCredit Group	774	1.857
Odhodki za opravnine (provizije)	978	302
Matična banka	712	5
Ostale povezane osebe v skupini UniCredit Group	266	297
Administrativni stroški	1.702	1.938
Ostale povezane osebe v skupini UniCredit Group	1.702	1.938

Izplačila povezanim strankam

EUR 1.000	2009	2008
Izplačila upravi	623	509
Plače in drugi osebni prejemki	623	509
Izplačila članom nadzornega sveta	17	-
Izplačila drugim zaposlenim z individualno pogodbo	542	612
Plače in drugi osebni prejemki	542	612
Skupaj	1.182	1.121
Število članov uprave na dan 31. 12.	3	4
Število članov nadzornega sveta na dan 31. 12.	6	5
Število zaposlenih z individualno pogodbo na dan 31. 12.	10	6

V letu 2009 je bilo povprečno osem zaposlenih z individualno pogodbo.

Banka v skladu z ZGD-1 v letu 2009 dodatno razkriva izplačila članom uprave in nadzornega sveta. Člani uprave Banke so prejeli: dr. France Arhar 174 tisoč evrov fiksnega dela izplačila, 66 tisoč evrov variabilnega dela izplačila ter 2 tisoč evrov drugih prejemkov; Janko Medja 125 tisoč evrov fiksnega dela izplačila, 20 tisoč evrov variabilnega dela izplačila, 2 tisoč evrov drugih prejemkov ter 1 tisoč evrov povračila stroškov; Francesco Vercesi (član uprave od 20. oktobra 2009) 44 tisoč evrov fiksnega dela izplačila; dr. Heribert Fernau (član uprave do 30. novembra 2009) 106 tisoč evrov fiksnega dela izplačila ter 1 tisoč evrov povračila stroškov in mag. Stefan Vavti (član uprave do 30. septembra 2009) 85 tisoč evrov fiksnega dela izplačila in tisoč evrov povračila stroškov. Dodatno izplačilo sta člana uprave dr. Heribert Fernau in mag. Stefan Vavti prejela v finančni skupini UniCredit Group.

Člani nadzornega sveta so prejeli: Giuseppe Verrascina 8,6 tisoč evrov nadomestila ter 0,9 tisoč evrov povračila stroškov in Franco Andretta 7,5 tisoč evrov nadomestila.

Pojasnilo 47: Dogodki po datumu bilance stanja

Banka po datumu bilance stanja ni zaznala pomembnejših poslovnih dogodkov, ki bi vplivali na poslovanje banke.

Pojasnila k računovodskim izkazom

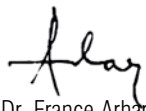
Pojasnilo 48: Pravne tožbe

Banka je bila po stanju na dan 31. 12. 2009 kot tožena stranka vključena v štiri sodne spore, v katerih tožeče stranke uveljavljajo tožbene zahteve v skupni višini 6,4 milijonov evrov. Tožbeni zahtevki so v vseh štirih sporih po mnenju banke v celoti neutemeljeni, zato banka iz tega naslova ne pričakuje pomembnih odhodkov. V skladu s pravili stroke je banka oblikovala ustrezne rezervacije za pravne spore.

V mesecu januarju 2010 je banka prejela odpoved tožbenemu zahtevku s strani tožeče stranke v enem od navedenih sporov, tako da je ob pripravi tega poročila banka vključena samo v tri spore, v katerih tožeče stranke uveljavljajo tožbene zahteve v skupni višini 4,7 mio evrov.

Pojasnilo 49: Izjava o oškodovanju

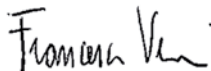
UniCredit Banka Slovenija d.d. kot članica finančne skupine UniCredit Group v svojem običajnem poslovanju izvaja številne transakcije z drugimi članicami Skupine. Le-te se izvajajo po običajnih tržnih pogojih in nimajo negativnega vpliva na priložene računovodske izkaze. V skladu s 545. členom Zakona o gospodarskih družbah podajamo izjavo, da v letih 2009 in 2008 ni bilo opravljenih škodljivih poslov ali drugih dejanj, ki bi povzročila oškodovanje Banke.



Dr. France Arhar
Predsednik uprave



Janko Medja, MBA
Član uprave



Francesco Vercesi
Član uprave

Radim Passer,
Passerinvest Group
Stranka področja
poslovanja s podjetji - Madžarska

»Že več let sem zadovoljna stranka UniCredit Bank, tako poslovno kot zasebno. Predvsem zelo cenim, da Banka dobro razume nepremičninski trg, tako da lahko učinkovito oceni financiranje posameznega projekta.

V letu 2009 smo imeli še nekaj priložnosti upoštevati koristen in konstruktiven pristop Banke. Konkretno gre za primer financiranja našega projekta »Filadelfie« in potem zopet, ko smo se pogajali za posojilo za projekt »Residential Park Baarova«.

**Z UniCredit
je enostavno.**



Bančna tveganja

Celovito upravljanje s tveganji

UniCredit Banka Slovenija d.d. skladno z načeli finančne skupine UniCredit Group ugotavlja, meri in/ali upravlja z naslednjimi kategorijami tveganj:

- kreditno tveganje (vključujoč tveganje nasprotne stranke),
- tržno tveganje (tečajno in obrestno tveganje ter tveganje trgovanja z lastniškimi vrednostnimi papirji),
- likvidnostno tveganje,
- operativno tveganje,
- poslovno tveganje,
- tveganje na področju nepremičnin,
- tveganja iz naslova deležev in kapitalskih udeležb Banke.

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

Osrednje aktivnosti upravljanja s tveganji vodi divizija Upravljanje s tveganji. Le-ta je neodvisna od poslovnih enot Banke in je odgovorna neposredno upravi in predsedniku uprave. Osrednje mesto upravljanja s tveganji na najvišji ravni v Banki imajo tri vrste odborov, in sicer: odbor za upravljanje bilance banke, kreditni odbori in odbor za operativna tveganja.

ODBOR ZA UPRAVLJANJE BILANCE BANKE (ALCO)

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

KREDITNI ODBOR

Za namene odobranja posamičnih kreditnih izpostavljenosti je v Banki vzpostavljena dvostopenjska struktura kreditnih odborov. Raven odločanja je določena z zneski predlagane potencialne kreditne izpostavljenosti do posamezne osebe oziroma skupine povezanih oseb. V kreditnih odborih na obeh ravneh sta prisotna vsaj predstavnika s področja za upravljanje s tveganji in s področja prodajnih enot. Seje obeh ravni kreditnih odborov praviloma potekajo dvakrat na teden. Proces in načela presoje in odločanja o posamičnih kreditnih izpostavljenostih so določeni v ustreznih internih smernicah in navodilih. Odobritvene pristojnosti za nižje kreditne izpostavljenosti do pravnih in do fizičnih oseb kreditni odbor najvišje ravni delegira določenim nosilcem individualne kreditne pristojnosti.

ODBOR ZA OPERATIVNA TVEGANJA

Odbor za operativna tveganja je odgovoren za učinkovit pregled izpostavljenosti operativnemu tveganju. Odbor razpolaga z razumevanjem in znanjem celotnega okvira upravljanja z operativnim tveganjem kot tudi z znanjem o tem, kako izpostavljenost operativnemu tveganju vpliva na poslovanje Banke. Odbor za operativna tveganja je odgovoren tudi za preverjanje, ali sta merjenje in sistem nadzora operativnega tveganja močno integrirana v dnevni proces obvladovanja tveganj Banke. Odbor se sestaja dvomesečno.

SPREJEMANJE TVEGANJ

V napredni postavitvi bančnega posla mora biti poslovanje s strankami obravnavano brez obrestnega, valutnega in likvidnostnega tveganja. Zato je nujna določitev jasnih izhodišč za oblikovanje cen za posojila in depozite strank, s čimer zagotavljamo jasne ločitve prejemkov poslovanja s strankami od funkcije internega upravljanja s sredstvi in obveznostmi banke. Tržno in likvidnostno tveganje sta prek tržnega sistema transernih cen prenesena na enote, ki nosijo tveganje. To omogoča, da se tržno in likvidnostno tveganje ter pribitke pripiše bančnim divizijam v skladu z načelom vzročnosti. Finančni trgi so znotraj Banke edina divizija, ki ima odgovornost za obvladovanje tržnih tveganj. Oddelek Upravljanje bilance banke upravlja z likvidnostnim tveganjem in poroča neposredno izvršnemu direktorju za finance (CFO). Zakladništvo in oddelek Upravljanje bilance banke sta odgovorna za optimiziranje celostne strukture ročnosti in donosa Banke.

Kreditno tveganje

Kreditno tveganje izhaja iz vseh vrst transakcij, ki so lahko povod za sedanje, možne oziroma potencialne terjatve do katerekoli nasprotnne stranke, posojilojemalca ali dolžnika.

Finančna skupina UniCredit Group razlikuje med tremi vrstami kreditnih tveganj:

- tveganje v primeru neplačila je tveganje, da nasprotna stranke ne bo poravnala vseh pogodbeno določenih obveznosti;
- deželno tveganje pomeni tveganje izgube, ki jo lahko utrpi Skupina v katerikoli državi zaradi kateregakoli od naslednjih razlogov: možnost poslabšanja ekonomskih razmer, politični ali socialni nemiri, nacionalizacija ali razlastitev premoženja, zavrnitve s strani vlade v primeru zadolženosti, poostrene menjalne kontrole in valutne deprecije ali devalvacije;
- tveganje poravnave je tveganje, ki lahko nastane pri poravnavi ali obračunavanju posameznih transakcij, v primeru, ko ne pride istočasno do izmenjave/poravnave obveznosti v denarju, vrednostnih papirjih in/ali drugih oblikah premoženja.

MERJENJE KREDITNIH TVEGANJ

Temelj vsakega kreditnega odobritvenega procesa je podrobna obravnava vsake kreditne izpostavljenosti, povezane z nasprotno stranko. Banka pri procesu odobravanja svojih naložb upošteva tako boniteto nasprotnne stranke kot tudi tveganje, povezano z različnimi vrstami izpostavljenosti. Pri merjenju kreditnega tveganja Banka za pravne osebe izračunava boniteto, na podlagi katere ugotavlja tudi verjetnost neplačila obveznosti. Poleg določanja bonitete se ocenjuje tudi izpostavljenost in možnost povračila, ki temelji na predvidevanjih o razpoložljivih denarnih tokovih.

Boniteta je določena na podlagi finančnih podatkov, kvalitativnih dejavnikov in opozorilnih signalov. Banka uporablja deset glavnih razvrstitev bonitete z dodatno delitvijo v podrazrede. Lestvica finančne skupine UniCredit Group vključuje skupno 28 različnih bonitetnih razredov, ki so kalibrirani upoštevajoč lokalne značilnosti.

ANALIZA KREDITNEGA PORTFELJA

Po stanju na dan 31. december 2009 je celotni bilančni portfelj Banke, ki vključuje bančne in ne-bančne terjatve izkazoval rast v višini 316 milijonov evrov, kar predstavlja 13-odstotno rast v primerjavi s koncem leta 2008. Področja rasti v kreditni izpostavljenosti so bila v segmentih bank in ostalih finančnih institucij, v gospodinjstvih in v javnem sektorju, medtem ko so se izpostavljenosti do ostalih segmentov, skladno s predvidnim odgovorom Banke na krizne razmere, zmanjševale ali ostajale na podobni ravni kot v letu poprej.

Delitev celotnega kreditnega portfelja Banke po segmentih

Kreditna izpostavljenost po segmentih	Izpostavljenost (v mio EUR)		Rast
	31. 12. 2009	31. 12. 2008	v %
Banke in ostale finančne institucije	707,80	429,26	165 %
Proizvodnja	196,60	202,37	97 %
Gospodinjstva	672,82	588,37	114 %
Javni sektor	221,45	132,96	167 %
Prodaja na debelo in trgovina na drobno	271,84	285,87	95 %
Poslovne nepremičnine	41,64	41,46	100 %
Storitve	431,45	468,25	92 %
Ostalo	152,00	230,83	66 %
SKUPAJ	2.695,59	2.379,38	113 %

Bančna tveganja

Delitev celotnega kreditnega portfelja po geografski lokaciji

Izpostavljenost glede na geografsko lokacijo	Izpostavljenost (v mio EUR)		Rast v %
	31. 12. 2009	31. 12. 2008	
Slovenija	2.072,39	2.012,63	2,97 %
Vzhodna Evropa	13,05	22,54	(42,09 %)
Južna Evropa	61,53	81,49	(24,50 %)
Zahodna Evropa	547,59	261,35	109,52 %
Ostalo	1,03	1,37	(24,34 %)
SKUPAJ	2.695,59	2.379,38	13,29%

Opomba: Zneski v tabelah so izraženi v bruto vrednosti, vključujoč zneske slabitev. Skupni znesek vključenih slabitev na dan 31. 12. 2009 znaša 37,55 milijonov evrov, na dan 31. 12. 2008 pa ta znesek znaša 25,47 milijonov evrov.

KREDITNO ZAVAROVANJE

Da bi zmanjšala in upravljala s kreditnim tveganjem, Banka svojo izpostavljenost do strank tudi zavaruje. Banka je izdala smernice, ki določajo ustrezne vrste kreditnega zavarovanja. Na splošno lahko razdelimo vrste zavarovanj za posojila in za druge izpostavljenosti kreditnim tveganjem na:

- hipoteke na stanovanjske in poslovne nepremičnine,
- zastave premičnin in vlog na vpogled,
- zastave finančnih instrumentov kot so obveznice in delnice.

Bolj tvegana in dolgoročna posojila so na splošno bolj zavarovana. Glede na smernice so tudi kreditna zavarovanja del rednega pregleda, ki se izvaja vsaj enkrat letno, bodisi na individualni ali na portfeljski osnovi. Takšen pristop omogoča Banki boljši vpogled v trenutno stanje in dejansko vrednost kreditnega zavarovanja.

Glavne oblike zavarovanj so hipoteke na stanovanjske in poslovne nepremičnine in tudi garancije. Poleg teh so med ostalimi pogostimi oblikami zavarovanj, ki jih Banka sprejema, tudi različne oblike finančnih zavarovanj. Spodnja tabela prikazuje strukturo bilančne izpostavljenosti do nebančnega sektorja s pripadajočimi zavarovanji po bonitetni klasifikaciji, ki je skladna z bonitetnimi razredi Banke Slovenije.

Izpostavljenost Banke do strank glede na strukturo določanja bonitete in kreditna zavarovanja

Klasifikacija strank	Izpostavljenost (v mio EUR)	Vrednost zavarovanja (v mio EUR)	Izpostavljenost (v mio EUR)	Vrednost zavarovanja (v mio EUR)
	31. 12. 2009		31. 12. 2008	
A	2.063,40	1.006,48	2.043,40	859,30
B	11,36	6,44	6,25	4,43
C	28,51	8,36	12,42	7,11
D	16,69	5,25	18,05	7,31
E	14,51	0,83	10,46	1,98
SKUPAJ nebančni sektor	2.134,47	1.027,35	2.090,58	880,13

Opomba: Zneski izpostavljenosti v tabeli so izraženi v bruto vrednosti, vključujoč zneske slabitev. Skupni znesek vključenih slabitev na dan 31. 12. 2009 znaša 37,55 milijonov evrov, na dan 31. 12. 2008 pa ta znesek znaša 25,47 milijonov evrov.

POLITIKA BANKE GLEDE SLABITEV IN REZERVACIJ

Banka ima natančno določen postopek in notranjo politiko glede spremljanja portfelja ter glede oblikovanja slabitev. Notranja politika je v skladu s strogimi predpisi Banke Slovenije. Banka ima sistemsko podporo za izvajanje slabitev za stranko ali za vsak posamezen posel stranke. Banka je uvedla tako imenovani »dogodek neplačila« na ravni strank za primere, ko katera od strank zamuja s plačilom Banki več kot 90 dni. Posledica takšnega dogodka je znižanje bonitete stranke in oblikovanje slabitve na ravni stranke ali posla. Odgovornost za spremljanje portfelja ima oddelek Podpora upravljanju s kreditnimi tveganji, ki vsaj enkrat mesečno pregleda celoten portfelj Banke.

Glede na smernice ima Banka pet različnih kategorij slabitev za segment poslovanja s prebivalstvom in 29 različnih kategorij slabitev za podjetja in stranke. Izračun potrebne slabitve se pripravi na podlagi preteklih izkušenj s stranko in pričakovanih prihodnjih denarnih pritokov stranke. Banka upošteva zavarovanje pri izračunavanju prihodnjih denarnih pritokov stranke šele takrat, ko pride do kršitve pogodbene obveznosti s strani podjetja ali stranke in je izpostavljenost že zapadla ali pa ni v celoti odplačana.

Kriteriji Banke za oblikovanje slabitev so naslednji:

- zamuda pri plačilih glavnice, obresti in/ali drugih odpravnin, dogovorjenih po pogodbi;
- težave z denarnimi tokovi;
- kršitve posojilnih pogojev ali pogojev;
- stečaj ali drugi pravni postopki, ki imajo lahko za posledico izgubo za Banko iz te naložbe;
- informacije, ki imajo lahko vpliv na izpad prejetih odplačil za Banko.

Banka uporablja tri različne statuse strank, ki zamujajo s plačili. Prvi status »Kredit na opazovanju« pomeni, da stranka še v roku poravnava svoje obveznosti, zaradi različnih opozorilnih signalov pa Banka lahko pričakuje zamude pri odplačevanju v prihodnosti. V takšnih primerih oddelek Upravljanje s tveganji zahteva vzpostavitev posebnih načrtov aktivnosti s strani poslovnih divizij v Banki.

Drugi status se imenuje »Prestrukturiranje«. V takih primerih si Banka prizadeva prestrukturirati izpostavljenost do stranke z namenom, da se stranki pomaga vzpostaviti status poravnavanja obveznosti brez zamud, kakor tudi minimizirati potencialno izgubo za Banko. Te aktivnosti izvaja oddelek Posebni primeri v sodelovanju s poslovnimi divizijami.

Tretji status pa je tako imenovani status »Posebni primeri«, ki pomeni, da je bila pogodba s stranko že prekinjena in/ali odpovedana, odgovornost za spremljanje in izvedbo v zvezi s poplačili izpostavljenosti do Banke preko različnih oblik izvensodne ali sodne poravnave pa v celoti prevzame oddelek Posebni primeri.

Izpostavljenost Banke do strank glede na strukturo določanja bonitete in oblikovane oslabitve

Klasifikacija strank	Izpostavljenost (v mio EUR)	Oslabitve (v mio EUR)	Izpostavljenost (v mio EUR)	Oslabitve (v mio EUR)
	31. 12. 2009		31. 12. 2008	
A	2.063,40	3,75	2.043,40	1,30
B	11,36	1,19	6,25	0,49
C	28,51	7,30	12,42	2,58
D	16,69	10,56	18,05	10,58
E	14,51	14,75	10,46	10,52
SKUPAJ nebančni sektor	2.134,47	37,55	2.090,58	25,47

Opomba: Zneski izpostavljenosti v tabeli so izraženi v bruto vrednosti, vključujoč zneske slabitev.

Bančna tveganja

Kreditne izpostavljenosti do 10 največjih strank glede na oblikovane oslabitve

10 največjih problematičnih strank (po izpostavljenosti)	Panoga	Izpostavljenost (v mio EUR)	Oslabitve (v mio EUR)
		31. 12. 2009	
Stranka 1	Holding	20,35	5,09
Stranka 2	Proizvodnja kovin	9,65	1,64
Stranka 3	Finančne institucije	6,30	-
Stranka 4	Turizem	4,80	-
Stranka 5	Hrana in pijača	4,06	3,04
Stranka 6	Storitve	3,20	0,16
Stranka 7	Hrana in pijača	2,38	1,43
Stranka 8	Mediji, časopisi	2,15	0,49
Stranka 9	Transport	2,08	-
Stranka 10	Storitve	1,38	-

Po stanju na dan 31. 12. 2009 Banka izkazuje 52,8 milijonov evrov izpostavljenosti, pri kateri je bila ugotovljena zamuda, vendar zanjo slabitve še niso bile oblikovane. V teh primerih bodisi ni bilo evidentiranega »dogodka neplačila«, zneski zamude niso bili materialni ali je imela Banka zadostno vrednost zavarovanja ali že dogovorjeno ustrezno prestrukturiranje izpostavljenosti.

Kreditna izpostavljenost z oblikovanimi slabitvami na ravni stranke ali posla je po smernicah določil baselskih standardov vsaka izpostavljenost, ko se zgodi eden ali več »dogodkov neplačila«: majhna verjetnost, da bo dolžnik poravnal svoje kreditne obveznosti do Banke, dolžnik več kot 90 dni zamuja s plačilom katerekoli pomembne kreditne izpostavljenosti do Banke, Banka odobri prestrukturiranje problematične izpostavljenosti, Banka obravnava izpostavljenost kot nedonosno oziroma Banka vloži predlog za stečajni postopek zoper dolžnika ali podoben predlog v zvezi z dolžnikovo kreditno obveznostjo do Banke.

V povprečju Banka izkazuje 49-odstotno pokritost problematične kreditne izpostavljenosti s slabitvami. Za vsako problematično izpostavljenost, ki nima oblikovanih slabitev, Banka upošteva tudi vrednosti primernega kreditnega zavarovanja.

Po stanju na dan 31. 12. 2009 se je vrednost problematične kreditne izpostavljenosti v primerjavi s preteklim letom povečala za 33,1 milijonov evrov oziroma za 81 % na vrednost 74 milijonov evrov. Višina slabitev, oblikovanih za problematične izpostavljenosti, se je povečala za 12,5 milijonov evrov oziroma za 53 % in je znašala 36,2 milijona evrov. Posledica prirasta v višini oblikovanih slabitev je bilo neto zmanjšanje vrednosti pokritja problematičnih izpostavljenosti s slabitvami za 9,0 odstotnih točk.

Stanje problematične izpostavljenosti glede na strukturo določanja bonitete, oblikovane oslabitve in kreditna zavarovanja

Klasifikacija problematične izpostavljenosti	Izpostavljenost (v mio EUR)	Oslabitve (v mio EUR)	Stopnja pokritja z oslabitvami v %	Vrednost zavarovanja (v mio EUR)	Izpostavljenost (v mio EUR)	Oslabitve (v mio EUR)	Stopnja pokritja z oslabitvami v %	Vrednost zavarovanja (v mio EUR)
31. 12. 2009					31. 12. 2008			
C	42,83	10,86	25 %	8,36	12,42	2,58	21 %	7,11
D	16,69	10,56	63 %	5,25	18,05	10,58	59 %	7,31
E	14,51	14,75	102 %	0,83	10,46	10,52	101 %	1,98
SKUPAJ izpostavljenost	74,03	36,17	49 %	14,43	40,93	23,68	58 %	16,40

Dne 31. 12. 2009 Banka ni imela oblikovanih slabitev pri finančnih sredstvih razpoložljivih za prodajo.

KREDITNO TVEGANJE NASPROTNE STRANKE

Kreditno tveganje je v splošnem definirano kot tveganje, da nasprotna stranka v poslu ne bo izpolnila svojih obveznosti do banke v predvidenem roku. Kreditno tveganje nasprotne stranke pa je termin, ki se uporablja v povezavi s transakcijami divizije Finančni trgi in vrednostnimi papirji.

Za upravljanje s kreditnim tveganjem nasprotne stranke Banka uporablja interni model, ki temelji na pristopu simulacije. Izpostavljenost do posamezne nasprotne stranke ugotavljamo s pomočjo simulacije razvoja vrednosti portfelja poslov, sklenjenih s stranko. Prihodnja vrednost portfelja se izračuna na podlagi scenarijev, zasnovanih na triletni časovni vrsti volatilnosti in korelacij faktorjev tveganja.

Kot trenutna izkoriščenost limita oziroma izpostavljenost do nasprotne stranke se upošteva maksimum 97,5 % kvantilov posameznih časovnih točk v prihodnosti.

Izpostavljenosti konec leta 2009 so precej nižje od izpostavljenosti konec leta 2008. Vzrok je izboljšanje splošnega položaja na finančnih trgih, ki se odraža v nižjih trenutnih tržnih vrednostih izvedenih finančnih instrumentov in nižjih volatilnostih faktorjev tveganja.

Kreditno tveganje nasprotne stranke za UniCredit Banka Slovenija d.d. glede na boniteto strank

Bonitetni razred	Izpostavljenost tveganju nasprotne stranke (v mio EUR)	
	31. 12. 2009	31. 12. 2008
A	127,68	195,82
B	-	-
C	2,91	-
D	-	-
E	-	-
SKUPAJ	130,59	195,82

Tržna tveganja

UniCredit Banka Slovenija d.d. je pri svojem poslovanju izpostavljena tržnim tveganjem. Gre za tveganje, da bi poštena vrednost ali prihodnji denarni tokovi finančnega instrumenta lahko nihali zaradi sprememb tržnih cen.

Tržna tveganja nastanejo v primeru odprtih pozicij iz naslova obrestne izpostavljenosti, iz naslova tujih valut, iz naslova kreditnega razpona, iz naslova blaga in iz naslova lastniških vrednostnih papirjev. Vse navedeno je izpostavljeno splošnim in posebnim tržnim gibanjem ter spremembam zaradi nestanovitnosti tržnih tečajev ali cen, kot so obrestne mere, kreditni razponi, menjalni tečaji, cene blaga in cene lastniških finančnih instrumentov.

METODE OBVLADOVANJA TRŽNIH TVEGANJ

Obvladovanje tržnih tveganj vključuje vse dejavnosti, povezane s posli divizije Finančni trgi in upravljanja strukture bilance Banke. Pozicije tveganja se ugotavljajo vsaj enkrat dnevno in analizirajo s strani neodvisne enote za obvladovanje tveganj, ki jih tudi primerja z odobrenimi limiti, določenimi s strani ALCO odbora.

Obvladovanje tveganj v UniCredit Banka Slovenija d.d. vključuje stalno poročanje o poziciji tveganja, uporabi limitov in dnevni predstavitvi rezultatov poslovanja divizije Finančni trgi.

ALCO odbor vsaj enkrat letno določi limite za tržna tveganja Banke v tesnem sodelovanju z ustreznimi enotami UniCredit Bank Austria AG, Dunaj. Celoten sklop pravil za poslovanje zakladništva in upravljanje tržnih tveganj je določen v Pravilniku za zakladništvo in je razdeljen na tri dele (splošni del, posebni del in del, ki velja za UniCredit Banka Slovenija d.d.). Izpostavljenost tržnim tveganjem lahko spreminjajo le tisti, ki so pooblašeni za prevzemanje in spreminjanje pozicij.

Za spremljanje izpostavljenosti tržnim tveganjem UniCredit Banka Slovenija d.d. uporablja model "NORISK", ki ga je razvil oddelek Strateško upravljanje tveganj znotraj UniCredit Bank Austria AG Dunaj in se v UniCredit Banka Slovenija d.d. uporablja že več let.

Pred nekaj leti je bil model razširjen tako, da vključuje dodatne metode izračuna (pristop variance-kovariance je bil dopolnjen s pristopom simulacij). Posodobitev in izpopolnjevanje, ki ga izvaja oddelek Strateško upravljanje tveganj na Dunaju, vključuje pregledovanje modela kot del postopkov testiranja za nazaj, integracije novih izdelkov in prilagajanja sistema splošnim tržnim dogajanjem.

V tem smislu je bil tudi v UniCredit Banka Slovenija d.d. vzpostavljen postopek uvajanja produktov, v katerem enota za obvladovanje tveganj

Bančna tveganja

skupaj s prodajnimi enotami igra odločilno vlogo pri odobritvi novih produktov.

Model za obvladovanje tveganj "NORISK" na osnovi agregiranih podatkov vsak dan zagotavlja najpomembnejše parametre tveganj za poslovanje divizije Finančni trgi.

Osnovno orodje, ki se uporablja za merjenje in nadzor izpostavljenosti tržnemu tveganju, je tvegana vrednost (VaR). Predstavlja ocenjeno izgubo, ki bo nastala na določenem portfelju v določenem času (obdobje izračuna) zaradi negativnega gibanja na trgu z določeno verjetnostjo (stopnja zaupanja). VaR za interno merjenje tveganj temelji na enodnevnem obdobju izračuna in 99-odstotnem intervalu zaupanja. Poleg VaR se izračunava tudi sedanja vrednost bazične točke (pvbp) in učinki spremembe kreditne premije vseh izdajateljev. Za obvladovanje tveganj se uporabljajo limiti bazične točke glede na valuto in zapadlost, vsote bazičnih točk po segmentu valute in/ali zapadlosti (vsota vrednosti absolutnih točk).

Drugi dejavniki, ki so prav tako pomembni, so volumni, vezani na izjemne situacije in limiti za posamezne pozicije. Dodatni elementi sistema limitov so limiti največje dovoljene izgube. Spremljanje trendov pri dobičkih/izgubah zagotavlja zgodnje odkrivanje morebitnih nabranih izgub iz določenih pozicij.

Informacije, ki se dodatno zagotavljajo ALCO in upravi, so še redni izračuni izjemnih scenarijev. Takšni izjemni scenariji temeljijo na predpostavkah ekstremnih premikov posameznih parametrov tržnih tveganj. UniCredit Banka Slovenija d.d. analizira učinke teh gibanj in moteni v likvidnosti specifičnih produktov in dejavnikov tveganja na njene rezultate poslovanja in neto pozicijo aktive.

Predpostavke ekstremnih gibanj so odvisne od valute in likvidnosti, Banka pa jih določa v tesnem sodelovanju z oddelkom Strateško upravljanje tveganj v UniCredit Bank Austria AG, Dunaj na diskrecijski osnovi. Rezultati izjemnih situacij se upoštevajo pri določanju in revidiranju limitov.

Poleg rezultatov modela obvladovanja tveganj se tudi podatki o prihodkih zakladništva izračunavajo in sporočajo vsakodnevno. Ti podatki so predstavljeni za določeno časovno obdobje in se primerjajo z načrtovanimi podatki. Poročanje vključuje sestavine, ki se odražajo v neto prihodkih po Mednarodnih standardih računovodskega poročanja (v nadaljevanju: MSRP) in vrednotenju vseh pozicij po tržni vrednosti, ne glede na njihovo priznavanje v finančnih izkazih po MSRP ("celotni prihodki").

Z namenom preverjanja, ali so sklenjeni posli skladni s trgom UniCredit Banka Slovenija d.d. uporablja sistem "MARCONIS", ki so ga razvili v UniCredit Bank Austria AG Dunaj. Sistem "MARCONIS" v celoti in sistematično pregleduje tržno usklajenost vsake posamezne transakcije divizije Finančni trgi. V letih 2009 in 2008 ni bilo sklenjenih poslov, ki bi bili končno ocenjeni kot neskladni s trgom.

OBRESTNO TVEGANJE, VALUTNO TVEGANJE, TVEGANJA IZ NASLOVA TRGOVANJA Z LASTNIŠKIMI VREDNOSTNIMI PAPIRJI IN TVEGANJE KREDITNEGA RAZPONA

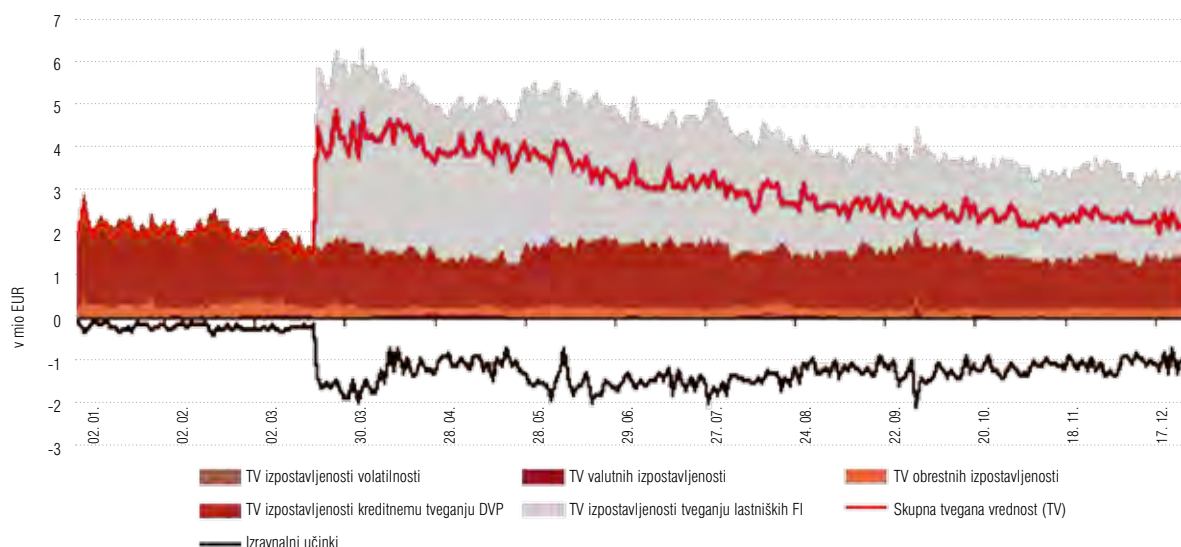
Rezultati na tvegani vrednosti temelječega internega modela, ki predpostavlja enodnevno obdobje posesti in 99-odstotno stopnjo zaupanja, so za leto 2009 višji kot v predhodnem letu. Glavna razloga sta višja izpostavljenost tveganju lastniških finančnih instrumentov v bančni knjigi kot posledica neizpolnitve posla začasnega nakupa delnic ter še vedno visoka volatilnost premij za kreditno tveganje na lokalnih kapitalskih in denarnih trgih. Primerjava izračunov tvegane vrednosti za leto 2009 z izračuni za leto 2008 je prikazana v spodnji tabeli. V izračunih so upoštevane izpostavljenosti tveganju lastniških finančnih instrumentov, izpostavljenosti kreditnemu tveganju dolžniških vrednostnih papirjev (DVP) ter obrestne in valutne izpostavljenosti Banke.

V okviru upravljanja obrestnega tveganja se Banka izpostavlja predvsem tveganju v evrih, ameriških dolarjih in švicarskih frankih. Izpostavljenosti v omenjenih valutah so predstavljene v naslednji tabeli in vključujejo tako vse postavke trgovalne kot tudi bančne knjige. Obrestno tveganje Banke v valutah, ki niso prikazane, je minimalno.

VaR UniCredit Banka Slovenija d.d., 2008 - 2009

1.000 EUR	Tvegana vrednost 2009			Tvegana vrednost 2008		
	Minimum	Maksimum	Povprečje	Minimum	Maksimum	Povprečje
Slovenija	1.446,20	4.844,50	2.824,70	700,41	2.466,72	1.228,24

Gibanje tvegane vrednosti v UniCredit Banka Slovenija d.d. v letu 2009



Razmerje med obrestnim tveganjem v bančni knjigi in kapitalom banke, vzpostavljeno v okviru regulative Basel II, od Banke zahteva primerjavo spremembe v tržni vrednosti bančne knjige kot posledice premika obrestne krivulje za 2 odstotni točki s kapitalom banke. V primeru, da omenjena sprememba obrestnih mer absorbira več kot 20 % kapitala banke, lahko nadzorna institucija od banke zahteva sprejem ukrepov za omejitev tveganja.

Rezultati testiranja scenarijev izjemnih situacij so pokazali, da bi nenaden premik obrestnih mer za 2 odstotni točki absorbiral približno 3,9 % kapitala Banke, kar je občutno pod mejno vrednostjo 20 %. Trenutna investicija lastniškega kapitala je pri testiranju upoštevana kot odprta izpostavljenost tveganju.

Učinki premika obrestne krivulje za eno bazično točko v letu 2009

EUR	31. 12. 2009						Letni max, min, povprečje		
Valuta	Do 1 meseca	1 do 3 mesece	3 mesece do 1 leto	1 do 5 let	Nad 5 let	Skupaj	Letni maksimum	Letni minimum	Absolutno povprečje
CHF	(58)	(248)	(1.968)	590	91	(1.592)	2.944	(8.435)	2.629
EUR	(65)	2.134	(6.892)	4.370	6.051	5.599	29.803	(22.110)	9.085
USD	(34)	9	110	1.049	467	1.600	2.352	(275)	1.879
SKUPAJ	163	2.393	9.040	6.009	6.610	8.858	33.591	63	13.649

Učinki premika obrestne krivulje za eno bazično točko v letu 2008

EUR	31. 12. 2008						Letni max, min, povprečje		
Valuta	Do 1 meseca	1 do 3 mesece	3 mesece do 1 leto	1 do 5 let	Nad 5 let	Skupaj	Letni maksimum	Letni minimum	Absolutno povprečje
CHF	(352)	1.534	(4.051)	458	306	(2.105)	6.907	(5.929)	2.015
EUR	(666)	1.958	(5.412)	9.300	(5.362)	(182)	27.832	(23.259)	12.786
USD	(24)	22	(47)	428	1.699	2.078	2.568	(321)	2.124
SKUPAJ	1.044	3.540	9.510	10.186	7.367	4.392	32.798	111	16.988

Portfelj dolžniških vrednostnih papirjev Banke združuje predvsem obveznice prvorazrednih izdajateljev, ki so uvrščene bodisi v kategorijo trgovalnih vrednostnih papirjev, kategorijo papirjev razpoložljivih za prodajo ali kategorijo papirjev v posesti do zapadlosti. Banka redno spremlja položaj na finančnih trgih in ocenjuje kreditno kvaliteto izdajateljev. Poleg portfelja dolžniških vrednostnih papirjev ustvarjajo izpostavljenosti kreditnemu tveganju DVP tudi pozicije izhajajoče iz trgovanja s terminkimi pogodbami na DVP.

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Kot merilo kreditnega tveganja DVP Banka dnevno izračunava in nadzira velikost spremembe tržne vrednosti svojih portfeljev, ki bi jo povzročila morebitna sprememba kreditnih premij izdajateljev za eno bazično točko.

Učinki spremembe kreditne premije vseh izdajateljev za eno bazično točko v letu 2009

EUR	31.12.2009					Letni max, min, povprečje		
	Do 6 mesecev	Od 6 mesecev do 2 leti	2 leti do 7 let	nad 7 let	Skupaj	Letni maksimum	Letni minimum	Absolutno povprečje
SKUPAJ	(1.223)	(25.660)	(83.240)	(10.707)	120.830	171.287	105.661	131.655

Učinki spremembe kreditne premije vseh izdajateljev za eno bazično točko v letu 2008

EUR	31.12.2008					Letni max, min, povprečje		
	Do 6 mesecev	Od 6 mesecev do 2 leti	2 leti do 7 let	nad 7 let	Skupaj	Letni maksimum	Letni minimum	Absolutno povprečje
SKUPAJ	(1.133)	(9.730)	(77.964)	(34.508)	123.335	147.722	119.181	134.819

Banka je zgoraj opisane pristope, zasnovane na analizi občutljivosti na posamezne dejavnike tveganja, razširila s testiranjem scenarijev izjemnih situacij za vse materialne komponente tržnega tveganja. Mesečno potekata izračun in ovrednotenje učinkov tako tistih scenarijev, ki jih predpisuje Basel II, kot tudi scenarijev, ki jih je ločeno identificirala finančna skupina UniCredit Group. Učinki raznovrstnih potencialnih sprememb obrestnih mer, deviznih tečajev ter premij za kreditno tveganje se izračunavajo tako za trgovalno kot tudi bančno knjigo.

Poleg tvegane vrednosti se spremlja tudi odprta valutna pozicija za vsako valuto posebej. Banka je imela večje odprte pozicije le v pomembnejših valutah.

Odprta devizna pozicija v letu 2009

v 1.000 EUR

Valuta	max. kratka pozicija	max. dolga pozicija
AUD	(76)	120
CAD	(33)	102
CHF	(4.453)	600
GBP	(1.060)	500
JPY	(1.018)	744
USD	(1.694)	4.689

Odprta devizna pozicija v letu 2008

v 1.000 EUR

Valuta	max. kratka pozicija	max. dolga pozicija
AUD	(15)	57
CAD	(2)	122
CHF	(3.385)	2.701
GBP	(611)	2.605
JPY	(3.960)	4.020
USD	(3.029)	4.565

Bilančne postavke v različnih valutah za 31. 12. 2009
v 1.000 EUR

Postavka	EUR	CHF	Ostalo	Skupaj
Denar v blagajni in stanje na računih pri centralni banki	76.810	501	710	78.021
Finančna sredstva, namenjena trgovanju	82.236	218	2.205	84.659
Finančna sredstva, pripoznana po poštenu vrednosti skozi izkaz poslovnega izida	5.372	994	-	6.366
Finančna sredstva, razpoložljiva za prodajo	352.608	-	-	352.608
Izvedeni finančni instrumenti, namenjeni varovanju	5.672	-	-	5.672
Kredit	2.181.310	460.168	16.571	2.658.049
kredit bankam	545.484	124	15.517	561.125
kredit strankam	1.635.826	460.044	1.054	2.096.924
Finančna sredstva v posesti do zapadlosti	29.773	-	-	29.773
Nekratkoročna sredstva v posesti za prodajo	65	-	-	65
Opredmetena osnovna sredstva	9.530	-	-	9.530
Neopredmetena dolgoročna sredstva	12.621	-	-	12.621
Terjatve za davek od dohodkov pravnih oseb	2.498	-	-	2.498
terjatve za davek	822	-	-	822
odložene terjatve za davek	1.676	-	-	1.676
Druge sredstva	27.468	5	33	27.506
SKUPAJ SREDSTVA	2.785.963	461.886	19.519	3.267.368
Finančne obveznosti do centralne banke	120.633	-	-	120.633
Finančne obveznosti, namenjene trgovanju	78.615	835	2.315	81.765
Izvedeni finančni instrumenti, namenjeni varovanju	13.992	-	-	13.992
Finančne obveznosti, merjene po odplačni vrednosti	2.620.758	201.891	13.932	2.836.581
vloge bank	1.564.256	37.291	1.039	1.602.586
vloge strank	805.615	2.245	12.893	820.753
kredit bank	220.758	162.355	-	383.113
podrejene obveznosti	30.129	-	-	30.129
Rezervacije	2.478	-	-	2.478
Obveznosti za davek od dohodkov pravnih oseb	1.253	-	-	1.253
obveznosti za davek	-	-	-	-
odložene obveznosti za davek	1.253	-	-	1.253
Druge obveznosti	17.920	657	872	19.449
SKUPAJ OBVEZNOSTI	2.855.649	203.383	17.119	3.076.151
Osnovni kapital	16.258	-	-	16.258
Kapitalske rezerve	61.885	-	-	61.885
Presežek iz prevrednotenja	(182)	-	-	(182)
Rezerve iz dobička (vključno z zadržanim dobičkom)	108.857	-	-	108.857
Čisti dobiček poslovnega leta	4.399	-	-	4.399
SKUPAJ KAPITAL	191.217	-	-	191.217
SKUPAJ OBVEZNOSTI IN KAPITAL	3.046.866	203.383	17.119	3.267.368
Zunajbilančne obveznosti	4.238.672	820.003	111.986	5.170.661

Bančna tveganja

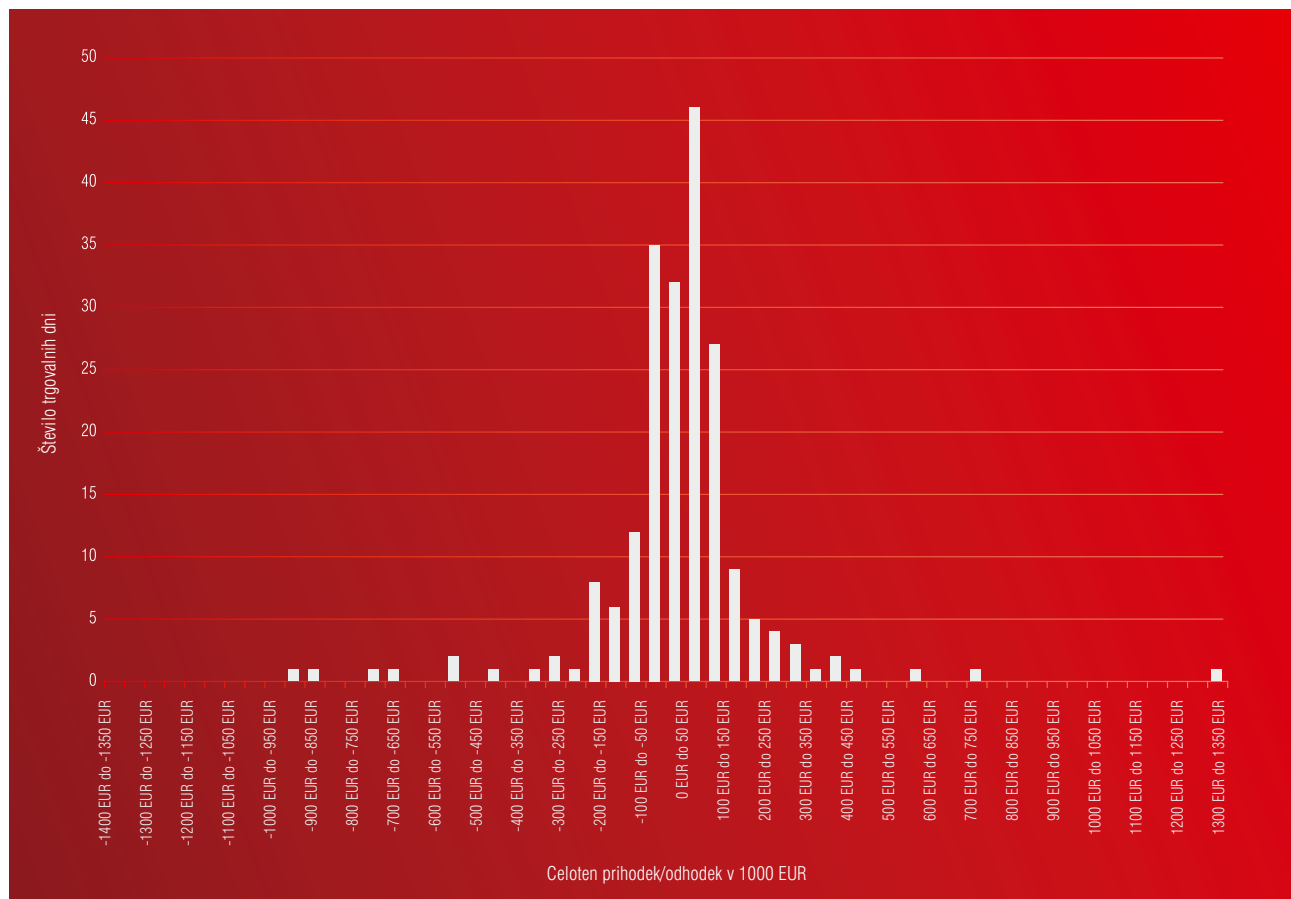
Bilančne postavke v različnih valutih za 31. 12. 2008

v 1.000 EUR

Postavka	EUR	CHF	Ostalo	SKUPAJ
Denar v blagajni in stanje na računih pri centralni banki	40.845	332	725	41.902
Finančna sredstva, namenjena trgovanju	144.576	-	(2)	144.574
Finančna sredstva, pripoznana po poštenu vrednosti skozi izkaz poslovnega izida	15.577	1.153	-	16.730
Finančna sredstva, razpoložljiva za prodajo	217.389	-	-	217.389
Izvedeni finančni instrumenti, namenjeni varovanju	2.324	-	-	2.324
Kredit	1.759.750	573.914	20.241	2.353.905
kredit bankam	248.778	21.278	19.391	289.447
kredit strankam	1.510.972	552.636	850	2.064.458
Finančna sredstva v posesti do zapadlosti	29.721	-	-	29.721
Nekratkoročna sredstva v posesti za prodajo	466	-	-	466
Opredmetena osnovna sredstva	9.532	-	-	9.532
Neopredmetena dolgoročna sredstva	10.004	-	-	10.004
Terjatve za davek od dohodkov pravnih oseb	2.030	-	-	2.030
terjatve za davek	-	-	-	-
odložene terjatve za davek	2.030	-	-	2.030
Druge sredstva	62.568	(1)	97	62.664
SKUPAJ SREDSTVA	2.294.782	575.398	21.061	2.891.241
Finančne obveznosti do centralne banke	200.729	-	-	200.729
Finančne obveznosti, namenjene trgovanju	109.222	-	-	109.222
Izvedeni finančni instrumenti, namenjeni varovanju	6.942	-	-	6.942
Finančne obveznosti, merjene po odplačni vrednosti	1.896.899	460.494	12.985	2.370.378
vloge bank	1.027.298	239.865	4	1.267.167
vloge strank	625.211	4.095	12.981	642.287
kredit bank	224.186	216.534	-	440.720
podrejene obveznosti	20.204	-	-	20.204
Rezervacije	1.166	-	-	1.166
Obveznosti za davek od dohodkov pravnih oseb	2.485	-	-	2.485
obveznosti za davek	2.256	-	-	2.256
odložene obveznosti za davek	229	-	-	229
Druge obveznosti	19.928	463	756	21.147
SKUPAJ OBVEZNOSTI	2.237.371	460.957	13.741	2.712.069
Osnovni kapital	16.258	-	-	16.258
Kapitalske rezerve	61.885	-	-	61.885
Presežek iz prevrednotenja	(3.429)	-	-	(3.429)
Rezerve iz dobička (vključno z zadržanim dobičkom)	95.216	-	-	95.216
Čisti dobiček poslovnega leta	9.242	-	-	9.242
SKUPAJ KAPITAL	179.172	-	-	179.172
SKUPAJ OBVEZNOSTI IN KAPITAL	2.416.543	460.957	13.741	2.891.241
Zunajbilančne obveznosti	4.457.713	659.449	210.052	5.327.214

Trgovalne pozicije so vrednotene po tržnih cenah, rezultat pa se odraža v izkazu poslovnega izida. V letu 2009 je bilo 72 dni od 205 opazovanih trgovalnih dni z negativnim rezultatom trgovanja. Od 72 dni, ko smo zabeležili negativen trgovalni rezultat, je le v 6 dneh negativen rezultat presegel 500.000 EUR. Spodnji histogram prikazuje, v koliko opazovanih trgovalnih dneh je bil trgovalni rezultat v določenem območju.

Histogram dnevnih prihodkov/odhodkov povezanih s trgovanjem - 12 mesecev, zaključenih 31. 12. 2009



IZVEDENI FINANČNI INSTRUMENTI

V skladu z mednarodnimi priporočili Banka izvedene finančne instrumente razvršča v pogodbe vezane na obrestno mero, pogodbe vezane na devizni tečaj, pogodbe vezane na vrednostne papirje ter kategorijo kreditnih in drugih izvedenih finančnih instrumentov. Podlaga za razvrstitev je osnovni finančni instrument, na katerega se pogodba nanaša.

V vsaki od navedenih kategorij Banka dodatno razlikuje med instrumenti, s katerimi se trguje na prostem trgu (OTC), in instrumenti, s katerimi se trguje na priznanih borzah. Večino portfelja izvedenih finančnih instrumentov Banke še vedno predstavljajo instrumenti, s katerimi se trguje na prostem trgu (OTC), bilanca stanja konec leta 2009 pa prvič izkazuje tudi pozicije v terminskih pogodbah na obveznice, kot produktu, s katerim se trguje na priznani borzi. Med letom je Banka instrument aktivno uporabljala pri upravljanju svoje obrestne pozicije. Navedeno je razvidno iz spodnjih preglednic, ki prikazujejo razdelitev vseh izvedenih finančnih instrumentov glede na preostali čas do zapadlosti.

UniCredit Banka Slovenija d.d. uporablja izvedene finančne instrumente tudi za optimizacijo strukture svoje bilance. Banka je v letu 2009 zaključila proces uvedbe novega produkta za kreditno zamenjavo, s čimer si je zagotovila dostop do učinkovite zaščite pred potencialnim negativnim razvojem kreditnih premij na dolžniške vrednostne papirje.

Za namene upravljanja portfeljev in upravljanja tveganj se pogodbe vrednotijo po trenutnih cenah z uporabo preverjenih in priznanih modelov. Tržne vrednosti izkazujejo vrednosti pogodb na dan priprave bilance, pri čemer pozitivne tržne vrednosti OTC pogodb nakazujejo obseg kreditnega tveganja nasprotni stranke, ki izhaja iz zadevne dejavnosti.

Bančna tveganja

Obseg izvedenih finančnih instrumentov 31. 12. 2009

v mio EUR

	Znesek pogodbe Preostala zapadlost				Vrednotenje		Znesek pogodbe		Vrednotenje (pozitivno)		Vrednotenje (negativno)	
	< 1 leto	1-5 let	> 5 let	Skupaj	pozitivno	negativno	Bančna knjiga	Trgovalna knjiga	Bančna knjiga	Trgovalna knjiga	Bančna knjiga	Trgovalna knjiga
Skupaj	2.137	2.588	599	5.324	83	96	903	4.421	6	77	14	82
od katerih: OTC produkti	2.135	2.588	599	5.322	83	96	903	4.418	6	77	14	82
od katerih: produkti, s katerimi se trguje na priznanih borzah	2	-	-	2	-	-	-	2	-	-	-	-
A. Izvedeni finančni instrumenti, vezani na obrestno mero	1.251	2.204	568	4.023	42	51	843	3.180	6	36	13	38
OTC produkti:	1.249	2.204	568	4.021	42	51	843	3.178	6	36	13	38
Dogovori o obrestni meri	-	-	-	-	-	-	-	-	-	-	-	-
Terminski posli na obrestne mere	-	-	-	-	-	-	-	-	-	-	-	-
Enovalutne zamenjave obrestnih mer	1.182	1.223	318	2.723	36	46	843	1.880	6	31	13	33
Kupljene obrestne opcije	34	491	125	649	5	-	-	649	-	5	-	-
Prodane obrestne opcije	34	491	125	649	-	5	-	649	-	-	-	5
Drugi podobni instrumenti vezani na obrestno mero	-	-	-	-	-	-	-	-	-	-	-	-
Produkti, s katerimi se trguje na priznanih borzah	2	-	-	2	-	-	-	2	-	-	-	-
Terminske pogodbe na obrestno mero	2	-	-	2	-	-	-	2	-	-	-	-
Opcijske terminske pogodbe, vezane na obrestno mero	-	-	-	-	-	-	-	-	-	-	-	-
B. Izvedeni finančni instrumenti, vezani na tujo valuto	861	383	31	1.276	39	42	60	1.216	-	39	1	42
OTC produkti:	861	383	31	1.276	39	42	60	1.216	-	39	1	42
Terminski posli na tuje valute	277	1	-	278	2	5	-	278	-	2	-	5
Medvalutne zamenjave obrestnih mer	20	166	31	217	8	9	60	157	-	8	1	8
Kupljene valutne opcije	293	108	-	401	29	-	-	401	-	29	-	-
Prodane valutne opcije	271	109	-	380	0	29	-	380	-	-	-	29
Drugi podobni izvedeni finančni instrumenti	-	-	-	-	-	-	-	-	-	-	-	-
Produkti, s katerimi se trguje na priznanih borzah	-	-	-	-	-	-	-	-	-	-	-	-
Terminske pogodbe na tujo valuto	-	-	-	-	-	-	-	-	-	-	-	-
Opcijske terminske pogodbe, vezane na tujo valuto	-	-	-	-	-	-	-	-	-	-	-	-
C. Transakcije, povezane z vrednostnimi papirji	-	-	-	-	-	-	-	-	-	-	-	-
OTC produkti:	-	-	-	-	-	-	-	-	-	-	-	-
Zamenjave, vezane na vrednostne papirje	-	-	-	-	-	-	-	-	-	-	-	-
Kupljene opcije, vezane na lastniške vrednostne papirje	-	-	-	-	-	-	-	-	-	-	-	-
Prodane opcije, vezane na lastniške vrednostne papirje	-	-	-	-	-	-	-	-	-	-	-	-
Druge pogodbe povezane z vrednostnimi papirji	-	-	-	-	-	-	-	-	-	-	-	-
Produkti, s katerimi se trguje na priznanih borzah	-	-	-	-	-	-	-	-	-	-	-	-
Terminske pogodbe, vezane na vrednostne papirje	-	-	-	-	-	-	-	-	-	-	-	-
Opcijske terminske pogodbe, vezane na vrednostne papirje	-	-	-	-	-	-	-	-	-	-	-	-
D. Kreditni in ostali izvedeni finančni instrumenti	25	-	-	25	2	2	-	25	-	2	-	2
OTC produkti:	25	-	-	25	2	2	-	25	-	2	-	2
Kreditna zamenjava	-	-	-	-	-	-	-	-	-	-	-	-
Zamenjava skupnih donosov	-	-	-	-	-	-	-	-	-	-	-	-
Ostali kreditni izvedeni finančni instrumenti	-	-	-	-	-	-	-	-	-	-	-	-
Ostali izvedeni finančni instrumenti (blagovni)	25	-	-	25	2	2	-	25	-	2	-	2

Obseg izvedenih finančnih instrumentov 31. 12. 2008
v mio EUR

	Znesek pogodbe Preostala zapadlost				Vrednotenje		Znesek pogodbe		Vrednotenje (pozitivno)		Vrednotenje (negativno)	
	< 1 leto	1-5 let	> 5 let	Skupaj	pozitivno	negativno	Bančna knjiga	Trgovalna knjiga	Bančna knjiga	Trgovalna knjiga	Bančna knjiga	Trgovalna knjiga
Skupaj	1.280	3.752	453	5.486	112	107	318	5.168	2	110	6	101
od katerih: OTC produkti	1.280	3.752	453	5.486	112	107	318	5.168	2	110	6	101
od katerih: produkti, s katerimi se trguje na priznanih borzah	-	-	-	-	-	-	-	-	-	-	-	-
A. Izvedeni finančni instrumenti, vezani na obrestno mero	849	2.851	453	4.154	28	35	318	3.836	2	26	6	29
OTC produkti:	849	2.851	453	4.154	28	35	318	3.836	2	26	6	29
Dogovori o obrestni meri	-	-	-	-	-	-	-	-	-	-	-	-
Terminski posli na obrestne mere	-	-	-	-	-	-	-	-	-	-	-	-
Enovalutne zamenjave obrestnih mer	526	1.921	269	2.716	21	28	318	2.398	2	19	6	22
Kupljene obrestne opcije	162	465	92	719	7	-	-	719	-	7	-	-
Prodane obrestne opcije	162	465	92	719	-	7	-	719	-	-	-	7
Drugi podobni instrumenti vezani na obrestno mero	-	-	-	-	-	-	-	-	-	-	-	-
Produkti, s katerimi se trguje na priznanih borzah	-	-	-	-	-	-	-	-	-	-	-	-
Terminske pogodbe na obrestno mero	-	-	-	-	-	-	-	-	-	-	-	-
Opcijske terminske pogodbe, vezane na obrestno mero	-	-	-	-	-	-	-	-	-	-	-	-
B. Izvedeni finančni instrumenti, vezani na tujo valuto	395	890	-	1.285	77	66	-	1.285	-	77	-	66
OTC produkti:	395	890	-	1.285	77	66	-	1.285	-	77	-	66
Terminski posli na tuje valute	182	-	-	182	17	6	-	182	-	17	-	6
Medvalutne zamenjave obrestnih mer	31	48	-	79	3	3	-	79	-	3	-	3
Kupljene valutne opcije	91	421	-	512	57	-	-	512	-	57	-	-
Prodane valutne opcije	91	421	-	512	-	57	-	512	-	-	-	57
Drugi podobni izvedeni finančni instrumenti	-	-	-	-	-	-	-	-	-	-	-	-
Produkti, s katerimi se trguje na priznanih borzah	-	-	-	-	-	-	-	-	-	-	-	-
Terminske pogodbe na tujo valuto	-	-	-	-	-	-	-	-	-	-	-	-
Opcijske terminske pogodbe, vezane na tujo valuto	-	-	-	-	-	-	-	-	-	-	-	-
C. Transakcije, povezane z vrednostnimi papirji	-	-	-	-	-	-	-	-	-	-	-	-
OTC produkti:	-	-	-	-	-	-	-	-	-	-	-	-
Zamenjave, vezane na vrednostne papirje	-	-	-	-	-	-	-	-	-	-	-	-
Kupljene opcije, vezane na lastniške vrednostne papirje	-	-	-	-	-	-	-	-	-	-	-	-
Prodane opcije, vezane na lastniške vrednostne papirje	-	-	-	-	-	-	-	-	-	-	-	-
Druge pogodbe povezane z vrednostnimi papirji	-	-	-	-	-	-	-	-	-	-	-	-
Produkti, s katerimi se trguje na priznanih borzah	-	-	-	-	-	-	-	-	-	-	-	-
Terminske pogodbe, vezane na vrednostne papirje	-	-	-	-	-	-	-	-	-	-	-	-
Opcijske terminske pogodbe, vezane na vrednostne papirje	-	-	-	-	-	-	-	-	-	-	-	-
D. Kreditni in ostali izvedeni finančni instrumenti	36	11	-	47	7	6	-	47	-	7	-	6
OTC produkti:	36	11	-	47	7	6	-	47	-	7	-	6
Kreditna zamenjava	-	-	-	-	-	-	-	-	-	-	-	-
Zamenjava skupnih donosov	-	-	-	-	-	-	-	-	-	-	-	-
Ostali kreditni izvedeni finančni instrumenti	-	-	-	-	-	-	-	-	-	-	-	-
Ostali izvedeni finančni instrumenti (blagovni)	36	11	-	47	7	6	-	47	-	7	-	6

Bančna tveganja

Likvidnostno tveganje

Likvidnostno tveganje je tveganje, da banka ni sposobna pravočasno poravnati svojih plačilnih obveznosti, ki nastopijo ob zapadlosti njenih finančnih virov, ali ni zmožna nadomestiti finančnih virov v primeru, da pride do njihovega nenadnega odtoka. Posledica je lahko neizpolnitev obveznosti do strank pri izplačilu depozitov in črpanju odobrenih kreditnih linij.

Likvidnostno tveganje je inherentna sestavina bančnega poslovanja in ga lahko sprožijo dogodki, neposredno povezani z zadevno institucijo, kot na primer znižanje kreditne bonitete ali pa dogodki na trgu, ko nastopijo večje sistemske napake ali motnje v delovanju kapitalskih in denarnih trgov.

UniCredit Banka Slovenija d.d. obravnava likvidnostno tveganje kot centralno tveganje v bančnem poslovanju in z njim upravlja na celovit in strukturiran način. Postopki, odgovornosti in linije poročanja na področju likvidnosti so zapisane v likvidnostni politiki in vključujejo tudi krizni načrt v primeru likvidnostne krize.

Glavni komponenti upravljanja z likvidnostnim tveganjem v Banki sta upravljanje s kratkoročno likvidnostjo in upravljanje s strukturno likvidnostjo. Poleg rednih aktivnosti spremljanja in upravljanja pozicij obe vključujeta analizo scenarijev in testiranje izjemnih situacij.

KRA TKOROČNA LIKVIDNOST

Pod kratkoročno komponento upravljanja z likvidnostnim tveganjem Banka razume vidika likvidnosti znotraj delovnega dne ter dnevnih potreb po refinanciranju Banke. Prvi je osredotočen na dostop do zadostne likvidnosti tekom dne za pokrivanje vseh obveznosti do plačilnih in poravnalnih sistemov ter vključuje sprotno spremljanje obsežnejših plačil in velikosti zavarovanja v plačilnih sistemih.

Dnevne potrebe po refinanciranju banka pokriva z aktivnim sodelovanjem na medbančnem trgu v skladu z njihovim vsakokratnim gibanjem ter razvoj identificiranih v mesečnem načrtu refinanciranja. Dnevno nadziranje presežkov in primanjkljajev v kratkoročni likvidnosti zagotavlja, da so potrebe po refinanciranju vsak dan in preko vsakega prihodnjega časovnega obdobja omejene.

Da bi zagotovili kontinuiteto poslovanja med obdobji izredno negativnega razvoja dogodkov, Banka izvaja testiranje izjemnih situacij na področju kratkoročne likvidnosti za širok nabor potencialnih scenarijev. Testiranje poteka mesečno in definira krizo imena ter znižanje kreditne bonitete med možnimi scenariji, specifičnimi za banko. Izmed scenarijev, ki prizadenejo celotni bančni trg, sta kot najpomembnejša obravnavana scenarij napake v plačilnem ali poravnalnem sistemu ter scenarij motenj v delovanju trgov refinanciranja. Z oblikovanjem zadostnega obsega virov financiranja Banka zagotavlja, da njene potencialne kapacitete za refinanciranje v vsakem od scenarijev presegajo ugotovljene potrebe po likvidnosti.

STRUKTURNA LIKVIDNOST

Upravljanje s strukturno likvidnostjo je komplement medbančno orientiranemu okviru kratkoročne likvidnosti. Pokriva razširjen časovni horizont od zapadlosti preko noči do končnih zapadlosti dolgoročnih sredstev in obveznosti banke ter obravnava vidike časa do zapadlosti, valutne usklajenosti ter koncentracije. Celotna strukturna likvidnost se tekoče analizira v standardnem scenariju likvidnosti ter scenarijih likvidnostne krize na trgu in likvidnostne krize specifične za banko. Prekomerna strukturna neskladja so preprečena s spremljanjem položaja na ravni posameznih valut, kar hkrati znižuje občutljivost banke na položaj trga medvalutnih zamenjav.

Celovita samoocena različnih možnosti refinanciranja Banke je vedno na voljo v zadnji verziji izjave o likvidnostni politiki.

Upravljanje s strukturno likvidnostjo ni omejeno le na celotni likvidnostni položaj, ampak obravnava razvoj postavk tudi na ravni posameznih produktov. Predvsem so pomembni volumni odobrenih kreditnih linij, vpoglednih vlog in varčevalnih računov ter volumni novo-odobrenih kreditov. V skladu z rastočim pomenom depozitov strank kot stabilnega in zanesljivega vira financiranja, je Banka izboljšala interni proces upravljanja vpoglednih vlog in varčevalnih računov z vpeljavo statističnega modela, ki temelji na opaženih značilnostih teh produktov.

Banka pri svojem poslovanju s strankami upošteva likvidnostne stroške. Vsakokratni veljavni stroški bremenijo oziroma so na podlagi oportunitetnega pristopa, pripisani različnim produktom na strani sredstev in obveznosti, ki vplivajo na likvidnost. V sedanjem procesu upravljanja to zagotavlja ustrezno raven cen produktov Banke.

OCENA LIKVIDNOSTNEGA POLOŽAJA OB KONCU LETA

Kljub težki situaciji na globalnem in lokalnem trgu je Banka skozi celotno leto 2009 vzdrževala ustrezen likvidnostni profil. Glavni vir financiranja poleg primarnih virov ostaja likvidnostni center v UniCredit Bank Austria AG, Dunaj, kjer se Banka financira po likvidnostnih stroških finančne skupine UniCredit Group.

Banka kot zaščito pred kakršnimkoli nepredvidenim denarnim odtokom vzdržuje portfelj likvidnih sredstev, ki vključujejo obveznice Republike Slovenije in ga lahko odproda ali zastavi v zavarovanje v primeru potreb po dodatni likvidnosti. Predvsem s temi sredstvi je Banka v letu 2009 sodelovala v operacijah centralne banke na odprtem trgu, z namenom sodelovanja pri implementaciji monetarne politike in podpore pobudam centralne banke, kjer je sodelovanje omogočilo podaljšanje zapadlosti virov financiranja Banke.

Bilanca stanja po zapadlosti na dan 31. 12. 2009

v 1.000 EUR

Vsebina	Skupaj	Na vpogled	Do 1 meseca	Od 1 - 3 mesecev	Od 3 - 12 mesecev	Od 1 - 5 let	Nad 5 let
Denar v blagajni in stanje na računih pri centralni banki	78.021	78.021	-	-	-	-	-
Finančna sredstva, namenjena trgovanju	84.659	-	11.668	5.101	31.806	29.226	6.858
Finančna sredstva, pripoznana po pošteni vrednosti skozi izkaz poslovnega izida	6.366	-	801	31	1.549	3.926	59
Finančna sredstva, razpoložljiva za prodajo	352.608	-	58	34.317	4.935	118.908	194.390
Izvedeni finančni instrumenti, namenjeni varovanju	5.672	-	16	1.678	1.531	1.918	529
Krediti	2.658.049	62.719	328.578	252.398	550.524	793.496	670.334
kredit bankam	561.125	62.719	233.384	169.584	88.593	5.359	1.486
kredit strankam, ki niso banke	2.096.924	-	95.194	82.814	461.931	788.137	668.848
Finančna sredstva v posesti do zapadlosti	29.773	-	-	2	18	29.753	-
Nekratkoročna sredstva v posestvi za prodajo	65	-	-	-	-	65	-
Opredmetena osnovna sredstva	9.530	-	-	-	-	-	9.530
Neopredmetena dolgoročna sredstva	12.621	-	-	-	-	-	12.621
Terjatve za davek od dohodkov pravnih oseb	2.498	-	-	-	822	1.676	-
terjatve za davek	822	-	-	-	822	-	-
odložene terjatve za davek	1.676	-	-	-	-	1.676	-
Druge sredstva	27.506	-	15.869	2.528	964	8.137	8
Skupaj sredstva (1)	3.267.368	140.740	356.990	296.055	592.149	987.105	894.329
Finančne obveznosti do centralne banke	120.633	-	-	-	120.633	-	-
Finančne obveznosti, namenjene trgovanju	81.765	-	3.339	6.961	33.812	28.963	8.690
Izvedeni finančni instrumenti, namenjeni varovanju	13.992	-	435	2.923	427	2.016	8.191
Finančne obveznosti, merjene po odplačni vrednosti	2.836.581	286.871	615.339	818.250	263.904	469.336	382.881
vloge bank	1.602.586	12.428	350.466	661.514	164.587	333.591	80.000
vloge strank, ki niso banke	820.753	274.443	264.155	155.991	42.121	83.313	730
kredit bank	383.113	-	589	745	57.196	52.432	272.151
podrejene obveznosti	30.129	-	129	-	-	-	30.000
Rezervacije	2.478	-	189	33	1.081	525	650
Obveznosti za davek od dohodkov pravnih oseb	1.253	-	-	-	-	1.253	-
obveznosti za davek	-	-	-	-	-	-	-
odložene obveznosti za davek	1.253	-	-	-	-	1.253	-
Druge obveznosti	19.449	-	14.231	281	2.258	2.176	503
Osnovni kapital	16.258	-	-	-	-	-	16.258
Kapitalske rezerve	61.885	-	-	-	-	-	61.885
Presežek iz prevrednotenja	(182)	-	-	-	-	-	(182)
Rezerve iz dobička (vključno z zadržanim dobičkom)	108.857	-	-	-	-	-	108.857
Čisti dobiček poslovnega leta	4.399	-	-	-	-	-	4.399
Skupaj obveznosti in kapital (2)	3.267.368	286.871	633.533	828.448	422.115	504.269	592.132
Neusklajenost (1)-(2)	-	(146.131)	(276.543)	(532.393)	170.034	482.836	302.197

Bančna tveganja

Bilanca stanja po zapadlosti na dan 31. 12. 2008

v 1.000 EUR

Vsebina	Skupaj	Na vpogled	Do 1 meseca	Od 1 – 3 mesecev	Od 3 – 12 mesecev	Od 1 – 5 let	Nad 5 let
Denar v blagajni in stanje na računih pri centralni banki	41.902	41.902	-	-	-	-	-
Finančna sredstva, namenjena trgovanju	144.574	-	32.263	13.535	19.927	73.276	5.573
Finančna sredstva, pripoznana po pošteni vrednosti skozi izkaz poslovnega izida	16.730	-	1.038	486	3.919	11.045	242
Finančna sredstva, razpoložljiva za prodajo	217.389	-	299	4.185	17.309	58.222	137.374
Izvedeni finančni instrumenti, namenjeni varovanju	2.324	-	119	430	274	1.375	126
Krediti	2.353.905	92.977	265.577	128.984	586.067	694.355	585.945
kredit bankam	289.447	92.977	118.568	38.388	18.276	18.934	2.304
kredit strankam, ki niso banke	2.064.458	-	147.009	90.596	567.791	675.421	583.641
Finančna sredstva v posesti do zapadlosti	29.721	-	-	7	70	29.644	-
Nekratkoročna sredstva v posestvi za prodajo	466	-	-	-	466	-	-
Opredmetena osnovna sredstva	9.532	-	-	-	-	-	9.532
Neopredmetena dolgoročna sredstva	10.004	-	-	-	-	-	10.004
Terjatve za davek od dohodkov pravnih oseb	2.030	-	-	-	-	2.030	-
terjatve za davek	-	-	-	-	-	-	-
odložene terjatve za davek	2.030	-	-	-	-	2.030	-
Druge sredstva	62.664	-	6.118	45.308	6.599	4.630	9
Skupaj sredstva (1)	2.891.241	134.879	305.414	192.935	634.631	874.577	748.805
Finančne obveznosti do centralne banke	200.729	-	145.498	10.032	45.199	-	-
Finančne obveznosti, namenjene trgovanju	109.222	-	5.064	5.416	17.387	73.785	7.570
Izvedeni finančni instrumenti, namenjeni varovanju	6.942	-	-	-	121	1.434	5.387
Finančne obveznosti, merjene po odplačni vrednosti	2.370.378	243.475	465.844	532.788	621.338	139.960	366.973
vloge bank	1.267.167	5.078	245.807	419.031	462.922	60.938	73.391
vloge strank, ki niso banke	642.287	238.397	190.495	109.491	98.418	3.405	2.081
kredit bank	440.720	-	29.542	4.062	59.998	75.617	271.501
podrejene obveznosti	20.204	-	-	204	-	-	20.000
Rezervacije	1.166	-	11	192	77	326	560
Obveznosti za davek od dohodkov pravnih oseb	2.485	-	-	-	2.256	229	-
obveznosti za davek	2.256	-	-	-	2.256	-	-
odložene obveznosti za davek	229	-	-	-	-	229	-
Druge obveznosti	21.147	-	15.386	1.160	1.827	1.850	924
Osnovni kapital	16.258	-	-	-	-	-	16.258
Kapitalske rezerve	61.885	-	-	-	-	-	61.885
Presežek iz prevrednotenja	(3.429)	-	-	-	-	-	(3.429)
Rezerve iz dobička (vključno z zadržanim dobičkom)	95.216	-	-	-	-	-	95.216
Čisti dobiček poslovnega leta	9.242	-	-	-	-	-	9.242
Skupaj obveznosti in kapital (2)	2.891.241	243.475	631.803	549.588	688.205	217.584	560.586
Neusklajenost (1)-(2)	-	(108.596)	(326.389)	(356.653)	(53.574)	656.993	188.219

Operativno tveganje

OKVIR OPERATIVNEGA TVEGANJA

Operativno tveganje je opredeljeno kot tveganje zaradi neustreznih ali neuspešnih internih procesov, nepravilnega ravnanja oseb, neustreznih ali neuspešnih notranjih sistemov ali zunanjih dogodkov. Ne vključuje pa kreditnega, tržnega in likvidnostnega tveganja. Med operativna tveganja prištevamo tudi pravna tveganja, izključena pa so strateška tveganja in tveganje ugleda.

Za nadzor, zmanjševanje in kontrolo operativnega tveganja je Banka vzpostavila celovit okvir za ocenjevanje in upravljanje z operativnim tveganjem in učinkovitim kontrolnim okoljem. Banka se osredotoča na aktivno odkrivanje in zmanjševanje operativnega tveganja in z njim povezanih dogodkov. Cilj Banke je, da obdrži izpostavljenost operativnemu tveganju na ustrezni ravni, v luči njenih finančnih prednosti, značilnosti njenega poslovanja, trgov na katerih posluje, konkurenčnosti okolja in regulatornih omejitev, ki jim je izpostavljena. Ključni poudarki so na transparentnosti informacij, eskalaciji glavnih problemov in odgovornosti za njihovo ustrezno rešitev.

Pristop Banke pri upravljanju z operativnim tveganjem je namenjen zmanjševanju izgub z vpeljavo tradicionalnih pristopov, ki temeljijo na kontroli in vpeljavo dodatnih metod, orodij in pravil, ki so prilagojeni vrsti tveganja, dosledno uporabljene in izkoriščane. Najpomembnejše orodje pri omejevanju in zmanjševanju tveganja in dejanskih izgub je razširitev kulture zavedanja operativnega tveganja.

UPRAVLJALCI OPERATIVNEGA TVEGANJA

Znotraj divizije Upravljanje s tveganji deluje skupina za operativno tveganje v tesnem sodelovanju z ostalimi upravitelji operativnega tveganja, ki so imenovani za vsako poslovno divizijo in štabno službo. Skupina za operativno tveganje zagotavlja redno kontrolo nad operativnim tveganjem in je odgovorna za identifikacijo, ocenjevanje, nadzor in zmanjševanje ter kontrolo operativnega tveganja. Skupina je vključena tudi v postopek vpeljave novih produktov. Upravitelji operativnega tveganja so odgovorni za vzpostavitev ustreznih ukrepov za zmanjšanje in preprečevanje operativnega tveganja ter sklenitev morebitnega zavarovanja pred tveganjem. Banka letno organizira dan izobraževanja za upravitelje operativnega tveganja z namenom posredovati dodatno znanje s področja operativnega tveganja in poudariti tematike, ki so pomembne za prihajajoče obdobje. Upravitelji operativnega tveganja imajo tako možnost nadgraditi svoja znanja ter izmenjati izkušnje in dobre prakse med seboj.

MERJENJE OPERATIVNEGA TVEGANJA

Napredni pristop (Advanced Measurement Approach - AMA)

Glavni dosežek za Banko na področju operativnega tveganja v letu 2009 predstavlja odobritev naprednega pristopa pri izračunu kapitalске zahteve za operativno tveganje. Banka Slovenije je opravila predvalidacijski pregled v letu 2008 in validacijski pregled v letu 2009, s katerim je ugotavljala stanje pripravljenosti Banke na napredni pristop.

Proces merjenja

Okvir spremljanja operativnega tveganja predstavlja aplikacija »Application for Risk Gauging Online« (v nadaljevanju: ARGO). Gre za programsko orodje, ki so ga razvili v okviru Skupine in je namenjeno spremljanju operativnega tveganja. ARGO združuje posamezne sestavine okvira upravljanja operativnega tveganja v enotno orodje, ki temelji na intranetu. ARGO obsega zajemanje, poročanje in analiziranje podatkov, povezanih z operativnim tveganjem, ki omogočajo identifikacijo tveganj, merjenje, nadzor, poročanje in analizo in na ta način omogočajo učinkovito upravljanje Banke z operativnim tveganjem.

Mreža neodvisnih funkcij in skupin vključenih v upravljanje in kontroliranje tveganj zagotavlja upravi Banke zadostne informacije za upravljanje z operativnim tveganjem. Poročilo upravljalcev operativnega tveganja zagotavlja pravočasne in zadostne informacije, saj vsebuje informacije o dejanskih izgubah iz naslova operativnih tveganj kot tudi ukrepe za zmanjšanje operativnega tveganja. Namen tovrstnega poročanja je omogočiti upravi in višjemu vodstvu, da obdrži izpostavljenost operativnemu tveganju na ustrezno nizki ravni za vsako poslovno področje ter da se o pomembnih dilemah pogovarja tudi na višji ravni vodstva Banke.

Oddelek tržnih in operativnih tveganj s pomočjo ostalih odgovornih oseb za operativno tveganje redno obvešča odbor za operativna tveganja, (deluje od novembra 2008) o izpostavljenosti Banke operativnemu tveganju in preverja uresničevanje ukrepov za zmanjšanje tveganja.

Zbiranje škodnih dogodkov

Škodni dogodki se zbirajo od leta 2002 in so pomagali pri:

- razširitvi zavedanja o operativnem tveganju skozi celotno Banko,
- pridobivanju izkušenj pri samem pojmovanju operativnega tveganja in orodjih,
- poglobljenem razumevanju o vključenosti različnih tveganj v poslovni proces.

Bančna tveganja

Baza škodnih dogodkov se vzdržuje in obdeluje v tesnem sodelovanju z oddelki in enotami. Banka zbira vse izgube in dobičke, ki so povezani z dogodki operativnih tveganj, z zneskom nad 100 evrov in vse potencialne izgube nad 10.000 evrov. Vsak dogodek operativnega tveganja se uvrsti v eno izmed sedmih kategorij tveganja po Basel II standardih (ORX standard):

- notranja goljufija,
- zunanja goljufija,
- praksa zaposlenih iz delovnega razmerja in varstva pri delu,
- stranke, produkti in negativna poslovna praksa,
- poškodbe fizičnih sredstev,
- prekinitev poslovanja in napake v sistemih,
- izvedba, dostava in upravljanje procesov.

Izgube operativnih tveganj se redno usklajujejo z računovodskimi izkazi, da bi s tem zagotovili popolnost zbranih izgub iz operativnih tveganj.

Upoštevati moramo tudi dejstvo, da Banka opredeljuje številne ukrepe, s katerimi upravlja in zmanjšuje izpostavljenost operativnemu tveganju. Vpeljava ukrepov za zmanjševanje operativnega tveganja se redno nadzira in hkrati se z razvojem opredeljujejo tudi dodatni ukrepi.

Samoocena

Identifikacija tveganja je prepoznavanje dogodkov operativnega tveganja, za katere uprava Banke verjame, da se lahko realizirajo kot izguba iz operativnega tveganja. Banka v ta namen izkorišča proces samoocenjevanja in na ta način aktivno podpira arhitekturo operativnega tveganja. Cilj procesa samoocenjevanja je identifikacija glavnih značilnosti posameznih tveganj iz področja operativnega tveganja, ki so specifične za naše okolje in ocenjevanje stopnje, do katere ustreza vzpostavitev kontrolnega okolja. Kjer se identificira potrebe za dodatni razvoj kontrol, se izdelajo akcijski načrti in določijo odgovorne enote za njihovo izvedbo in spremljanje, skladno z načrtanim časovnim okvirjem.

Indikatorji tveganja

Indikatorji tveganja so numerične spremenljivke, katerih trend je povezan z izpostavljenostjo procesov operativnemu tveganju. Indikatorji tveganja so razmerja ali podatki, ki odsevajo sliko operativnega tveganja: vrednost indikatorja bi morala korelirati s spremembami stopenj tveganja. Spremljanje operativnega tveganja z uporabo indikatorjev bo omogočilo zgodnji opozorilni znak funkciji upravljanja z operativnim tveganjem, lastnikom procesov in osebam, ki so neposredno zadolžene za upravljanje s tveganjem.

Proces izbora indikatorjev vključuje funkcijo upravljanja z operativnim tveganjem in lastnike procesa in temelji na internih podatkih o izgubah, zunanjih dogodkih, analizi scenarijev, strokovnjakovih pobudah za procese, notranji reviziji, poslovnemu okolju, faktorjih notranje kontrole in aktivnostih v zvezi z vzporejanjem tveganj (risk mapping).

Analiza scenarijev

Namen analize scenarijev je oceniti stopnjo izpostavljenosti Banke operativnemu tveganju zaradi dogodkov z velikim učinkom in majhno verjetnostjo. Scenariji se določijo na podlagi analiz internih izgub, relevantnih zunanjih dogodkov, trenda ključnih indikatorjev operativnega tveganja, procesov, produktov in vrst dogodka. Upoštevajo se tudi izkušnje oseb v vlogi upravljalcev operativnega tveganja, predlogi notranje revizije in vodstva Banke. Rezultati v smislu najslabšega možnega scenarija, kritičnih procesov, predlogov ukrepov za zmanjšanje tveganja ali učinkov na tvegani kapital so opisani v poročilih scenarijev, ki jih izdelata oddelki Upravljanje z operativnimi tveganji.

Usklajevanje z računovodskimi evidencami

Da bi zagotovili popolnost in pravilnost procesa zbiranja škodnih dogodkov, Banka vsako trimesečje izvede preverjanje z računovodskimi evidencami. Za analizo učinkov operativnega tveganja na izkaz uspeha je zadolžen oddelki Tržna in operativna tveganja v sodelovanju z Računovodstvom. Analiza daje učinkovite rezultate tako na področju identifikacije vseh računov za operativno tveganje kot tudi popolnosti baze škodnih dogodkov. Dodatno se od leta 2008 analizira stanje na prehodnih računih v sodelovanju z Računovodstvom in lastniki računov.

Modeliranje tveganja in kapitalna zahteva

Vpeljava naprednega pristopa zahteva od Banke, da ima na voljo vse za operativno tveganje pomembne informacije. Napreden model izračuna kapitalne zahteve za operativno tveganje je bil razvit na ravni Skupine in vpeljan tudi v UniCredit Banka Slovenija d.d.. Model izračuna kapitalne zahteve izpolnjuje pogoje za napredni pristop v okviru kapitalne ureditve Basel II. Model uporablja kombinacijo notranjih podatkov, zunanjih podatkov, analize scenarijev in dejavnikov, ki odražajo poslovno okolje in notranje kontrole.

Pravna tveganja

Banke so visoko regulirane finančne ustanove in s strani pristojnih organov tudi stalno nadzorovane, saj prinašajo in nosijo sistemsko tveganje. Pravno tveganje in tveganje skladnosti poslovanja s predpisi sta tveganji nastanka škode zaradi kršitve ali neusklajenosti z zakoni, podzakonskimi akti, pravili, predpisi, dogovori, dobro bančno prakso ali etičnimi normami. Banka je izpostavljena pravnemu metodološkemu tveganju, ki predstavlja tveganje nastanka izgube zaradi sprejetih metod, s katerimi želimo zavarovati premoženje Banke pred zahtevki drugih ali zavarovati Banko pred obveznostjo plačati škodo ali povračila drugim in za katere metode se izkaže, da niso zadostne. Dodatno je Banka izpostavljena tudi operativnemu pravnemu tveganju, ki nastane v teku sklepanja bančnih poslov in s katerim si Banka naloži obveznosti, ki niso bile predvidene oz. so večje od predvidenih ali pa se izkaže, da so bile terjatve oz. pravice manjše ali izkazane v nižji vrednosti kot je bilo pričakovano v času sklepanja poslov.

Naš namen je identificirati, upravljati, nadzirati in zmanjševati pravno tveganje, ki mu je Banka izpostavljena. Banka si prizadeva aktivno zmanjševati zgoraj navedena tveganja z njihovo prepoznavo, vzpostavitev minimalnih standardov za njihovo upravljanje kot tudi z zagotavljanjem skladnosti z aktivnim nadzorom.

Politika obvladovanja pravnih tveganj je vpeljana skozi identifikacijo in ponavljajoče preglede področij, kjer je bilo ugotovljeno oz. je prisotno pravno tveganje, določitev odgovornosti za razvoj ustreznih postopkov za upravljanje in zmanjševanje tveganj in skozi vzpostavitev postopkov za nadzor skladnosti, upoštevajoč zahtevane minimalne standarde.

Pravnemu tveganju in tveganju skladnosti se ne moremo v celoti izogniti in ju povsem izničiti ter ju je tudi zelo težko vnaprej napovedati. Banka je vključena v izredno majhno število pravnih postopkov/sporov, ki so še v teku.

Poslovno tveganje

Poslovno tveganje je opredeljeno kot neugodna in nepričakovana sprememba obsega poslovanja in/ali marž, ki jih ni mogoče pripisati drugim vrstam tveganj, ter ima za posledico nihanje dohodkov in stroškov, brez upoštevanja izrednih postavk. Spremembe obsega poslovanja so rezultat nepričakovanega razvoja tržnih gibanj, nepričakovanega vedenja strank ali novih tržnih udeležencev/produktov.

Izračun poslovnega tveganja temelji na modelu tveganja neto prihodkov ("earnings-at-risk model"), ki uporablja časovno vrsto prihodkov in stroškov.

Merjenje poslovnega tveganja meri vpliv zunanjih dejavnikov na upadanje dobičkov in učinek na tržno vrednost.

Kot del splošnega upravljanja z dohodki in stroški, je operativno upravljanje poslovnega tveganja odgovornost posameznih poslovnih enot.

Tveganja iz naslova deležev in kapitalskih udeležb Banke

UniCredit Banka Slovenija d.d. ni aktivna pri dolgoročnih naložbah v delnice za svoj račun z namenom, da bi realizirala kratkoročno trgovanje ali bistvena dolgoročna povečanja vrednosti. Deleži Banke so bodisi tesno povezani z njenim poslovanjem (SWIFT, Bankart, itd.) ali pa rezultat poskusov prestrukturiranja. Zato UniCredit Banka Slovenija d.d. ne vidi potrebe po aktivnem pristopu pri upravljanju s tovrstnim tveganjem.

Tveganja na področju nepremičnin

UniCredit Banka Slovenija d.d. beleži le manjšo izpostavljenost na področju financiranja nepremičnin in ne vplaga v nepremičnine.

Informacija v zvezi s tretjim stebrom (Pillar 3)

V skladu s pravno ureditvijo glede tretjega stebra (Pillar 3) in dejstvom, da je UniCredit Banka Slovenija d.d. konsolidirana v finančno skupino UniCredit Group, je Banka dolžna razkriti informacije o upravljanju s kapitalom, o razpoložljivem kapitalu in kapitalski zahtevi za različne kategorije tveganja.

Bančna tveganja

Upravljanje s kapitalom

V okviru procesa ocenjevanja ustreznega notranjega kapitala se UniCredit Banka Slovenija d.d. osredotoča na ekonomski pogled usklajevanja ekonomskega kapitala (kapitalska zahteva) s sposobnostjo prevzemanja tveganja (lastniški kapital) v skladu z drugim stebrom kapitalskega sporazuma.

Ekonomski kapital se izračuna za preteklo obdobje, in sicer vsake tri mesece, vendar se spremlja tudi v okviru letnega procesa načrtovanja. Kapitalska zahteva in ponudba kapitala se spreminjata skozi čas, zato Banka zagotovi, da kapitalska zahteva (ki izhaja predvsem iz poslovnih načrtov in napovedi o profilu tveganja v povezavi z makroekonomskimi scenariji) ne preseže ponudbe kapitala ter da se ponudba kapitala (na katero vplivajo zlasti načrtovane transakcije s kapitalom in pričakovani dobički) ohrani na določeni ravni, ki omogoča Banki kritje izračunanih tveganj v vsakem trenutku.

Ekonomski kapital banke naj bi odseval specifični profil tveganja banke na obširen in dosleden način. Z izjemo likvidnostnega tveganja, se ekonomski kapital izračuna z uporabo enotne VaR metode za vse vrste tveganj, ki so bile omenjene v poglavju Bančna tveganja. Poseben faktor, ki ga je potrebno upoštevati pri potrebnem tveganem kapitalu, je poslovno tveganje, ki odseva vpliv zunanjih dejavnikov kot so obnašanje potrošnika ali konkurenčnih razmer na tržno vrednost poslovnih enot ali podružnic. Nepričakovane izgube za obdobje enega leta so izračunane s stopnjo zaupanja 99,97 %. Celotno odgovornost za prepoznavanje tveganj in ocene stopnje tveganj prevzema ALCO.

Poleg ekonomskega vidika mora Banka izpolnjevati tudi pravne predpise določene z Basel II sporazumom in slovensko zakonodajo.

Regulatorni kapital za kreditno, tržno in operativno tveganje mora ustrezati kapitalski zahtevi, medtem ko bilančni kapital (temeljni kapital, dodatni kapital 1 in dodatni kapital 2) predstavlja dejanski kapital Banke. Uprava Banke redno spremlja kapitalsko ustreznost, ki se poroča Banki Slovenije vsake tri mesece. Banka Slovenije zahteva, da vse banke ohranijo stopnjo skupnega regulatornega kapitala (stopnja kapitalske ustreznosti), ki po mednarodnem dogovoru znaša najmanj 8 % tveganjem prilagojenih zneskov.

Naslednja tabela predstavlja kratek pregled sestave regulatornega kapitala in stopnjo kapitalske ustreznosti ob koncu leta 2009 in 2008. Količnik kapitalske ustreznosti je porasel iz 9,55 % ob koncu leta 2008 na 10,29 % ob koncu leta 2009. V letu 2009 je Banka začela z izračunom kapitalske zahteve za operativno tveganje po naprednem pristopu, medtem ko je v letu 2008 za izračun kapitalske zahteve za operativno tveganje še vedno uporabljala standardiziran pristop.

Izračun kapitala in kapitalske zahteve

v 1.000 EUR

Postavka	31. 12. 2009	31. 12. 2008
Skupaj kapital (za namen kapitalske ustreznosti)	199.196	178.583
Temeljni kapital	169.196	158.583
Vplačani osnovni kapital	16.258	16.258
Kapitalske rezerve	61.885	61.885
Rezerve in zadržani dobiček ali izguba	108.857	95.216
(-) Ostale odbitne postavke temeljnega kapitala	(17.804)	(14.776)
(-) Neopredmetena dolgoročna sredstva	(12.621)	(10.004)
(-) Druge deželno specifične odbitne postavke	(5.183)	(4.772)
Razlika med izkazanimi oslabitvami in rezervacijami po MSRP in sklepom o ocenjevanju izgub	-	600
Drugi PP	5.183	4.172
Dodatni kapital I	30.000	20.000
Podrejeni dolg I	30.000	20.000
Skupaj temeljni kapital (za namen kapitalske ustreznosti)	169.196	158.583
Skupaj dodatni kapital I (za namen kapitalske ustreznosti)	30.000	20.000
Bruto znesek podrejenega dolga I	30.000	20.000
Minimalni osnovni kapital	5.000	5.000
Kapitalske zahteve	154.818	149.671
Vsota kapitalskih zahtev za kreditno tveganje, tveganje nasprotne stranke in tveganje zaradi časovne neusklajenosti plačila in izročitve	148.036	140.434
Standardizirani pristop (SA)	148.036	140.434
SA kategorije izpostavljenosti brez pozicij listinjenja	148.036	140.434
Enote centralne ravni države ali centralne banke	-	-
Enote regionalne ali lokalne ravni držav	3.292	659
Osebe javnega sektorja	2.655	2.947
Institucije	5.244	7.391
Podjetja	74.328	78.435
Bančništvo na drobno	45.897	40.811
Zavarovano z nepremičninami	2.066	2.038
Zapadle postavke	3.383	2.899
Regulatorno zelo tvegane izpostavljenosti	5.758	3.488
Ostale izpostavljenosti	5.413	1.766
Tveganje poravnave	-	-
Vsota kapitalskih zahtev za pozicijsko tveganje, valutno tveganje in tveganje sprememb cen blaga	1.605	1.822
Pozicijsko tveganje, valutno tveganje in tveganje sprememb cen blaga izračunano po standardiziranih pristopih	1.605	1.822
Dolžniški finančni instrumenti	1.582	1.822
Kapitalska zahteva za operativno tveganje	5.177	6.826
Standardizirani pristop	-	6.826
Napredni pristop	5.177	-
Druge in prehodne kapitalske zahteve	-	589
Ostale deželno specifične kapitalske zahteve	-	589
Presežek (+) / primanjkljaj (-) kapitala	44.378	28.912
Količnik kapitalske ustreznosti (%)	10,29 %	9,55 %



We UniCredit people are committed to generating value for our customers.

As a leading European bank, we are dedicated to the development of the communities in which we live, and to being a great place to work.

We aim for excellence and we consistently strive to be easy to deal with.

These commitments will allow us to create sustainable value for our shareholders.

Times change, but commitments do not. We emerged from 2009 with a renewed sense of purpose and direction. What was important to us before is even more important today. Namely, our customers.

Accordingly, we developed a new mission statement in 2009 to reinforce those principles and practices that we believe to be drivers of greater customer centricity. Emphasized in this mission is the desire to make banking as easy as possible for our customers by offering the kind of simple, straightforward solutions that can assist them in achieving their financial goals reliably and efficiently.

This is what we call “real-life banking”. It means providing our clients with more than just financial services by giving them the right support at the right time and in the right way. It is about looking our customers in the eye, working closely with them to assess their real-life needs, and then using our expertise to deliver effective solutions through smooth and easy interactions.

We believe that our rigorous dedication to simplicity and transparency will continue to advance excellence in all that we do. It will also maintain and grow the trust of our customers – a trust that is exemplified in the following pages.

This year’s report features photographs and personal stories from UniCredit Group customers across Europe, highlighting the concrete role that our company has played in their lives. Each of these individuals, who represent the foundation upon which we are structuring our shared future, has told us about a time we made their life easier.

Preface by the Chairman of the Supervisory Board

In 2010, we will continue to justify the trust placed in us by our existing – and through capitalization also new – investors. Our key goal will be to increase customer satisfaction and level of revenues.

To our valued shareholders:

Despite a significantly altered business climate and adverse market conditions, in 2009 UniCredit Banka Slovenija d.d. successfully pursued its strategy and achieved its goals. The Bank concluded the year as the fourth largest bank in Slovenia.

The economic and financial crisis required us to change the way we reacted externally, towards our clients, as well as internally, towards our colleagues. In this sense, we are fully aware that it is not enough to talk and write about changes; our stakeholders must feel these changes. Only then our goal is achieved. For this reason also, in 2009, we again measured the satisfaction of our clients with the services we provide. We were delighted to learn that the results placed us among the best in Slovenia as well as in Europe. With 95 points achieved, we again significantly exceeded customer satisfaction levels of other banks in Slovenia, which averaged 76 points. In the European framework, we ranked among the top five percent of banks. We are proud of these results and they motivate us further to accomplish the ambitions set forth by our stakeholders: namely, our clients, investors, the local communities, where we operate, suppliers, and, of course, our colleagues. They bring our mission to life daily, thus helping us to become the best all-around bank.

From operational, we shall now move to strategic thinking and optimization of our business processes. Namely, we strive to achieve more and better in a shorter period of time and by doing so, to further increase the satisfaction of our clients; on the path to accomplishing their financial goals, we would like to become their preferred financial advisor. We will thus continue to share our knowledge of financial markets – created by 170 research analysts in 15 countries – with our business partners as well as with the existing and potential new clients. By doing so, we want to demonstrate that we are a reliable partner, whose financial advice is based on thorough analysis and specific know-how.

In 2009, the UniCredit Group – currently present in 22 countries with 10.000 branch offices and 170.000 employees – achieved a capital increase in the amount of 10 billion euros without state support and consequently an 8,39 % level of Tier 1. This result is a major achievement for our Group, as it means that through our work we were able to attract new investors, who, by purchasing the Group's shares, fully trusted us.

In 2010, we will continue to justify the trust placed in us by our existing – and through capitalization also new – investors. Our key goal will be to increase customer satisfaction and level of revenues. Through our hard work, we will prove to potential clients that we are the right place for their financial needs. On the other hand, we will build even tighter relationships with existing clients, both in the retail segment as well as with corporate clients. Finally, we also want to support the real economy, primarily through an increased level of financing. Nevertheless, we will remain cautious in order also to protect existing clients. As we have seen in the past, cautiousness has proven to be the right path. We know it will not be easy to achieve the goals we have set for ourselves. Therefore, we expect

the year 2010 to be a transition period, in which we aim to increase our market share, to do business even more rationally in terms of costs while at the same time, not affect the quality level of our services.

At the beginning of 2010, for a variety of reasons, we developed a new mission statement. Because of the negative impact the financial crisis and related events had on the banking industry, we strive to commit to our core values more closely through our mission. One can not be successful in any kind of business if its company carries a bad reputation! So, how can we increase our reputation? How can we increase our name recognition? Obviously, this is not a short-term project. In order for our business partners to support and accept our changes, we have to start first with our clients' needs and by changing ourselves. For us, a mission is more than a statement; rather, it is a mid-term plan of activities, which we should stick to for the next three to five years. In the past, we measured our performance only with financial indicators. However, in the coming three years we would like to increase our clients' satisfaction as well as our reputation among them. Without good reputation, there exists no foundation for achieving our financial goals.

We are aware of the value of our »living capital« - our colleagues. Therefore, we strive to be an excellent employer, capable of retaining the best as well as attracting new employees, who will, through their commitment, set a good example not only for the banking industry but also for other service industries. We know that it is the employee-client relationship which makes a true difference in service businesses.

We want to achieve excellence every day, every minute and in every part of the Group. In this context, one of our key priorities will be to ensure simplicity of doing business with us, accompanied by clients' ability to easily understand and apply our advice.

We will measure how our new mission is being implemented. We will make sure that our activities are heading in the right direction and we will adjust them if necessary. Our mission must be reflected in tangible ways. Only then will we truly be pleased with the results.

Finally, I would like to thank first our business partners, clients and investors, who entrusted their assets with us. And thanks go also to our suppliers, as they have been supporting us with their professional help and have been assisting us on our way to greater customer satisfaction. Last but not least, thanks to all of our colleagues, who in the Group's name, fight daily for attention and trust of both existing and new clients. To the local communities, where we operate, we promise the following: we will continue to listen to your needs and will return a portion of the funds generated through our operations, in the form of donations and sponsorships, back to those most in need.

Federico Ghizzoni
Chairman of the Supervisory Board
UniCredit Banka Slovenija d.d.



Statement by the Chairman of the Management Board

Despite significantly changed and deteriorated business conditions, compared to other financial intermediaries, the Bank is satisfied with the results it achieved.

Dear ladies and gentlemen, respected business partners,

The 2009 developments in the home market, as well as in the global market, were marked by economic crisis, which caused a substantial change in economic conditions and which also had a fundamental impact on overall results. If 2008 saw most of our focus on high inflation levels and their impact on our edge in foreign markets, 2009 was marked particularly by the significant drop in gross domestic product (GDP), which fell from 3.5 % in 2008 to -7 % in 2009.

What are the most important factors for such low economic growth, rising unemployment, high budget deficit, and decreased national consumption?

- The Slovenian economy, in its openness, depends heavily on foreign markets, especially those within the EU but also on individual, fast growing economies. Demand on these markets was reduced significantly, resulting in a drop in Slovenian exports of approximately 20 % and simultaneously a drop in imports of more than 23 %. Consequently, the country recorded an equilibrium of the balance of payments, which is an important achievement compared to the previous year, when there was a deficit of approximately 6 % of the GDP.
- A very sharp fall of more than 20 % was registered with investments into fixed assets. It should be emphasized that this category exceeded 30 % of the GDP in the past few years and was a generator of growth for the Slovenian economy and, at the same time, a guarantor for a high employment rate. It has to be added that the Slovenian as well as foreign credit support to investments used to be on a very high level. In other words, credit growth of the Slovenian banking system in the amount of 38 % on an annual basis peaked in 2007 and exceeded 20 % even in 2008, while it more or less halted in 2009. It is due to this fact that the Slovenian economy differs substantially from those of its rival countries, where credit growth was not so intensive, even though everywhere, including the old members of the European Monetary Union, credit growth substantially exceeded the values planned. What we wish to underline is the fact that rival economies are nearly as open for international trade as the Slovenian economy and yet they did not experience such a fall of the GDP and international trade. High credit growth, which Slovenia has been recording since it became a member of the EU in 2004, fostered, on one hand, quick growth of various investments while on the other, also affected greater domestic demand and substantially higher price growth compared to other members of the European Monetary Union.
- In such conditions, domestic demand began to shrink with a recorded drop of over 4 %. On the other hand, public consumption recorded a 3.2 % growth.

- On the job market, new business conditions were reflected in the growing rate of unemployment, which by the International Labour Organization (ILO) standards reached a 6 % level on average and continues to grow, compelling the country to adopt additional measures of intervention and social negotiations between employers and employees towards a new social agreement.
- The only positive effect of new business conditions was their impact on the movement of prices, which started to slow down with the decrease in economic activities in Slovenia and abroad. For the first time since Slovenia has become an independent country, its average rate of inflation was under 1 %; for stable prices are considered to be the fairest social policy.

With such economic conditions at home and abroad, the domestic banking system was also faced with completely different market conditions and assumptions, compared to the past few years of high credit growth and volume of asset growth. Among the most important factors affecting the banking business and our achieved results, the following should be noted:

- Due to distrust in the financial markets, the so called funding was reduced to a minimum, or more precisely, access to foreign inter-bank resources was made possible only with the state's assistance and its guarantee. In order to maintain trust among savers and banking financial intermediaries, the state issued a 100 % guarantee on all savings deposits of individuals, as well as of small and medium-sized companies, with no limit on the maximum amount of deposits and with a time limit of the end of 2010. This solution added to the growing ethical risk for both sides of the partnership. At the same time, it also added to the banks' competition over which bank would offer the highest interest rate for various types of savings deposits, thus obtaining more "primary resources" that could be applied toward repayment of past due credit lines and, to a lesser degree, for additional credit resources. The initial outcome of this has been more expensive credits for retail clients and businesses.
- Also, the economic and financial crisis has had an impact on the existing credit relations and other business relations between the bank and borrowers, as well as between borrowers and their contractual partners. With the general decrease in demand there also occur delays in payments, illiquidity, and even insolvency, which affects banks in terms of impairment of receivables, the ability to create additional reservations, and the modification of existing agreements from the point of view of time of credit repayment as well as of other credit terms. It can be concluded that in general the Bank's activities and efforts in 2009 were oriented towards this type of activity with the goal of finding a suitable *modus vivendi* for both contractual partners. These types



Statement by the Chairman of the Management Board

of modifications to credit relations and impairments of receivables in banks are the next fundamental cause of higher margins or total credit costs.

- The recession in itself, with the drop in economic growth, brought a general increase in credit risk, while also increasing aggravation of analysis of opportunity costs in relation to new investments. This means that, in principle, there is less interest in investments and also less demand for credits; ergo, a further cause of higher credit costs is increased credit risk.
- In 2009, growth of domestic savings in the form of various types of deposits was 50 % lower than the previous year (approx. 5 %), which is the result of the population's decreased income levels on one side and of poorer companies performance on the other.
- The state adopted several measures aimed at solving the situation in the economic and banking sectors, of which the following three deserve to be mentioned: the state issued a sovereign guarantee for all deposits expiring at the end of 2010; it adopted a special "guarantee plan", which is supposed to facilitate credit activities; and it took a 4 billion euros loan on the European market, relocating part of the funds into banks in order to improve liquidity and simultaneously to create a benchmark for credit costs for other market participants.

Based on the mentioned assumptions, on which the whole economy and banking sector functioned, it can be said that UniCredit Banka Slovenija d.d. achieved and in some instances even surpassed the set goals. This assurance is supported by the following facts:

- The Bank's volume of assets increased by 13 % (though substantially less than the previous year, when a 36 % increase was recorded). In other words, it reached a level of 3.2 billion euros, which ranks the Bank 4th in Slovenia. It can be seen from a structural property balance that the Bank increased the financing of other banks and, though to a significantly lesser extent, also the financing of companies, with a 2 % growth, while crediting of retail clients grew by 14 %.
- In 2009, the operating income is on previous year level and amounts to 64.54 million euros.
- The Bank's pre-tax profit dropped by more than 50 % and it reached 11.2 million euros. This is partly due to the lower volume of loans to all types of clients compared to the previous years, but mainly because of impairments and provisions amounting to 17.0 million euros, which is more than twice as much as the previous year (2008: 7.0 million euros). These results indicate that the

operational profit¹ of the Bank in 2009 amounted to 26.9 million euros, compared to 30.4 million euros in 2008, representing a drop of merely 12 %, despite the significant drop in the growth of the volume of assets and the total volume of loans.

- Within the framework of these types of profits, the highest percentage is represented by net interest income, which amounted to 40.7 million euros and decreased by 10 % over the previous year. On the other hand, non-interest income amounted to 25.4 million euros, which is approximately 16 % more than in 2008.
- The various measures adopted by the Bank in the area of rationalisation brought a decrease in administrative costs excluding depreciation of 4 %, specifically, from 33.0 million euros in 2008, costs dropped to 31.8 million euros in 2009. Costs of salaries remained virtually unchanged at 18.7 million euros in both years. Total operational costs decreased by 1 % and reached 36.2 million euros, while in 2008 they amounted to 36.6 million euros; the strongest factor affecting the costs increase being investments into business network expansion in the second half of 2008 in the form of additional depreciation, as well as the cost of information system upgrades.

Despite significantly changed and deteriorated business conditions, compared to other financial intermediaries, the Bank is satisfied with the results it achieved. Hereby we refer to the fact that other financial intermediaries recorded a 34 % drop in profits as early as in 2008, while the Bank continued to reach 20 % growth.

For the achieved results, we would first like to thank our partners for the trust they place in us. With their help, the Bank ranks first in the field of derivatives (reaching almost 50 % of the Slovenian market), first on the Ljubljana Stock Exchange, and holds one of the highest shares in custody services. All these activities had a fundamental impact on the growth of non-interest income, which remained within positive values despite the crisis.

Thanks also go to our owners, namely the UniCredit Group which, with the help of additional capital, improved our capital adequacy to almost 10 %, thus enabling the Bank's organic growth.

Special thanks also go out to all the members of the Supervisory Board, as well as of the Control Committee, for their recommendations, which the Bank has made good use of in performing its various daily activities.

Since two members of the Management Board, Dr. Heribert Fernau and Mag. Stefan Vavti, concluded their mandate with the Board after more

¹ Operational profit equals to the pre-tax profit increased by the impairments and provisions.

than ten years, special thanks go to both of them for their successful work on the Board, as well as with other staff members and those of other Bank's bodies.

And finally, on behalf of the entire Management Board and myself, let me thank our dear colleagues, who proved, by their unselfish work, their knowledge and diligence, that a time of crisis is only a new opportunity for strengthening the trust of our existing partners, and that of many new partners. In the end, combined with the quality of our services, this is the fundamental guarantee for achieving good results. Our colleagues represent our »living capital«, which holds special value and is the cornerstone for the future growth and prosperity of our Bank, as well as that of the entire UniCredit Group.

Thank you all for your trust, which we shall keep strengthening in the future, for only with your trust can we reach the results that guarantee the satisfaction of our partners, our owners and ourselves.

Dr. France Arhar
Chairman of the Management Board
UniCredit Banka Slovenija d.d.

Ljubljana, March 2010

About UniCredit Banka Slovenija d.d.

Headquarters: Šmartinska 140
SI - 1000 Ljubljana
Slovenia

Telephone: + 386 (0)1 5876 600
Toll-free telephone number: 080 88 00
Fax: + 386 (0)1 5876 684

Website: www.unicreditbank.si
E-mail: info@unicreditgroup.si

Main activity: Other monetary intermediation
Activity code: K/64.190
Established in: 1991

Chairman of the Supervisory Board: Federico Ghizzoni

The Bank is legally registered: with the District Court in Ljubljana
under Reg. No.: 1/10521/00

Share capital: 16,258,321.26 EUR
Reg. no.: 5446546
VAT ID no.: SI 59622806

Settlement account: 01000-0002900092
Swift: BACXSI22

Governing Bodies

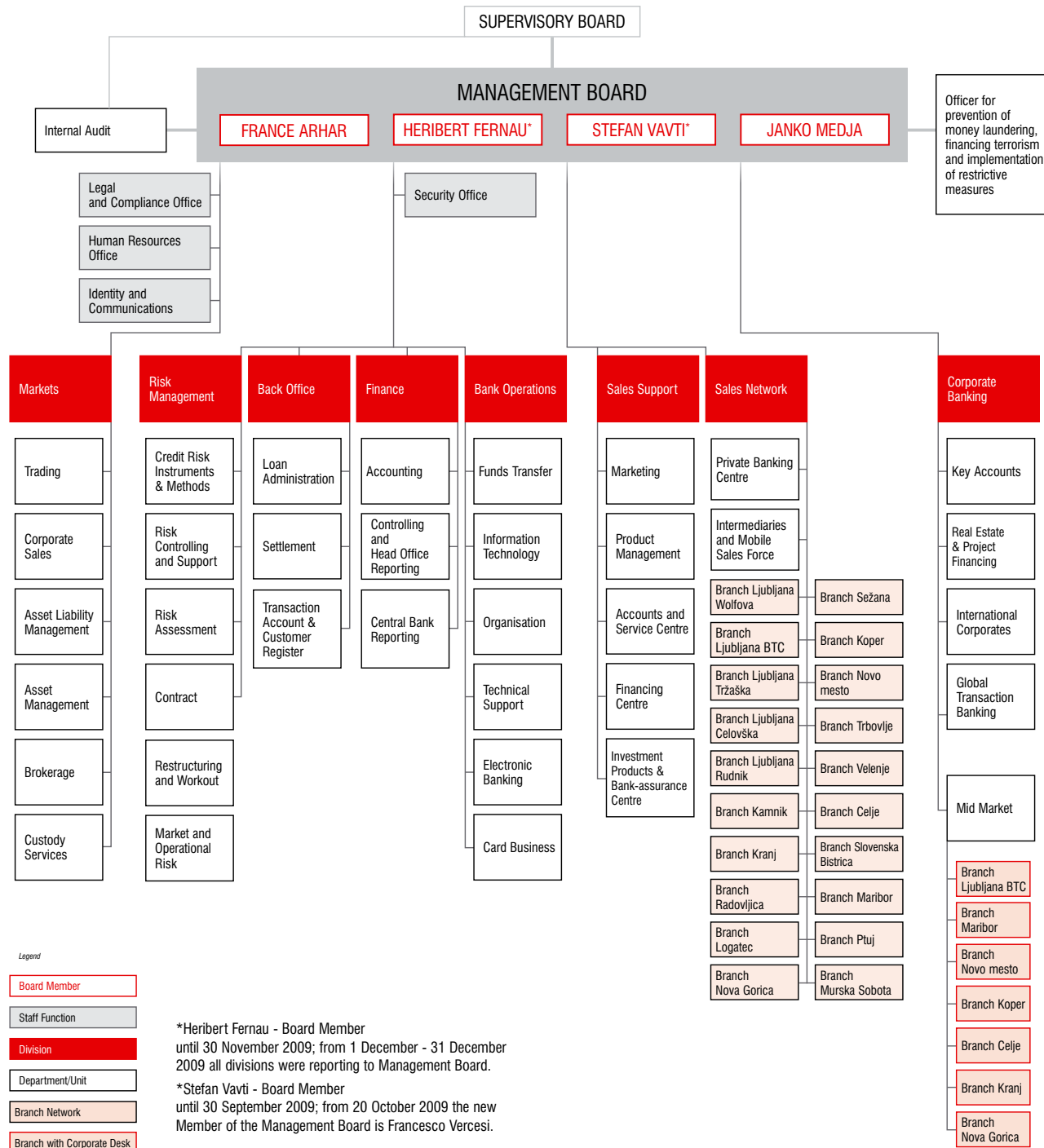
Supervisory Board

Name	Board member	Beginning of term of office	Termination of term of office
Federico Ghizzoni	Chairman of the Supervisory Board	25 April 2007	n.a.
Herbert Hangel	Deputy Chairman of the Supervisory board	25 April 2007	n.a.
Martin Klauzer	Member of the Supervisory Board	24 April 2007	n.a.
Wolfgang Edelmüller	Member of the Supervisory Board	24 April 2007	n.a.
Helmut Haller	Member of the Supervisory Board	24 April 2007	9 February 2009
Franco Andreetta	Member of the Supervisory Board	9 February 2009	n.a.
Giuseppe Verrascina	Member of the Supervisory Board	9 February 2009	n.a.

Management Board

Name	Board member	Beginning of term of office	Termination of term of office
Dr. France Arhar	Chairman of the Management Board	2 June 2006	n.a.
Dr. Heribert Fernau	Member of the Management Board	15 January 2007	30 November 2009
Mag. Stefan Vavti	Member of the Management Board	15 January 2007	30 September 2009
Janko Medja, MBA	Member of the Management Board	16 September 2008	n.a.
Francesco Vercesi	Member of the Management Board	20 October 2009	n.a.

Organisational Structure



Branch Network

Branch Ljubljana BTC

Šmartinska 140, SI - 1000 Ljubljana
Phone: + 386 (0)1 5876 719

Branch Ljubljana Celovška

Celovška 150, SI - 1000 Ljubljana
Phone: + 386 (0)1 5000 546

Branch Ljubljana Rudnik

Jurčkova cesta 231, SI - 1000 Ljubljana
Phone: + 386 (0)1 2836 000

Branch Ljubljana Tržaška

Tržaška 19, SI - 1000 Ljubljana
Phone: + 386 (0)1 2410 364

Branch Ljubljana Wolfova

Wolfova 1, SI - 1000 Ljubljana
Phone: + 386 (0)1 5876 472

Branch Celje

Aškerčeva 14, SI - 3000 Celje
Phone: + 386 (0)3 4252 479

Branch Kamnik

Ljubljanska cesta 4b, SI - 1240 Kamnik
Phone: + 386 (0)1 8396 500

Branch Koper

Pristaniška 12, SI - 6000 Koper
Phone: + 386 (0)5 6101 010

Branch Kranj

Na skali 1, SI - 4000 Kranj
Phone: + 386 (0)4 2018 170

Branch Logatec

Tržaška cesta 32, SI - 1370 Logatec
Phone: + 386 (0)1 7591 940

Branch Maribor

Svetozarevska 6, SI - 2000 Maribor
Phone: + 386 (0)2 2285 320

Branch Murska Sobota

Trg zmage 5, SI - 9000 Murska Sobota
Phone: + 386 (0)2 5341 440

Branch Nova Gorica

Tolminskih puntarjev 2b, SI - 5000 Nova Gorica
Phone: + 386 (0)5 3383 130

Branch Novo mesto

Glavni trg 20, SI - 8000 Novo mesto
Phone: + 386 (0)7 3737 400

Branch Ptuj

Ulica heroja Lacka 1, SI - 2250 Ptuj
Phone: + 386 (0)2 7980 340

Branch Radovljica

Gorenjska cesta 24, SI - 4240 Radovljica
Phone: + 386 (0)4 5971 630

Branch Sežana

Partizanska 37a, SI - 6210 Sežana
Phone: + 386 (0)5 7314 580

Branch Slovenska Bistrica

Trg svobode 21, SI - 2310 Slovenska Bistrica
Phone: + 386 (0)2 8051 970

Branch Trbovlje

Ulica 1. junija 2, SI - 1420 Trbovlje
Phone: + 386 (0)3 5612 560

Branch Velenje

Šaleška 20a, SI - 3320 Velenje
Phone: + 386 (0)3 8987 300

Achievements and Events in 2009

JANUARY

Verified the Satisfaction of Our Colleagues

The traditional employee satisfaction survey is conducted every year at the entire UniCredit Group level. We have started collecting employees' opinions regarding their satisfaction with the Bank and ideas on how to make improvements to the Bank's operation and organizational climate. Based on results, we prepared an action plan, which we implemented throughout the year.

Two of the Pioneer Investment Funds Received an Award

In the Naj skladi - Zlati V 2009 (Best Funds - Golden V 2009) selection, organized by Kapital magazine, Pioneer Investment was awarded two Zlati V (Golden V) awards for the mutual funds: PI Euro Government Bond which was named best mutual fund of the year 2008 in the 1 year category: European Bond Funds and PI Dollar Bond which was named best mutual fund in the 1 year category: Global Mutual Fund.

Participated in the Issuing of the State Bond

The Republic of Slovenia successfully sold a reference three-year state bond. The syndicate of banks, led by JP Morgan, Societe Generale and UniCredit Banka Slovenija d.d. with the participation of Abanka d.d., BNP Paribas, Dresdner Kleinwort, Deutsche Bank, NLB and RBS, successfully placed the state bond on the European market. The total amount of the investors' orders twice exceeded the offered amount of the bond.

FEBRUARY

Officially Opened Branch Offices in Logatec, Slovenska Bistrica, Radovljica and Ljubljana Rudnik¹

The opening and successful launch of operations of the new Logatec, Slovenska Bistrica, Radovljica and Ljubljana Rudnik branch offices, were celebrated during official inaugurations at the new branches. We confirmed our commitment and helped local non-profit organizations with donations. Contributions in the amount of 4.000 euros were donated to the Elementary School in Logatec, the Ski Jumping Club of Logatec, the Institution for Education and Formation, the Handball School in Radovljica, the A. T. Linhart Elementary School in Radovljica, the Oskar Kovačič Elementary School in Rudnik, the local Minka Namestnik-Sonja Elementary School in Slovenska Bistrica and the regional Red Cross Association in Slovenska Bistrica.

Two of Our Colleagues Finalists at the Group Competition »Our Commitment is Our Strength«

The expert jury of the UniCredit Group received more than 300 proposals from colleagues in 22 countries, among which they chose the proposals of two of our employees. Urška Kolar - Štuklek and

Efren Maldonado were among the 30 finalists of the competition. The finalists' pictures and messages, representing what »commitment« means to them, were published in the annual reports issued by the UniCredit Group member banks.

Offered Favourable Housing Loans for Two

A housing loans promotion was in course at UniCredit Bank until the end of March 2009. When owning or opening two of the Bank's packages, our customers were offered the possibility to take housing loans without the approval costs.

Started the »Breakfast with the Management« Event

In February, we invited our colleagues to join us at the first »Breakfast with the Management« event, which was only one of the many activities organized with the goal of improving the internal climate based on the employee satisfaction surveys. At the event, which was repeated throughout the year, employees, who otherwise have very few opportunities to meet with the Bank's management, were able to share their opinions regarding their well-being and work at the Bank as well as suggestions on possible improvements.

MARCH

Officially Opened Branch Office in Kamnik

At the official opening of the Kamnik branch office, we made donations to the Education, Rehabilitation and Formation Centre in Kamnik, and the Sneguljčica (Snow White) unit of the VVZ Antona Medveda Kamnik (Child Care and Education Institution in Kamnik). Petra Majdič, successful Slovenian cross-country skier, whom the Bank has been sponsoring for two years, also attended the opening. All the new branch openings were accompanied by special offers for our customers.

Good Business Results for 2008 Presented at Press Conference

UniCredit Banka Slovenija d.d. has been one of the fastest growing banks in Slovenia for the past few years and more than doubled its volume of assets since 2003. Compared to the previous year, the volume of assets increased by almost 36 %, to over 2.89 billion euros by the end of 2008, which ranked us 4th by market share on the Slovenian market. The results of our successful operations were presented to the public at a press conference held on the same day as the UniCredit Group press conference.

Commission-free Withdrawals from ATMs and Free Online Banking

We started the »Preizkusite nas« (Try Us) promotion offer, which included free online banking services for our customers and the Master Plus package for six months free of charge.

Leading Managers Spent Day in the Branch

»A Day in the Branch« initiative was held for the second year in

¹ All the branches were opened already in 2008. Official opening ceremony is traditionally held a month or more after formal start of branch operations.

a row at all the branch units. Division managers and members of the Management Board spent a day at local branch offices around Slovenia. At this opportunity, they had the chance to listen to their colleagues and clients' opinions on further development of banking services.

Beginning of Plastic Bottle Caps Collection Project

With our activities we wish to help the environment in which we operate. We thus invited our employees and customers to help in the collection of plastic bottle caps, in order to help with the purchase of a wheelchair for a girl from a socially deprived family. Many schools, day-care centres, bars and restaurants later joined our initiative.

Received Award for Convincing Commercial

At the 18th Slovenian Advertising Festival (SOF) we were awarded with the golden award for the TV commercial »Maybe you need a bigger apartment«.

Delivered a Series of Lectures for the Members of the Local Chambers of Craft and Small Businesses

The situation on the international and local financial markets has an important impact on the business results of local companies. Expert meetings are an opportunity for the enrichment and enhancement of knowledge on the current situation of the market, since the members of the local Chambers of Craft and Small Businesses were able to share their questions with the financial experts of the Bank.

Successful Inclusion into New Payment System (SEPA IKP) for Domestic Payments

On 4 March 2009, the Bank was included into the newly established SEPA IKP payment system, which enables processing of small value domestic payments in accordance with the SEPA standards. By using the SEPA rules and standards, the Bank offers its clients more effective and standardised conduction of domestic payment transactions.

APRIL

Security SMS Message Gives Our Customers More Safety in Card Business Operations

Since April 2009 customers of the Bank have been receiving notifications on their card transactions. We have offered them three different service packages; among others, a customer can determine the transaction amount of which they wish to be notified via SMS. To enable the customers to learn about the advantages of the service, we have offered a one-month free trial period.

Up to Five Percent Interest Rate Deposit

We prepared an offer of attractive interest rates for deposits. Customers, who transfer their operations from other banks to UniCredit Banka Slovenija d.d., can obtain a 5 % fixed interest rate on

deposits for two years. If during the two years a customer should need funds, they can obtain substitute funds under favourable conditions.

Call for Applications for Scholarships for the New Europe Master Program

The UniCredit Group and the Cassamarca Foundation presented the program New Europe Master with emphasis on banking and entrepreneurship and a chance for a 3-month internship with the UniCredit Group. The scholarship, which amounts to up to 22,000 euros, was geared to selected graduates (both bachelor's and master's degrees) and young professionals from countries of Central and Eastern Europe, where the Group is present.

Meeting of Shareholders Confirmed Development Plan

At the General Meeting of Shareholders of the Bank it was discussed, among other things, how to allocate the Bank's profit and the basis for the Bank's 2009 development plan. The Internal Audit Plan was approved, while the Bank's profit for 2008 was entirely allocated to other reserves from profit.

Financial Markets Breakfast

Clients and representatives of the media were invited to a lecture held by dr. Philip Gisdakis, who touched upon the following topics: economic development and overview with emphasis on Europe, an overview of the main currencies (EUR, USD, CHF), an analysis of shares, an analysis of the interest rate for the Euro, an overview of raw materials; base metals, precious metals, oil. The Financial Markets Breakfast, which has been well attended for several times now, was inaugurated by the Chairman of the Management Board of the Bank dr. France Arhar.

MAY

Journalist Award »Writing for CEE« in the European »Super-Year«

We invited Slovenian journalists to participate with their contributions in the competition organized by our sister bank. Bank Austria and the Austrian Press Agency – APA have continued their successful cooperation in 2009 and awarded journalists for their excellent work. A prize in the amount of 5,000 euros was given for the sixth time.

»Minibus of Joy« Will Surely Bring Many Positive Experiences to the Young

With our New Year's donation at the end of 2008 we decided to revive the project of educating youth on the streets of their home towns, instead of purchasing gifts. At the inauguration ceremony of the »Minibus of Joy« during the Fužine Festival, the mobile centre was first introduced to the children. The minibus visited many Slovenian towns in 2009.²

² For information and photo material on the towns and places that Minibus of Joy has already visited or will visit in the future, please see the following web site: <http://skala.donbosko.si/>

Achievements and Events in 2009

UniCredit Group Became the Main Sponsor of International Guest Performances by the La Scala Theatre

UniCredit Group became the proud main sponsor of the international tour of the La Scala theatre from 2009 to 2013. By supporting this emblem of excellence, the Group strengthened its commitment to music, a universal language that connects people. This sponsorship also coincides with the international profile of the Group.

Helped Customers to Obtain Favourable Loans with Deposits

We offered competitive interest rates for deposits also to legal entities. If during the period of deposit a company should need funds, they can obtain substitute funds in the same amount under very favourable conditions and with no additional costs.

Bank of Slovenia Approved Preparations to Enter Foundation IRB Approach (F-IRB) for Calculation of Capital Requirement

Between 20 April and 22 May, the Bank of Slovenia conducted the pre-assessment audit in order to evaluate the on-going preparation activities for calculation of capital requirement under the Foundation IRB approach for corporate clients. The message that was given to our Bank during the exit meeting was that the overall integration of the IRB approach within the Bank should be the basis for further development of banking business.

JUNE

Organized Meeting of Entrepreneurs

We organized a meeting of the most influential Slovenian entrepreneurs held at Jable Castle. Among other things, we reached the conclusion that the key factors that will enable further development of the competitiveness of the Slovenian economy will be new business models for overcoming crisis circumstances and as preparation for the exploitation of new opportunities during periods of economic growth. Agreements between social partners must be more flexible, faster and more effective. The first responsibility of the government is to achieve a positive social and economic climate and the necessary conditions for a competitive economy on a long-term.

With a Last Minute Consumer Loan We Helped Realise Vacation Dreams

We offered a consumer loan to our customers that was characterised by a fast approval process and non-restricted use of the funds for vacations or larger purchases.

Collected Donations to Help Abruzzo Earthquake Victims

The employees of the Bank have joined the Group initiative to collect donations to help with the rebuilding of the houses of the victims of the earthquake in Abruzzo.

Journalists Were Given the Opportunity to Meet With the Chairman of the Supervisory Board

On the occasion of the visit of Federico Ghizzoni in Slovenia, we organized for the first time a meeting with the representatives of the media.

JULY

Offered Free Account Management to Customers Who Lost Their Jobs

One of the most negative outcomes of the financial crisis is, without doubt, the loss of employment. We decided to lend a hand to our customers who found themselves in this unenviable situation, by inviting them to bring their unemployment status papers to the branch office where they have an account open by the end of November 2009. By doing so, they were granted free of charge account management until they find new employment or until end of December, 2010.

UniCredit Group Became Sponsor of the UEFA Champions League for the Next Three Seasons

The UniCredit Group became a proud sponsor of the UEFA Champions League until 2012. The UEFA Champions League is one of the most popular international football competitions on club level, followed passionately by one out of every two European citizens.

Meeting with the La Scala Ballet Dancers

Part of the international tour, supported by the UniCredit Group, was also the performance of the La Scala ballet dancers at the Ljubljana Summer Festival. Before the start of the show, we invited representatives of the media and journalists covering cultural topics to attend a press conference, where they were joined by the best dancers who performed at the show. After the show, the dancers also attended the reception that we organized for our business partners.

Concert Echoed in Trenta Also in 2009

More than 150 talented music students from Central and Eastern Europe answered the call for applications, 23 successfully completed all the tests and were accepted to the Trenta training. For the tenth year in a row, Bank Austria, a member of the UniCredit Group, in cooperation with the Vienna Philharmonics organized the International Music Forum in Trenta, where talented students were introduced to the sound of one of the best orchestras in the world, through master courses for violin, viola and violoncello players. An intensive workshop that lasted ten days and was held in the Trenta national park was once again led by teachers and by the best string instrument players of the Vienna Philharmonic. The best participants were given the opportunity to introduce themselves to the public during the concert held at the renowned Musikverein in Vienna. The best among them will also have the opportunity to be given an engagement with the orchestra, since many participants of the International Music

Forum in Trenta are now playing with the Vienna Philharmonic, while many others are engaged with the best European orchestras. The traditional event-end concert of solo artists echoed once again at the Trenta Lodge.

AUGUST

Offered a Safe and Long-term Option to Enrich Savings with the Trio Garant Investment Life Insurance

We offered our customers triple protection in the form of our product Trio Garant: 100 % protection of paid-in funds, 100 % coverage of inflation across the Euroregion and 10 % return on paid-in funds. We have given them insurance coverage in the case of death in the amount of 110 % of the paid-in funds with the insurance agency's guarantee and participation in potential return, tied to the business operations of the largest European companies and the gold index value.

Internal Meeting Marked by Football Spirit

The second anniversary of our new name was celebrated by the Lake of Podpeč, where we competed in different football-related games and table football. The best players and teams were awarded the »Golden Football Shoe«, we awarded the title of »Ronaldo of UniCredit«. A special »Golden Football Shoe« was given to the member of the Management Board Stefan Vavti for special achievements in the field of football promotion within the Bank. This traditional internal event was thus connected with our sponsorship of the UEFA Champions League.

SEPTEMBER

Participated in the Issuing of the 15-Year State Bond

The Republic of Slovenia issued a mandate to the banks HSBC, RBS, SGCIB and UniCredit Banka Slovenija d.d. to lead bank syndicate that organized the new reference issue of the bonds of the Republic of Slovenia. Within an hour the total orders exceeded 3.9 billion euros, which reflected great interest on the part of investors. The organizers lowered return to 80 bps above interest rate swap and the volume of issue to 1.5 billion euros.

Introduced Special Promotion Deposit with Fixed Interest Rate

We started offering an attractive deposit with 4.4 % annual interest rate for 30-month deposits of funds in euros, which is fixed for its entire duration and offers protection against the trend of decreasing interest rates. We have added the option of periodic interest payments (monthly, quarterly, half-yearly or annually) and access to substitute funds before the end of the fixed deposit period.

Winning Integrity Charter Day Story Comes from Murska Sobota

On the occasion of the Integrity Charter Day, we dedicated an hour

to our values and discussed how every individual experiences the Bank's values, which one is the most important and which one we should pay more attention to in the future. The discussions were centered around events in which we showed trust, respect, reciprocity and responsibility in our interaction with the customers and where our actions were in line with the principle of transparency. During 2009, the two most exposed values were trust and respect, which is also a reflection of the current situation on the market. Our employees wrote down their stories and participated in an internal competition.

Issuing of Approval for Advanced Measurement Approach for Calculation of Capital Adequacy for Operational Risk by Bank of Slovenia

On 1st September 2009 the Bank obtained an official approval by the Bank of Slovenia to use the Advanced Measurement Approach for the calculation of the capital adequacy for operational risk. The consequence is not only a lower amount of capital needed for operational risk, but also very high implemented standards for managing operational risk within the Bank.

OCTOBER

Changes in Management

Stefan Vavti, former member of the Management Board of the Bank, responsible for the sales network and sales support, left for a new position inside the UniCredit Group. He accepted the challenge which will make him responsible for the development of the private banking segment of the UniCredit Group in Central and Eastern Europe, where the Group is present. His position in the Management Board was given to Francesco Vercesi.

Winning Consumer Loan with a Favourable Interest Rate During the UEFA Champions League

The Bank offered a »winning consumer loan«, which is characterized by a favourable interest rate that is even lower until the end of May 2010. Customers can obtain loans of up to 20,000 euros with the possibility of repayment periods of up to 10 years.

Euromoney Survey: UniCredit Banka Slovenija d.d. is the Leading Banking Services Provider in the Field of Cash Management

Euromoney, an international financial magazine, named UniCredit Banka Slovenija d.d. leading banking services provider in the field of cash management, based on a survey.

Art Day in 22 Countries

On the second Saturday in October, the doors of the Slovenian Ethnographic Museum were open for all the employees of the UniCredit Group, who were invited to attend three exhibitions. The visitors were able to see the exhibition entitled Between Nature and Culture, which is a treasury of the Slovenian and European heritage

Achievements and Events in 2009

of the everyday life and of festivities with more than 3,000 objects on exhibit. In each country, where members of the UniCredit Group are present, our colleagues were thus able to visit at least one of the chosen museums.

NOVEMBER

Investment Duo

The customers with surplus funds were offered favourable interest rates on deposits for periods of 6, 12 and 24 months. The winning combination within the promotion was that of the mentioned deposit and ERGO investment life insurance. A diversified funds' allocation brought a potentially safer way to enrich one's savings in unsecure times.

Entering in force of the Payment Services and Systems Act

As of 1 November 2009, the new Payment Services and Systems Act entered into force thus bringing the new European payment services directive to Slovenia. The Bank successfully adjusted its business conditions to the new requirements and ensured its clients even greater transparency and quality of service.

DECEMBER

Changes in Management

In December, dr. Heribert Fernau formally concluded his work as a member of the Management Board of the Bank as the duties related to his function officially expired. Until further notice, the Bank's Management Board consists of three members.

Substitute Grandmothers and Grandfathers for Children

Like every year, at the end of 2009, we donated our New Year's presents' funds to children from socially deprived families. With our donation we enable children from such families to go on holidays, where each child has the opportunity to choose a substitute grandmother or grandfather, who will keep in touch with the child and encourage him/her in the future. These activities, organized in cooperation with the Friends of Youth Association, started in December, when we collected toys and tools for creative play at every branch office in Slovenia, with the goal of bringing smiles to children's faces as we approach the New Year.

Creative Children of Our Employees

In December, the children of our employees created greeting cards under the mentoring of volunteers of the Friends of Youth Association during workshops, where the children and their parents expressed their creativity. The representatives of the Association, to which we are granting this year's donation, were happy to respond to our invitation to organize a workshop for the children of our employees.

Economic Environment in 2009

The recession, which started in the last quarter of 2008, exceeded even the most pessimistic forecasts. Economic growth, which amounted to 6.8 % on the annual level in 2007, dropped to 3.5 % in 2008. This was particularly due to the last quarter, when, for the first time during this recession, Slovenia recorded negative growth (-0.8 %) on an annual basis. Growth forecasts in Slovenia for 2009, which were still positive in autumn 2008, quickly started to turn negative in January 2009. In the first quarter of 2009, Slovenia recorded an -8.2 % drop in growth at the annual level, in the second quarter it had already reached -9.2 %, and in the third quarter, -8.3 %. The final estimate for the total economic growth in Slovenia for 2009, prepared by the Institute of Macroeconomic Analysis and Development (IMAD), is now -7.8 %, while forecasts for the coming years are also very modest. The IMAD forecast for economic growth for 2010 is 0.9 %, and for 2011, 2.5 %. Such forecasts do not bring significant relief, since the forecasted levels are close to the forecast of average growth in the EMU. On the contrary, in previous years Slovenia experienced considerably higher growth and when our goal was a 2 percentage points higher growth than in the European Union (EU).

in November 2009 it amounted only to 1.4 %. The growth rate, in regards to retail loans, is similar to that in 2008, whereby that rate was already more than half below the year before. Housing loans grew by 15.8 % until November 2009, while the amount of consumer loans remained virtually unchanged. The balance sheet of the banking sector has changed considerably compared to 2007, especially in the choice of bank investments, where growth rate of investments into securities increased considerably and growth of bank credit activity to the non-banking sector decreased significantly. Volume of assets of the banking sector amounted to 6.8 % from the beginning of 2009 until the end of November 2009, and the amount of profit before tax was lower by as much as 41 % compared to 2008. Operational costs of the sector were lower in the period until November 2009 than in the same period in 2008, and year-on-year labour cost growth did not exceed one per cent. Profitability of the banking system amounted to 6.3 %, which is slightly more than half of that in 2007 during the same period.

The local stock exchange market (index SBI20) recorded 11.41 % growth in 2009, which was considerably lower than the growth on

IMAD'S assumptions and international institutions' forecasts for the economic growth in 2009 and 2010

	2009				2010			
	IMAD Sep 09	IMF Oct 09	OECD Nov 09	UniCredit Dec 09	IMAD Sep 09	IMF Oct 09	OECD Nov 09	UniCredit Dec 09
EMU	(3.9)	(4.2)	(4)	(3.9)	0.4	0.3	0.9	0.9
Germany	(4.8)	(5.3)	(4.9)	(4.8)	0.9	0.8	1.4	2
USA	(2.8)	(2.7)	(2.5)	(2.5)	0.9	1.5	2.5	1.8
United Kingdom	(4.7)	(4.4)	(4.7)	(4.6)	(0.3)	0.9	1.2	1.3

Source: IMAD Autumn forecast (September 2009), UniCredit Group Friday notes

The annual inflation level followed the trend of economic growth. From mid-2008 the monthly inflation rate began decreasing and in July 2009, at the year-on-year level, reached a negative level. A turning-point came in November 2009, when inflation, measured according to HICP, increased considerably and reached 1.8 % at the year-on-year level, and in December even 2.1 %, mainly due to the energy price trends. Further growth of prices is expected in 2010. IMAD foresees in its Autumn forecast that 2010 year-on-year inflation will increase to 2.0 % at the end of the year, whereby the average inflation level in 2010 will amount to 1.5 %. In 2011, the inflation should rise to 2.7 % at the year-on-year level according to this forecast.

As early as 2008, the banking sector recorded a considerable drop in the growth of non-banking sector lending and thus indicated the future economic standstill. Growth of these loans amounted to as much as 40 % at the end of 2007; in 2008, we recorded a constant drop in these levels (in October 2008 it dropped to 33 %), while

bigger global markets (DAX 19.5 %, DOW 15.6 %, FTSE 18.5 %). The volume of transactions at the Ljubljana Stock Exchange dropped by 29.7 % compared to 2008. Despite the considerable correction of quotations in 2008, P/E ratio remains relatively high at 23.6, whereby it is important that quoted Slovenian companies had, on average, bigger net profit losses than their EU competitors. Share of foreign investors at the Ljubljana Stock Exchange is 7.4 %.

Economic Environment in 2009

Macroeconomic indicators for Slovenia, 2004 to 2009

	2004	2005	2006	2007	2008	2009
GDP (annual growth in %)	4.3	4.3	5.9	6.8	3.5	(7.8)
Inflation (annual average in %)	3.2	2.3	2.8	5.6	2.1	1.8
Budget deficit	(2.2)	(1.4)	(1.2)	0.5	(1.8)	(5.9)
Unemployment rate by ILO standards	6.3	6.5	6	4.5	4.4	5,7*

Source: Statistical Office of the Republic of Slovenia

*Estimated by IMAD

Economic image in 2009 and forecasts for 2010 leave little room for significant optimism with regards to the development of the 2010 banking market. In the future, cost cutting, slow growth and low profit levels will characterise the banking sector as well as the economy in general. In such an environment, banks will emphasise quality estimates and risk management more than ever. Namely, there is no doubt that the economy will need more support and activity from the banking sector in order to achieve growth again.

Mission, Vision and Strategy

Our Commitment is Our Strength

At UniCredit Group, our greatest strength is our solid and rigorous commitment - to our customers, to our employees, to our investors, to the communities we serve, to keeping our core values, to respecting the culture, to achieving high quality in everything we do, and to the sustainable success of our Company.

At UniCredit Group, this commitment is renewed every day through the efforts and expertise of our 170,000 people across 22 countries, who represent the largest banking network and regional coverage in Central and South Eastern Europe.

We are committed to investing in new client relationships and playing an active role in the local communities. By following a sustainable growth path, over the last few years the Bank has been constantly employing new people, thus becoming a reliable and attractive employer for the local environment.

Mission and Vision

Our mission is to create a new way of banking by serving our clients with innovative solutions. Our vision is to focus on people as individuals. To achieve this, we aim to enhance our clients' potential and make their plans and ideas come true.

It is our firm belief that every individual has both the right and responsibility to shape his or her own future and that financial expertise of UniCredit Banka Slovenija d.d. can assist people and businesses in doing so, as well as in achieving their full potential. The Bank aims to achieve profitable, sustainable growth in a manner that benefits society as well as our stakeholders.

Values

Our set of values - shared throughout the UniCredit Group - is based on integrity as a condition of sustainability, which makes it possible to transform profit into value for all our stakeholders. This set of values is embedded in our Integrity Charter, which forms the strong backbone for everything we do. These values are:

- Fairness - having one high standard for everything we do, applied evenly and without discrimination.
- Trust - we possess a mutual code of honour among people, which governs everything we do. It is a strong basis of our reputation, and builds the confidence in our company that is so essential to our profitable, sustainable growth.
- Respect - we constantly strive to earn it, and willingly give it to those who deserve it.

- Transparency - making certain that everything we do is always honest, relevant, and straightforward.
- Reciprocity - actively seeking to help those around us with the unspoken certainty that the way we treat others will have a positive return on us.
- Freedom of action - fostering a culture of openness that enables our people to reach their potential and empowers them to achieve more for our customers and our stakeholders.

We see adherence to these values as a prerequisite for maintaining the confidence placed in the Bank and the Bank's reputation.

Value-based Management and Transparency of Results

The overall management and steering of the Bank is based on the principles of value-based management. In line with the UniCredit Group, the Bank implemented Economic Value Added (EVA) as the main performance measure. EVA measures the profit contribution in excess of the cost of capital and is applied not only at the overall bank level but also is taken into consideration in individual loan decisions. EVA today is seen as a standard performance measure, which combines both growth via the development of risk weighted assets and thus the capital allocation needed and profitability enhancements as value drivers.

The Bank consequently aims to ensure that the capital is invested in those business segments, product areas, and services where the highest added value can be generated. Transparency on value creation and/or value destruction is of utmost importance for achieving sustainable results.

Divisional Business Model

The UniCredit Group's business model is based on specialisation in specific customer segments. For business activities such as investment banking, trading, international corporate banking or asset management, it is clear that customer needs, service models, and market segments are more similar to each other across countries than the national market practice. However, we believe that this also applies to retail banking in an environment of industrialised banking, while still taking into account local market specifics.

In line with our mission, it is our main objective to meet every client's personal needs in accordance with the idea that all business is local through discretionary or standardised products. However, in creating and developing products we try to unlock the economies

Mission, Vision and Strategy

of scale on the revenue as well as on the cost side and profit from the membership in the Group. Consequently, also in our Bank, the organisational set-up follows the Group standards and allows know-how and best-practice transfer throughout the Group.

It also is seen as a competitive advantage to be able to serve customers through an extensive network of leading local banks. We are able to support international group clients operating in the Slovenian market as well as Slovenian customers in their attempts to extend their businesses abroad. In trading and investment banking, we profit from the competencies and placing power of the UniCredit Markets and Investment banking.

In asset management, we benefit from the expertise of Pioneer Investments - a global top player.

Global Banking Services, a global UniCredit division, supports us in maintaining cost efficiency and unlocking synergies via IT harmonisation and Group-wide procurement or process design.

Sustainable Success

UniCredit Banka Slovenija d.d. is convinced that financial targets can only be reached through sustainable development in line with the following principles:

- We aim to build long-term customer relationships and take account of customer satisfaction in our incentive system.
- Diversity: We want to use all our employees' various talents despite age, gender, religion, health, or sexual orientation.
- Corporate citizenship: We want to be a committed and valuable member of local communities, which is underlined by our sponsorship activities.
- Ecological sustainability: We attach great importance in our current business to ecological sustainability. We encourage and support an awareness of the interdependence of environmental topics and the banking business.
- Training, encouragement, and our incentive systems are intended to enable our employees to take an entrepreneurial approach while simultaneously fostering work/life balance.

Financial Results

General Performance Overview

The year 2009 was primarily characterized by abundant mixed feelings due to uncertainty related to deepening financial crisis. The Bank adjusted to the new circumstances accordingly and found itself facing new challenges. On one hand, we were mainly improving our cost effectiveness, while on the other hand we were also creating additional impairments due to worsening economic conditions and consequently deteriorating credit portfolio.

Low liquidity of the banking sector and lack of trust among banks contributed to increased costs and limitations of financing. The state actively intervened a few times by issuing bonds in order to stabilize the Slovenian banking sector, which in the meantime significantly decreased its willingness to assume new risks. Additionally, the influence of lower interest rates put pressure on net interest income.

Regardless of the macroeconomic environment and the difficulties the banking industry faced in 2009, the performance of the Bank was successful. However, the Bank decreased for the first time in five years its operational profit¹, which in 2009 amounted to 26.86 million euros and represented a drop by 3.54 million euros or 11.6 %.

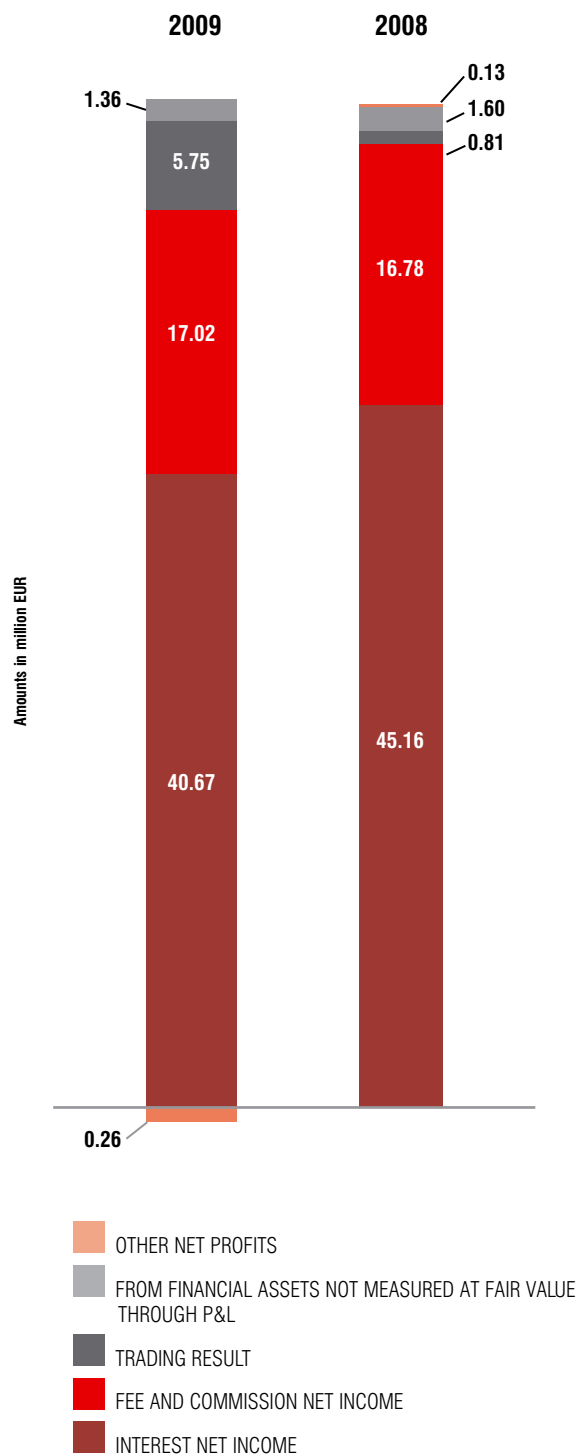
In 2009, the operating income is on previous year level and amounts to 64.54 million euros. However, the Bank was still achieving good results in all business segments. In line with expectations, the profitability of the Bank's core customer business developed well. Due to general economic conditions and adjusting to competition, which lead a fierce price policy on deposits, the Bank successfully substituted a decrease of revenue from deposits to non-banking sector with higher revenues from loans to non-banking sector.

In line with the principles of value-based management, the Bank focused on a structural improvement of its result. As in previous years, the Bank focused on non- or low-capital consuming business, such as banking services and customer business. When granting new loans, the Bank tried to achieve a minimum margin that covers all cost factors and at the same time gives the required return on capital. The value creation is measured via EVA, or the economic value added. Also, the trading result goes into the EVA and in 2009 had a positive impact on it.

The Income Statement for 2009

The interest net income decreased year on year from 45.16 million euros to 40.67 million euros, which is a 9.9 % drop. This category also includes the dividend income, which in 2009 amounted to 1.64

OPERATING INCOME



¹ Operational profit equals to the pre-tax profit increased by the impairments and provisions.

Financial Results

million euros, compared to 0.04 million euros in 2008. In 2009, the major reason for decreased interest income was primarily lower interest rates on the market. Despite the fact that retail loan margins were under heavy pressure due to competition pricing behaviour and influenced by increased liquidity costs, the Bank increased the margin income out of the loan business due to the changed conditions of operations. Corporate loan margins continued to grow in 2009 absorbing the increased liquidity costs payable by the Bank. Due to sharpened competitive conditions and banks' fight for funds, the deposit margin income decreased in 2009 and thus significantly contributed to decreased interest net income.

The fee and commission net income grew in 2009 by 1.4 % and reached 17.02 million euros (in 2008, which was a record year: 16.78 million euros). Tailor-made solutions as well as the Bank's thrive for innovation, which resulted in attractive products and competitive service, are reasons for this further increase. Despite economic crisis, security and custody fees increased by 9.14 % and thus amounted to 3.53 million euros.

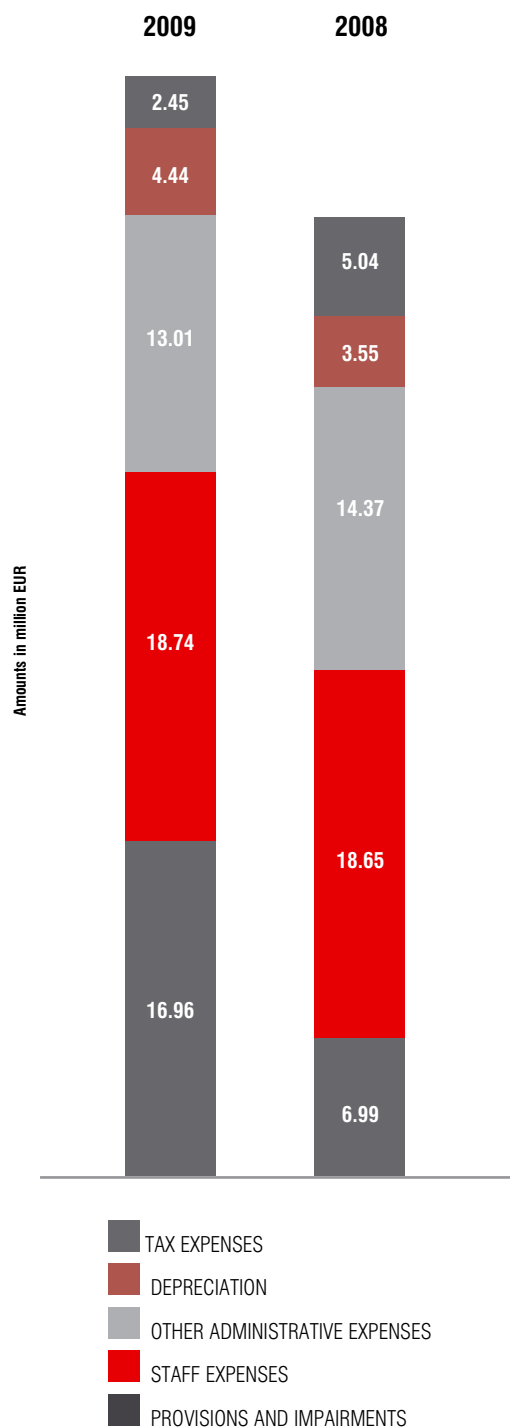
Loan and lending related fees increased from 4.84 million euros in 2008 to 6.28 million euros in 2009. In the corporate business area, the Bank approximates the effective yield concept by accruing fees within the net interest income. However, this doesn't apply to retail business. Besides increased volume of business and restructuring of existing businesses, one of the reasons for the positive development is also the fact that fees for granting loans in the banking sector increased and the Bank adjusted to it accordingly. In line with the Bank's expectations, payment transaction and foreign trade related fees were at the similar level as in the preceding year. Thus, in 2009 this category amounted to 5.11 million euros as compared to 5.04 million euros in 2008.

In 2009, realized gains and losses on financial assets and liabilities not measured at fair value through profit and loss amounted to 1.36 million euros, which in comparison with 2008 represents a decrease of 0.24 million euros.

Within this position, the Bank reports the result of the sale of available-for-sale equity investments and bonds as well as the write-offs of loans carried at effective interest method and their recoveries. In 2009, the available-for-sale financial assets result amounted to 1.43 million euros (2008: 1.32 million euros) and referred primarily to the sale of stocks obtained through the realization of loan collateral.

The activities of the Markets division trading on the Bank's own account are reflected in the profit and loss statement in the positions "Gains and losses on financial assets and liabilities held for trading," "Gains and losses on financial assets and liabilities designated at fair value through profit or loss" and "Gains and losses on exchange

EXPENSES



differences". This includes both the profit of the trading activities on the Bank's account as well as the profits generated out of customer related derivatives business, which can be seen as a risk-free margin. The trading result significantly improved in 2009 and reached 5.75 million euros (2008: 0.81 million euros). The sharp increase is the consequence of the narrowing of the credit spreads in all asset classes in the bond market. Positioning on the yield curve resulted in significant interest trading profits. Also, the activities on the foreign currency markets contributed positively to the overall trading result as well as the sales of derivatives to clients.

Within the position "Gains and losses on derecognition of assets other than held for sale", the Bank reports gains and losses on the derecognition of its property and equipment as well as intangible assets. For 2009, the Bank reported a loss of 0.37 million euros (2008: a loss of 0.08 million euros) for this position.

Despite increased volume of operations, in 2009 the Bank's administrative costs decreased by 0.37 million euros. Hiring of new employees while opening five new branches calmed down in 2009, as on the other hand the Bank was constantly increasing its productivity and efficiency thus keeping the need for new employees at a low level. Additionally, in 2009 the Bank focused on marketing activities, which supported the retail expansion and to increase the recognition of UniCredit brand. The Bank managed its administrative costs tightly and cautiously. In 2009, the administrative costs amounted to 36.19 million euros (2008: 36.56 million euros) in total, which is a decrease of 0.37 million euros or 1 %.

Staff expenses increased from 18.65 million euros in 2008 to 18.74 million euros in 2009. The ratio between variable and fixed part of staff expenses changed somewhat, as employees' salaries increased as a result of inflation adjustment and addition for previous work, while on the other hand the Bank decreased a part of staff expenses related to variable compensation due to changed and uncertain market conditions. By the end of 2009, the Bank employed 504.8 full-time employees (2008: 500.9) while in that year on average 500.6 full-time employees (2008: 464.9) worked for the Bank.

Other administrative costs decreased in 2009 by 1.36 million euros to 13.01 million euros, as the Bank tries to manage its costs with caution.

Depreciation increased from 3.55 million euros in 2008 to 4.44 million euros in 2009, which is a 25.2 % increase and reflects the previous year's increased investments into the Bank's infrastructure.

UniCredit Banka Slovenija d.d. tries to reduce the impairment losses on financial assets by state-of-the-art risk management techniques and a focus on clients with high credit worthiness. In 2009, the impairment of assets including provisions amounted to 16.96 million

euros (2008: 6.99 million euros), which is an increase of 9.97 million euros and is a result of adjusting to market conditions and a conservative credit risk management policy.

Net income from exchange differences amounted to 4.77 million euros and remained almost identical as in 2008, when it totalled 4.75 million euros.

In 2009, the Bank achieved a pre-tax profit of 11.25 million euros, compared to 23.53 million euros in 2008, which is a decrease of 12.28 million euros.

Within the tax expenses of 2.45 million euros (2008: 5.04 million euros), the Bank records current taxes of 1.94 million euros (2008: 5.51 million euros) and a deferred tax profit of 0.51 million euros (2008: a profit of 0.46 million euros).

The net profit for the financial year amounts to 8.80 million euros compared to 18.48 million euros in 2008, which represents a drop of 9.69 million euros.

The Balance Sheet for 2009

In line with its strategy, UniCredit Banka Slovenija d.d. is committed to profitable growth. Consequently, the Bank doesn't believe that balance sheet growth per se is a good performance measure. In 2009, the Bank's balance sheet grew by 376.13 million euros or 13.0 % to 3,267.37 million euros. The main reasons for this increase are as follows:

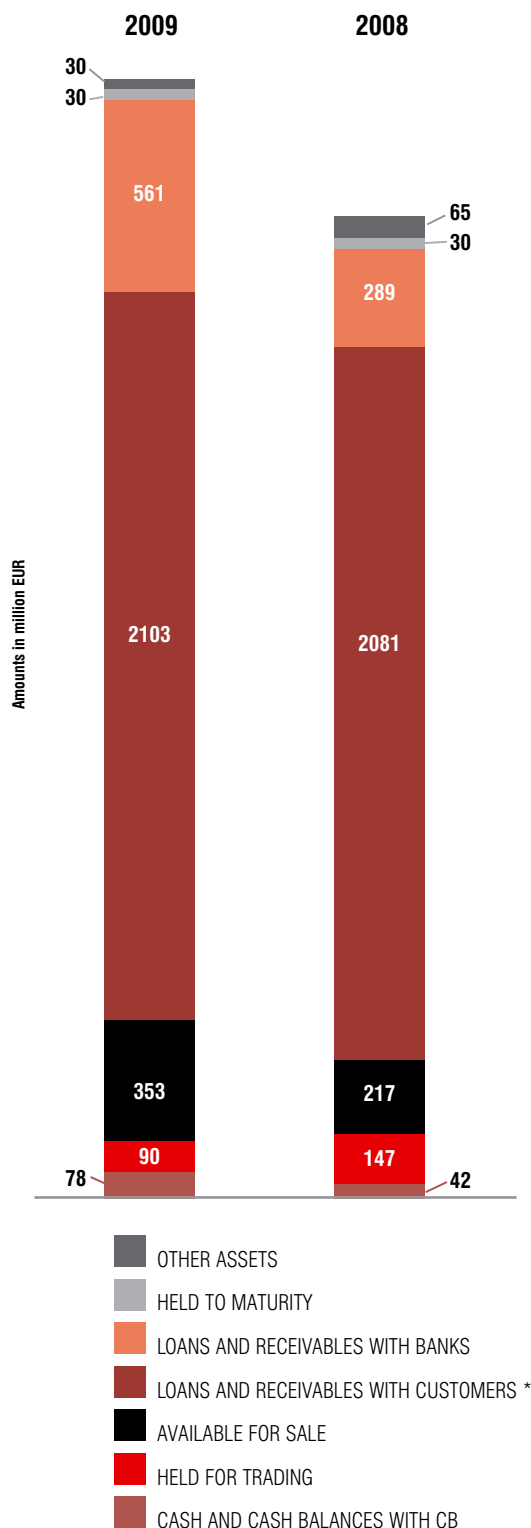
- Faced with the liquidity crisis, the Bank decided to keep more cash with the central bank as well as with Bank Austria AG, as UniCredit Group's liquidity centre for Slovenia. The purpose of these measures was to have sufficient cash at any point of time. Deposits by banks increased by 335.42 million euros.
- The growth of loans to non-banking customers calmed down compared to the record preceding year, so that such loans increased by 32.47 million euros (in 2008: 469.23 million euros).
- Available-for-sale financial assets increased by 135.22 million euros and currently amount to 352.61 million euros. The major part of this increase is due to realization of loan collaterals in the form of securities.

Cash and cash balances with central banks grew in 2009 by 36.12 million euros to 78.02 million euros as a consequence of the global liquidity crisis.

Available-for-sale financial assets consequently increased in 2009 from 217.39 million euros to 352.61 million euros. The position consists of the Bank's capital investments, the liquidity portfolio, as well as some credit spread positions in corporate and bank bonds and stocks in companies. The Bank intends to sell the latter as it

Financial Results

FINANCIAL ASSETS



* The item »Loans to customers« includes loans measured at amortized cost as well as those measured at fair value through profit and loss.

acquired them as a result of realization of loan collaterals.

Loans and receivables to banks increased from 289.45 million euros in 2008 to 561.13 million euros as a consequence of the global financial crisis and the Bank's intention to keep more liquidity available in the short term. Loans and receivables to non-banks rose from 2,064.46 million euros to 2,096.92 million euros by the end of the year. The increase was moderate primarily due to lower demand for loans and general economic conditions.

Held to maturity financial investments, where UniCredit Banka Slovenija d.d. owns local bank bonds, amounted to 29.77 million euros and are thus at a comparable level with 2008, when this category amounted to 29.72 million euros.

The increase of tangible and intangible assets from 19.54 million euros to 22.15 million euros reflects the Bank's investments into business infrastructure.

The decrease from 62.66 million euros to 27.51 million euros within other assets is mainly the result of pending securities transaction.

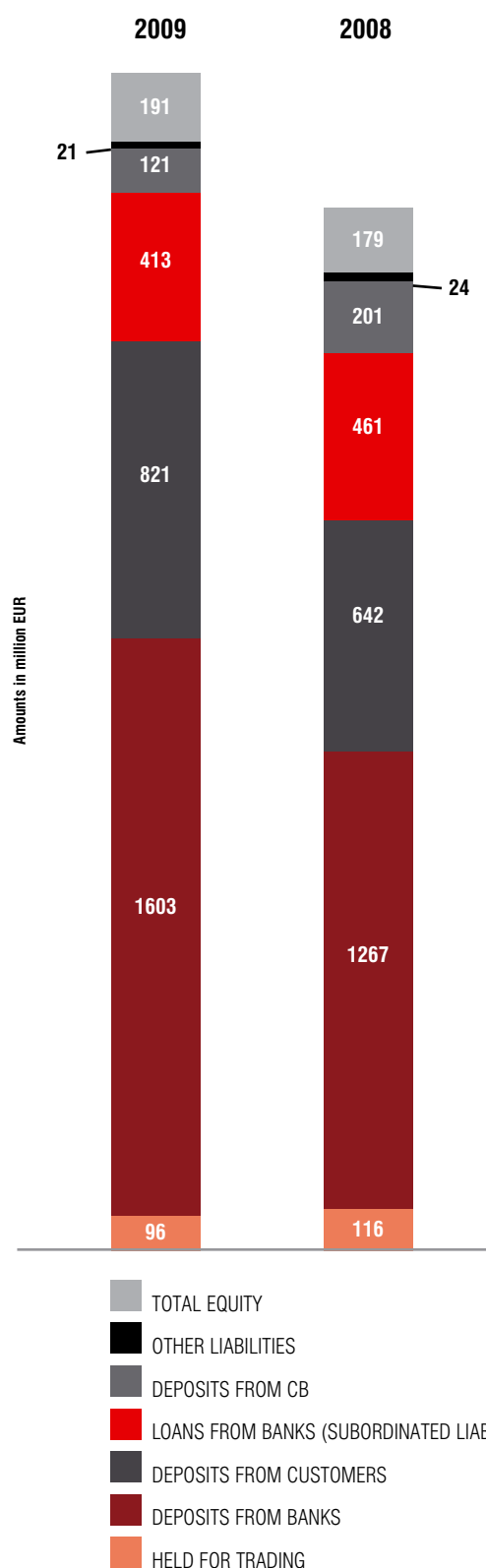
Financial liabilities to the Central bank amounted to 120.63 million euros, which represents a decrease of 80.10 million euros compared to 2008. They reflected the amount of repo transactions (repurchase agreements) the Bank concluded for financing reasons with the Central bank.

Financial liabilities held for trading decreased in 2009 by 27.46 million euros and amounted to 81.77 million euros. The position comprises solely of the negative market value of derivatives, which is a consequence of customer driven business.

The increase on the asset side was mainly financed by financial liabilities measured at amortized cost, which increased from 2,370.38 million euros in 2008 to 2,836.58 million euros by the end of 2009.

Loans and deposits from customers increased by 178.47 million euros to 820.75 million euros. In order to maintain enough capital and to comply with the Bank of Slovenia regulation regarding capital adequacy, the Bank received in 2009 a subordinated loan in the amount of 10 million euros, which together with the subordinated debt from 2008 amounts to 30.13 million euros.

LIABILITIES



The shareholder's equity increased in 2009 by the profit carried forward from 2008. In order to finance future growth and stay in line with the capital adequacy regulations set by the Bank of Slovenia, the Bank will also retain the full 2009 profit and will not pay dividends. The shareholder's equity amounts to 191.22 million euros (2008: 179.17 million euros).

Bank's Segment Performance Review

Retail and Small Business Banking

GENERAL OVERVIEW

2009 simultaneously was a year of myriad trials and challenges in the field of retail and small business banking for UniCredit Banka Slovenija d.d. On one hand, consequences of the economic and financial crisis, especially during the first two quarters of the year, resulted in a decreased ability for Bank customers to repay their loans. Employment loss or reduced monthly income among retail clients, as well as reduced orders and decreased payment discipline among small businesses gravely jeopardized both private and corporate finances for many Bank clients. The Bank approached customers with understanding, assisting them with expert advice and various types of restructuring options for their financial obligations, in order to see them through the worst of things. On the other hand, consequences of the crisis were also reflected in a significantly lower demand for loan products from customer, compared to the previous year.

However, 2009 also brought a number of opportunities that the Bank again took full advantage of. The total number of customers grew to more than 80,000 and we once again ranked first among all the Slovenian banks in terms of customer satisfaction ratings.

Our youngest business units in Sežana, Slovenska Bistrica, Logatec, Radovljica, Kamnik and Ljubljana Rudnik, successfully concluded their first year of operations and succeeded in acquiring 2,500 new customers. Positive feedback received from the latter give us additional confidence and conviction in our strategy for further future expansion of our business network.

SEGMENTS AND PRODUCTS

In 2009, both the retail and small banking segments shared the same challenge - decreased ability of regular loan repayments by Bank customers, which caused an increase in credit risk provisions on the Bank's part. These amounted to 6.165 million euros in 2009, which is 70.28 % more than in 2008. Although revenues from loans increased by 18.7 % and by 4.6 % in the segment of small businesses, the total realised revenues from operations with retail and small businesses were 6.42 % lower, compared to 2008. The main reason for the drop in total revenues is primarily attributed to lower revenues from deposit products, which is a result of lowered reference interest rates and competitive pricings of banks for primary resources.

Mass and Affluent Segment

In addition to a traditionally competitive offer in the area of loans, in 2009 we launched several attractive investment products. First, we met customer needs with an attractive fixed term deposits offer, emphasizing those with maturity longer than 12 months. Despite fierce competition, in 2009 we succeeded in collecting more than

15,646 million euros in fixed term deposits, which is 9.79 % more than the year before. We also obtained above-average success with our partner insurance company ERGO. In 2009, we successfully sold 926 insurance packages. By introducing the Asset Management service, we approached the most demanding of clients, who have entrusted us with 4.4 million euros. With individualised expert financial consulting services and the Pioneer Investment funds, we can now offer our customers a more rounded palette of products and services.

Perhaps surprisingly for many, the negative effects of the crisis have least affected the sale of housing loans, where we recorded an unprecedented height in terms of demand and sales. Based on a relatively favourable interest rate, many customers decided to take advantage of real estate opportunities. In our traditionally strongest segment, we thus recorded a 16.76 % growth of sales volume and, in accordance with our long-term plan, a 12.3 % increase market share at the end of December 2009.

Small Business Segment

In 2009, small business segment expressed more interest in short-term loan products for working capital refinancing than in long-term investment products. Despite the fact that the total volume of loans remained unchanged from last year - 73.3 million euros - relatively speaking, we approved more short-term loans for working capital refinancing in 2009 (+7 %), and by doing so, adapted our offer to customer demand.

Also, due to our renewed offer of transactional banking services, we reached above-average success rates in acquiring new customers. The total number of customers has exceeded 5,100, which represents a 30 % increase, compared to 2008.

FUTURE FORECAST

It is unlikely that the financial and economic crisis will come to an end in 2010, which means that the Bank's focus and key goals in the field of retail and small business banking will remain the same as in 2009. We will continue to address our customers' financial challenges in an active and timely manner, challenges which could subsequently worsen their ability to repay loan obligations. We also will continue to foster the quality of our credit portfolio - a task that remains one of our main priorities.

Nevertheless, we are entering into 2010 with realistic optimism, which means that we wish to take advantage of opportunities that arise as the crisis begins to end. We intend to support good investments in real estate, aimed at solving the housing needs within the retail segment, as well as good investments in the development of new products, the expansion of production capacities and new customer markets in the segment of small businesses.

On the other hand, we also wish to use surplus financial resources to offer “tailor-made” investment plans to our customers, which will bring minimal risk with the expected revenue. An optimal combination of investments in fixed term and structured deposits, in Pioneer Investment funds, ERGO investment life insurance policies and, not least, in asset management, should satisfy even the most demanding expectations of our customers.

In the coming year, we plan to strengthen our alternative sales channels, while intensely preparing for a new wave of sales network expansion across Slovenia.

Corporate Banking

GENERAL OVERVIEW

A less favourable macroeconomic environment coupled with negative economic growth of approximately 7.8 % in 2009 left a mark on the economy as a whole. The banking segment was also equally affected by these developments.

In the first quarter of 2009, the financial crisis reached its peak in developed economies. It was accompanied by increasingly difficult conditions in the real sector and by pessimism and anxiety in regard to future prospects among companies. On the Slovenian banking market, such conditions made it impossible for banks to ensure a normal refinancing process, which was perceived by the economy as the credit crunch. The banking sector tightened the criteria for credit business approval. The trend of increasing interest rates continued and at the same time the banks required better quality of collateral for renewing existing businesses. Interest revenues continued to gain importance compared to non-interest revenues.

As a consequence of numerous measures adopted by the central monetary authorities with the purpose of increasing liquidity and the individual economic superpowers taking action with fiscal instruments, the second half of 2009 brought the beginning of an improvement of the conditions. The beginning of the recovery process of the real sector was greeted with optimism by the financial markets. The conditions on the inter-bank market also started to improve. Due to the lack of good projects on the market and the banks being risk averse, there was no growth of volume of loans to economy. The unsuitable structures of financing companies of the past have pushed the banks into a position where reprogramming the existing short-term financial obligations of clients took precedence.

The absence of an interest differential and the increased volatility of the EUR/CHF exchange rate reduced the appeal of borrowing in Swiss francs. The whole year 2009 was characterized by the lowest level of interest rates compared to historical levels.

Despite very adverse conditions, the Bank once again achieved good corporate banking results in 2009 and once again exceeded set goals from a revenue point of view. Revenue was 4 % above the plan and 12.3 % above last year's results. The revenue growth in the area of large Slovenian companies was as high as 37 %. Therefore, the Bank was capable of maintaining its market position, which represents a great success given the circumstances and the Bank's more conservative credit risk policy (increased provisions).

SEGMENTS AND PRODUCTS

The Bank's overall market share in the corporate loans segment remained mostly unchanged. This is to a large extent a result of the Bank's conservative approach, which forms the foundation for comprehensive assessment of companies' credit ratings. As a result, we declined many transactions because of the risk involved, which was not aligned with our business policy. In the future, we will strive to meet the expectations of companies; however, we will only participate in businesses with an adequate level of balance between risk and return.

In 2009, a volume of the Bank's liabilities towards corporations was 4 % higher than in 2008. The increase in volumes of deposits was highest in the segments of real-estate and project financing, where the Bank achieved 162 % growth compared to the previous year and in the segment of medium-sized companies with 45 % growth rate.

The volume of loans to legal entities decreased by 3 % compared to the previous year. The only segment where we achieved growth is the segment of medium-sized companies, which experienced 9 % growth compared to 2008.

The volume of foreign payment transactions in the segment of electronic payment orders rose by 6 %, while the volume of domestic payment transactions in the same segment rose by 8 %. Revenues from payment transactions services decreased by 14 % in 2009, compared to the previous year.

Due to difficult and unpredictable circumstances in the financial markets, in 2009 there was a shift of companies' focus back to their core business. Our clients were consequently less inclined towards derivative financial instruments of protection against currency, commodity, and interest risk. However, the Bank managed to exceed its plans in this area in terms of revenues and successfully strengthened its market leader position.

The Bank continued building its expertise about products and services in the challenging and complex area of project financing and is already establishing itself as one of the major players in this market segment.

Bank's Segment Performance Review

FUTURE FORECAST

UniCredit Banka Slovenija d.d. will continue to follow its ambitious goals in the area of corporate banking, with particular focus on the following:

- Further growth of revenue, profitability and improvement of the ratio between revenue and average risk weighted assets;
- Increased client satisfaction compared to other banks and to the previous period;
- Maintaining or achieving a leading position in the area of products, such as cash management, instruments for reducing risks, issuing bonds, project financing, and others;
- Improving the internal processes in terms of better operating efficiency and higher quality of services for clients; and
- Developing the knowledge, experience, and satisfaction of our team, which is a necessary requirement for long-term success.

In 2010, we expect the banking industry to remain competitive, while an improved macroeconomic environment and economic climate at home and globally will contribute to more favourable conditions for doing business. The anticipated positive growth of GDP in Slovenia will lead to improved, but still demanding conditions for companies. The banks will still exercise restraint in financing new businesses, but there will be increased interest in good projects on the part of lenders. The banking sector as a whole will once again show growth in the area of credit business volume, while average interest rates will stabilise at a relatively high level in the second half of the year. The companies will report on weaker results in 2009, which will increase the price of cash for them. The banks will have to assess which customers will be successful in the long term and with which customers they wish to build a long term partnership. For banks, their ability to find good new businesses and ensure the right financing structure for them will be crucial.

Despite forecasted negligible economic growth, continuation of conditions characterized by low interest rates and a conservative policy in the area of loans, the Bank will remain focused on sustainable growth, ensuring quality solutions for our clients and exceeding set goals.

Markets

The Markets division is responsible for the Bank's activities in currency, interest rate, fixed income and shares trading, sales of treasury products to customers, and debt capital markets origination. Furthermore, it provides customers with custody, brokerage, and asset management services. Thus, this segment links financial markets with customers and the Bank. Leveraging on its integrated platform, the Markets division is also responsible for maintaining relationships with financial institutions. This organization allows for fast response times and accurate detection of customers needs with this highly market sensitive client segment.

GENERAL OVERVIEW

The shock waves following the bankruptcy of Lehman Brothers in September 2008 receded gradually in 2009 and risk appetite returned jointly with liquidity to credit markets in second half of the year. Nevertheless, many product lines remained negatively affected by the lack of customer demand, especially in the area of structured investment solutions and risk mitigation strategies. Against the backdrop of such difficult market conditions, the Markets division managed to deliver convincing performance and recorded revenues of 8.25 million euros. Gross operating result² amounted to 4.1 million euros, cost/income ration was 50.1 % and return on equity (ROE) before tax reached 88.4 %.

SEGMENTS AND UNITS

The Trading unit achieved good results from interest rate derivative trading by taking advantage of steep euro yield curve during the year. Sovereign credit spread tightening also had a positive effect on the result.

Business activity with financial institutions benefited from excellent credit markets in second half of the year. By combining the placement capacity of our Group with our domestic understanding of customer needs, we were able to win and successfully execute two lead management mandates for the Republic of Slovenia, in amount of 1 billion euro and 1.5 billion euro respectively. The latter transaction represents the first 15-year long bond issued by the Republic of Slovenia.

The Corporate Treasury Sales unit responded to changes in customers' demand and risk sensitivity by refocusing its products and solutions on basic hedging needs. In some way, the adjusted derivatives sales strategy can be described by a 'back to basics' motto, where product simplicity and advisory transparency were the key factors of our approach to customers.

The Custody unit increased the amount of assets under custody

² Gross operating result equals to revenues deducted by operating expense.

to record high levels and made a strong contribution to overall revenue. For another year in a row, our bank scored highest among Slovenian custody providers in a customer satisfaction survey among international investors. Several new markets have been opened, making our custodian offer more attractive to domestic investors investing abroad.

Low liquidity on the Ljubljana Stock Exchange (LJSE) had a negative effect on fee revenues generated from brokerage activities. Nevertheless, the Bank kept its position as one of the top brokers on the LJSE when measured by traded turnover.

The Asset Management Unit, introduced in December 2008, made off to a good start and achieved excellent results for its customers. The performance of all major portfolios beats its benchmarks while keeping risk indicators at moderate levels.

FUTURE FORECAST

Past two turbulent years have emphasized strengths of our business model, which is based on customer driven business. We will therefore continue with our efforts to build our product competence on customer needs. This will require an even closer cooperation with coverage units, especially of the Corporate division, and a clear organisation of the Markets division along the lines of a product factory. Irrespective of future market developments and challenges, we look with optimism to the year 2010 and expect the Markets division to deliver strong results again.

Sales Support

The employees of the Sales Support division manage customer segments, introduce new products and prepare marketing actions for all customer segments in both retail and corporate banking.

When managing customer segments, new product development and preparation of marketing actions, we build on the needs of different customer segments and create products and services tailored to them. We help them achieve their goals and ambitions in the spirit of a modern and innovative bank.

Customer satisfaction remains our key objective, and is confirmed year after year by research showing that the UniCredit Bank brand has become synonymous with excellence in the Slovenian banking market. In coordination with the UniCredit Group, the Bank measures customer satisfaction indices in corporate banking as well as retail and small business banking. The customer satisfaction index for retail banking is calculated by an independent institution, T.N.S., enabling the Bank to compare its results with those of other banks within the UniCredit Group and other banks in Europe and Slovenia. By achieving a score of 95 points, the Bank is proud to significantly

exceed the customer satisfaction rating of our Slovenian retail banking competitors – which are given a score of 76 points on average. This places the Bank among the best five percent of all banks in Europe. Results in the area of corporate banking also show that in 2009 the Bank was again ranked among banks with the greatest customer satisfaction. The Bank will strive to preserve high customer satisfaction in all segments in the future as well.

In the area of retail banking and small business banking, our focus in 2009 was primarily on acquiring new customers and increasing cross-selling. The Division carried out 24 different marketing campaigns. Due to the increased demand for savings products, a large part of the Division's marketing activities was focused on forming competitive offerings of deposit and savings products tailored to the customers. In cooperation with the insurance company Zavarovalnica ERGO d.d., in 2009, we offered our clients a range of attractive investment life insurance options. In the area of small business banking, we updated our offerings of business banking packages, which made us more accessible to the needs of various small businesses sub-segments. We also concluded business cooperation with the Slovenian Chamber of Crafts with the intention of increasing the visibility of our banking offerings among its members and acquiring new customers.

In the segment of corporate banking, the Division successfully carried out 11 marketing campaigns which contributed to the visibility of the Bank and thus the acquisition of new customers, as well as to the increase in sales despite unfavourable market conditions. One of our greatest successes continues to be the central communication channel that we maintain with our corporate clients, which enables us to provide effective transfer of knowledge and best practise in the area of financial products management. In 2009, the Division carried out 15 such campaigns.

As a member of the UniCredit Group, UniCredit Banka Slovenija d.d. also became a proud official sponsor of the UEFA Champions League in 2009 for a sponsorship period from 2009 – 2012. Sponsorship represents a powerful marketing and communication tool, which will enable us to increase the reputation and recognition of the Bank. For this purpose, we carried out several football-themed marketing activities in 2009, through which we invited customers to join in the football excitement of the UEFA Champions League, which will continue through 2010, culminating in the final game in Madrid.

In 2010, we will put more emphasis on researching the needs of individual client segments and developing products, services and marketing channels tailor-made for them.

Bank's Segment Performance Review

Back Office

In 2009, the back-office integration continued, so that already in the beginning of the year we included activities in this area, related to keeping the register of domestic and foreign financial institutions and loro accounts, as well as opening, monitoring and controlling of nostro accounts, exchange of SWIFT keys and messages with other banks. Mid-year, we additionally centralized the area of realisation of bills of exchange for natural people (individuals), which was unified with the processes for bills of exchange of legal persons. In autumn 2009, we implemented the centralisation of opening and maintaining transaction accounts of legal people from the business network and the area of corporate banking.

In order to achieve higher efficiency, we also implemented system support for automation of recording brokerage and custody operations, which is shown in the system link of analytical and book-keeping applications in the first half of 2009.

By centralising and optimising other processes on one hand, and additional minor automations of processes on the other hand, we achieved higher efficiency of operations, higher quality level of activity performance and thus lower operational risks. This was also proved in the regular comparative analysis of back-office activities within the UniCredit Group subsidiaries in the CEE region. The comparative analysis process also includes an annual preparation of a plan of measures for achieving higher efficiency of back-office operations, which are regularly monitored and amended in accordance with the Group guidelines and initiatives of individual back-office areas in the Bank.

In accordance with the new Payment Service Directive, we implemented adjustments of processes and consequently of applicative support in operations with transaction accounts and bills of exchange. In addition to this, we amended individual back-office processes and applicative support in the area of credit operations on the basis of the regulatory binding schedule for introduction of the Basel II IRB approach.

We implemented additional system and process controls in back-office activities of brokerage and treasury operations, defined key indicators of operational risk in all back-office areas and implemented the necessary risk scenarios in accordance with the advanced approach of operational risk measurement.

Challenges of the Year 2010

The subsiding economic crisis and the first signs of the economy beginning to grow again – both at home and abroad – give us hope that the toughest challenges for all market participants are behind us. However, they are a reminder that caution is still necessary when entering into different types of business relations, particularly where risk is involved.

In 2010, the banking sector will be facing the following challenges in particular:

- The period of the expansive monetary policy of the European Central Bank (ECB), in proportions that we have witnessed over the past two years, is over. This means that possibilities for refinancing with the ECB will be limited and, as a consequence, primary resources, which are crucial for every bank, will become even more limited. There will be increased demand for them on the Slovenian market as we can expect a continuing trend of reduced dependence on foreign banks on one hand and a higher level of security for them on the other, because the government's guarantee for their repayments will still be in force. At UniCredit Banka Slovenija d.d. we will endeavour, despite rising unemployment levels and thus slower growth of primary resources, to establish new partnerships and acquire their financial resources, with the trust we have built on the market, the know-how and the quality of our services. In cooperation with the entire UniCredit Group, the Bank will strive to offer new products with an emphasis on risk, as well as return. In other words, we will aim to ensure optimal proportion of these two most important financial elements, especially for the clients who do not possess the necessary financial knowledge.
- During the recent financial crisis, in general, assets of various legal entities have deteriorated significantly. This brought about lowered credit capacity, illiquidity and, in some cases, insolvency. This is why UniCredit Banka Slovenija d.d. will try to find new solutions with these clients for their existing credit arrangements, nurturing the interests of both contracting partners, with the purpose of achieving a better business outcome with a more stable foundation.
- The Bank is interested in and will endeavour to participate in the financing or co-financing of new investment projects with the current financial resources at our disposal and in collaboration with domestic and foreign investors, while simultaneously meeting the financing needs of the state of Slovenia. Considering the fact that Slovenian clients are increasing their presence as investors on the markets where the UniCredit Group has its business network, the Bank will invest additional efforts into ensuring that such business participations achieve the best

possible results, while reducing business risk with additional optimisation of cash flow management.

- The Bank is aware that, due to market instability, the topic of market risk will require more attention on the part of all participants. For this reason, the Bank will invest additional efforts, knowledge and experience on further reducing these risks by using various financial instruments and thus contribute to achieving the best results; the leading market share that the Bank has on the Slovenian market in this segment of operations is not only proof that a variety of clients trust us but also adds to our responsibility of ensuring the highest level of professionalism and seeking new and additional angles to reduce these risks.
- In its role among the leading intermediaries in the operations on the Slovenian capital market, the Bank will do all that is possible to promote the domestic market among potential foreign investors, while simultaneously, in collaboration with the entire UniCredit Group, introducing the variety of possibilities that foreign markets can offer to domestic investors. The Bank is aware that the process of ownership structure profiling on the domestic market is still in course, which is why the Bank will support the process with various financial instruments that are based on the highest standards of professionalism and ethics.
- The Bank is conscious that sustainable organic growth of its entire set of business operations is a basic guarantee for achieving new results that will fulfil the expectations of our business partners, owners and employees. Because of that, the Bank will endeavour to continue with the process of rationalising operations, and ensuring a higher degree of synergy in cooperation with the entire UniCredit Group. We are convinced that only through a combination of both activities can we yield optimal results for all participants mentioned.
- While we wait for an upturn in the economy, the Bank will assess the possibilities of continuing with our current business plan in connection with expanding our business network and thus bringing the Bank closer to the public, especially to small- and medium-sized companies, which represent the majority of the Slovenian economy.

The economic and financial crisis brought us all new realities and experiences, of which it is our duty to apply the positive ones toward achieving better results and regarding the negative ones as additional motivation to reduce the various risks that we encounter on a daily basis. UniCredit Banka Slovenija d.d. will strive to use these new realities and combine them with further investments into the knowledge of our employees and full awareness of our responsibilities, in order to achieve the set goals and thus gain more trust among our existing and new business partners.

Managing Business Risks

Risk Management

The year 2009 continued to show the importance of having a strong focus on risk management and the continuous need to refine risk management practices. While our risk and capital management continuously evolves and improves, there is no guarantee that we can anticipate all market developments – particularly those of an extreme nature – at all times. The risk management of UniCredit Banka Slovenija d.d. is driven by the Risk Management division.

In line with our expectations, the credit risk environment of 2009 proved to be challenging. The instability and uncertainty of financial markets in 2008 caused a deteriorating economic environment also in Slovenia at the end of 2008 and throughout 2009, affecting both the corporate sector as well as private individuals. Anticipating that our customers' liquidity situation and creditworthiness would come under pressure, UniCredit Banka Slovenija d.d. started to take preventive and responsive measures. Already at the end of 2008 and continuing in 2009, the Bank has been running systematic liquidity checks of important credit exposure customers and customer groups as well as of credit customers in endangered industries. Further care has been dedicated to assessing liquidity of the Bank's customers' customers, which added scrutiny to an already comprehensive customer credit check. Active management of client relationship was further strengthened. Where needed and based on each individual assessment of the situation and possibilities, restructuring and/or reduction of credit exposure and/or improved collateralization was considered and pursued.

The Bank decided to take part in the state's guarantee scheme in order to continue to support the Slovenian corporate sector, while at the same time mitigating the credit risk via the partial state guarantee.

The Bank strengthened its restructuring and workout team with additional staff. A special collection team was established for quick collection of overdue customer obligations. The latter activity added further valuable information to the Bank's credit portfolio monitoring database.

In 2009, the Bank created additional impairments for credit exposures in the amount of 15.6 million euros, more than twice the budgeted net increase and almost 2.5-times of the previous year's net add-on. The increase was mainly driven by the mentioned deteriorated economic developments, although nearly one-third is attributed to a single, major corporate insolvency case. UniCredit Banka Slovenija d.d. responded to the increased risk costs in a timely manner with an overall correction in credit risk pricing.

While in 2009 the Bank continued to use the standardized approach for calculating capital requirements for credit risk, the use test period

for the Foundation Internal Ratings Based approach (F-IRB) started on 1st January 2009. The application package for F-IRB was handed over to the regulator in December 2009.

In the field of market and liquidity risks, the Bank as well as the UniCredit Group in 2009 particularly in the first months focused on short-term and structural liquidity. In line with the market situation, the Bank had more frequent liquidity meetings and intensified liquidity reporting requirements. As we have practiced in the past, we have regularly performed strict monitoring of FX, spread risk, BPV and VaR limits.

In May 2009, the Bank of Slovenia performed a validation check based on the UniCredit Group's intent to implement the Advanced Measurement Approach (AMA) for capital requirements for operational risk. In September 2009, the regulator issued consent to the usage of the AMA approach. Based on that and in line with the Bank's expectations, the third quarter saw a decrease in capital requirements for operational risks.

Based on macroeconomic forecasts for 2010, the Bank does not expect a quick easing in the credit risk environment. The Bank will continue to focus on adequate restructuring of stressed credit exposure, improving its underwriting processes and monitoring activities. Regarding market and operational risk management, the Bank will continue to keep its high quality level monitoring of risks in line with regulatory requirements and developments within the UniCredit Group.

Finally, in terms of risk appetite, a cautious exposure expansion strategy shall be pursued in order to create a sufficient revenue base to maintain and improve the Bank's loss absorption capacity.

Information Technology Support

In the area of information technology (IT) support for operations, 2009 was marked with several important goals at UniCredit Banka Slovenija d.d. These included: continuation of activities related to automation of business processes, introduction of information technology support for the IRB approach for Basel standards, development of additional services in the field of card operations and upgrading of document management tools.

A higher level of services, responsiveness and an increased productivity of complex business processes through their informatisation (the introduction of Workflow tools), which was launched in 2008, continued intensely in 2009 and was also expanded to new areas. Since December 2009, the informatisation of the mortgage loan-granting process for retail clients has been in the pilot use stage. The project of informatisation of the loan-

granting process for corporate clients started in February 2009 with a scheduled transition into regular use in March 2010. Also, in 2009 many smaller business processes and sub-processes were supported from the information technology point of view. This represented a first step towards their comprehensive informatisation, which is scheduled for the coming years.

The support for the Basel II standards for calculating capital adequacy was one of the most important priorities of the IT development in 2009. There is a full-blown activity in this field inside the Bank, which is also synchronised throughout the entire Group. A series of information system expansions was introduced (monitoring client riskiness, control of loan collateral, control of bad loans payment – in the implementation stage), while for the integrated collection and monitoring of data we introduced a central data warehouse, which currently serves primarily for processing of the Basel II related information.

As for the introduction of the single payment area in euros (SEPA), the Bank continued with the information system upgrading. In March 2009, we transferred domestic payment settlements to the new clearing house SIMP within Bankart. At the same time, we entirely moved domestic payments into the SEPA payment scheme. Permanent orders were also moved to SEPA as of April 2009.

The introduction of the new European Payment Services Directive (PSD) was an important challenge for the Bank, which did not only require the adjustment of information support, but also a full adjustment of payment services. The activities were concluded by the originally envisaged deadline, so since November 2009 the Bank has been fully in compliance with the Payment Services Directive.

The development of new services in the area of card business has been a regular practice within the Bank. In 2009, we offered our clients a possibility to receive information on executed transactions with MasterCard and Maestro cards via SMS (the so called SMS security message). This service enables clients a higher level of security and lower risk in case of card abuse or theft. The Bank also started developing the corporate Maestro card. The development was completed by the end of 2009, while the Bank has been offering a new card to its clients since January 2010.

The trend of growth of transactions with cards issued by the Bank continued in 2009, as we saw a 7 % growth in VISA transactions, a 15 % growth in MasterCard and a 19 % growth in Maestro transactions. The number of cards issued by the Bank also increased, namely by 12 % for VISA, by 23 % for MasterCard and by 17 % for Maestro cards.

In 2009, we continued the trend of increasing number of domestic transactions (by 10 %) as well as the cross-border and international

payment transactions (by 5 %). The share of electronically sent payment orders increased to 94 % in domestic transactions as well as in cross-border and international payment transactions.

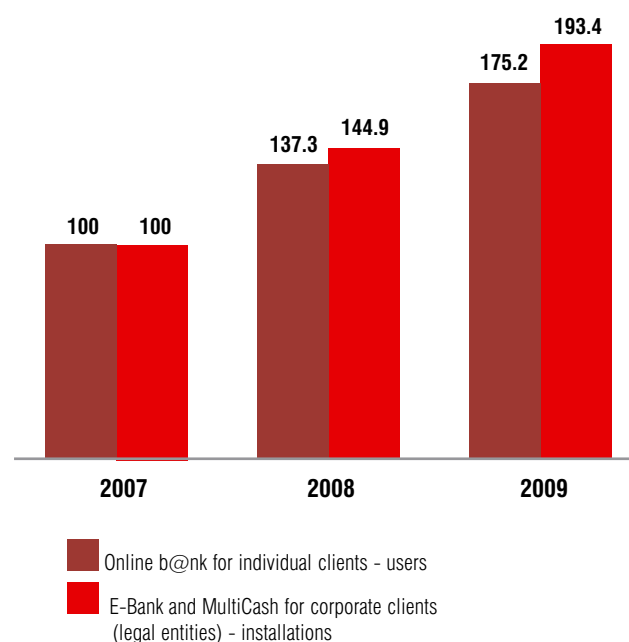
In the area of electronic banking, the Bank made an important step forward for retail clients. As of March 2009, a brand new internet banking system has been available for clients, which is user-friendlier and offers additional services, not enabled by the old one. This is also a shared information solution for all the Group's subsidiary banks in Central and Eastern Europe and allows our users to manage their accounts with other subsidiary banks. The trend of increasing share of users of electronic banking systems continued throughout 2009 as well, since 45 % more corporate clients (legal entities) and 37 % more retail clients were using them compared to the preceding year.

In 2010, the Bank will continue to implement projects of information technology support for business processes and to conduct activities aimed at supporting the Basel II standard. We also plan the introduction of various new services, such as e-invoices, where the development activities are already taking place.

DATA PROTECTION AND INFORMATION TECHNOLOGY SECURITY

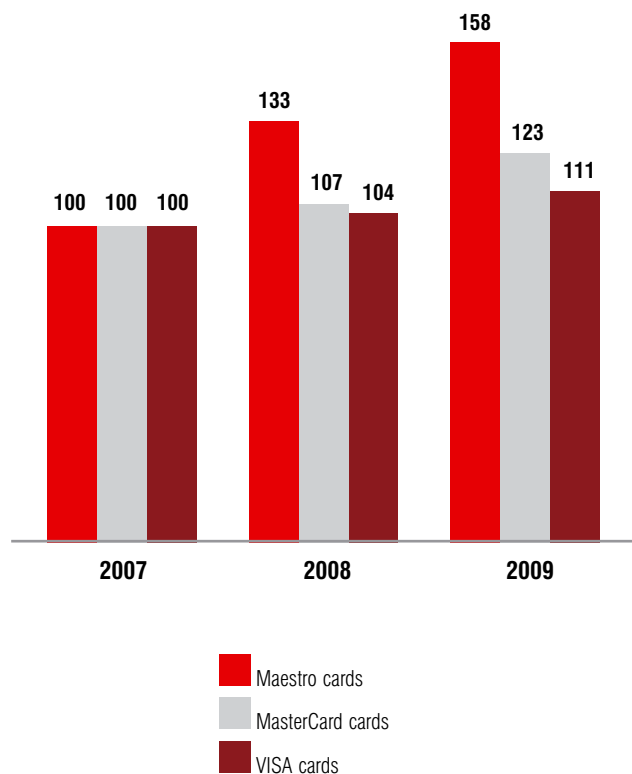
In 2009, the Bank continued its established operations in the area of IT system security as well as security in other areas of operations.

INDEX OF SHARE OF USERS / INSTALLATIONS GROWTH, COMPARISON 2007 - 2009 (in %)

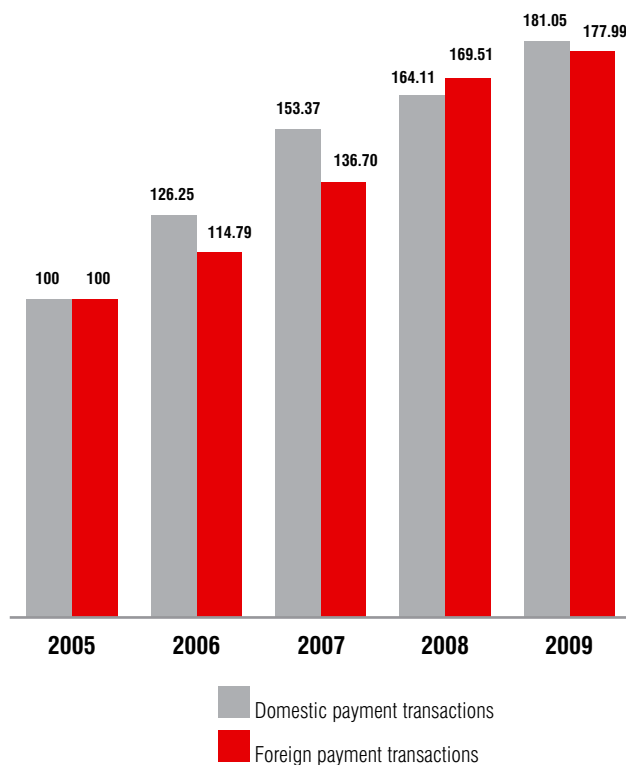


Managing Business Risks

CARD TRANSACTION INDEX (in %)



INDEX OF GROWTH IN NUMBER OF PAYMENT TRANSACTIONS (in %)



A considerable emphasis was put on the area of physical and technical security. On the basis of the revised Decision of the Bank of Slovenia on risk management and the implementation of the process of assessing sufficient internal capital for banks and savings banks, which deals with personal protection, the Bank implemented all the necessary activities. An overall inspection of all the buildings of the Bank headquarters was performed as well as all the branches across Slovenia. The inspection was performed by an independent expert. On the basis of this thorough inspection, a detailed security report of the Bank was prepared. In general, it was found that physical and technical security was on a very high level. The inspection also proved to be an excellent opportunity to eliminate some of the minor weaknesses found in the mentioned security area.

There was also a novelty in the area of BCP – Business Continuity Process, where the Bank fully tested for the first time its so-called alternate location. The test involved complete transfer of operations of all IT systems from primary location to the alternate one, performing (simulation) of business operations on the basis of operations on the

alternate location and then transfer back from the alternate location to the primary one. The test results were very successful.

On the basis of the reinforced management by the UniCredit Group, the Bank will further extend its operations in the security area in the future.

Corporate Sustainability

UniCredit Banka Slovenija d.d. as a part of the UniCredit Group³, a leading European Bank strives to be active in the area of corporate sustainability also and especially in the period of unstable market conditions. Now is the right time to establish and additionally build on the trust and proof that the Bank can stand by its clients also in more difficult times. Our advantage is our commitment to seeking the best solutions for all our stakeholders. Fairness, transparency, respect, reciprocity, freedom to act and trust are the values we follow especially thoroughly in our daily work.

It is essential for the Bank to create trust among the public (both locally as well as within the Group), strengthen it with its actions, and communicate it in a proper manner to the public. It is important to do this in times of extremely volatile market conditions, where partners seek the safest and most stable solutions and partners.

We wish to provide our top-notch co-workers with enough challenges and comfortable working environment. We constantly upgrade our operations in line with the values from the Integrity Charter, which is common to all members of the UniCredit Group.

Relations with Employees

At UniCredit Banka Slovenija d.d. we are aware that our employees are the source of power, energy, and knowledge that contribute to achieving the Bank's long-term goals and satisfaction of customers and peers. Therefore, we pay careful attention to their personal development.

COMMUNICATION WITH EMPLOYEES

Our colleagues reflect the Bank's operation and are the key factor in building respect in the eyes of other stakeholders. With activities that we performed in 2009 we wanted to show colleagues that their contribution matters, is welcome, and appreciated.

We used communication to emphasize the connection of selling and non-selling points and joint commitment to reaching the same goal-realization of the Bank's strategy. With active communication and realization of the projects, such as Integrity Charter Day, Culture Day, collecting donations by employees under the auspices of the Unidea Foundation, UniQuest perspective employees educational program,

informing about other opportunities of education and employment within the Group, and other projects (of which quite a few took place in all the countries where the Group is present), we made connections also with the UniCredit Group.

We kept our employees informed about current topics by using channels such as letters from management, personal letters, e-mails, redesign of the Bank's intranet page, and personal meetings with employees. We were actively involved in the preparation of a web monthly newsletter, which was launched in all CEE countries of the Group and published local internal news called KomUNikacija.

In 2009, employees met with UniCredit Leasing d.o.o. and UniCredit CAIB Slovenija d.o.o., in Podpeč, where we celebrated the second anniversary of our new name in the spirit of the Champions League and thus communicated our sponsorship of the UEFA Champions League to the local employees. We also launched meetings of our employees with the highest management of the Group, so in autumn 2009 we enabled our co-workers to meet with the Chairman of the Supervisory Board, Federico Ghizzoni, and ask him questions about topics of interest to them in a relaxed atmosphere.

Key employees received personal acknowledgement from the Bank's management for successfully completed special projects which required high personal engagement. By doing this, the Bank emphasized their role during the projects and rewarded their efforts.

In communication with employees, the Identity and Communications, Human Resources, and Marketing departments joined their forces and contributed to the strengthening of the involvement of employees into the Bank's life, by increasing the feeling of being a part of the Bank and motivating employees for successful further work.

GROWTH IN THE NUMBER OF EMPLOYEES AND HIRING

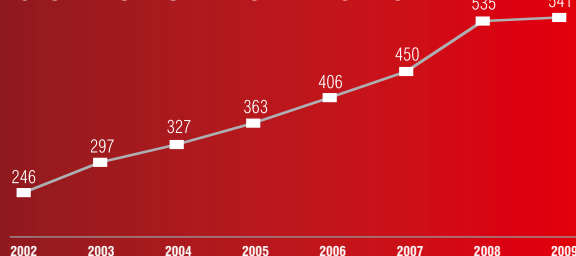
In the last five years, the number of employees at UniCredit Banka Slovenija d.d. has increased net by 214 employees. The highest growth was recorded in 2008 (growth in the number of employees amounted to 18.9 %) when despite volatile conditions on the market we implemented one of the biggest investment projects and opened six new branches.

The number of employees has been more stable since the beginning of 2009 than in the previous periods. At the beginning of 2009, the Bank had 534 employees. By the end of the year, that number had grown to 541 employees. On a monthly basis we have additionally engaged 28 students on average (in most cases for the project electronic archiving of documentation). The growth in number of employees in the last year was 1.3 % which is also the result of our efforts to maintain the growth of costs at zero level.

³ UniCredit Group has been preparing reports on its sustainability since as early as 2000. From 2007 on, UniCredit Banka Slovenija d.d. figures in the report within the Central and East-European countries group (http://www.unicreditgroup.eu/en/Sustainability/Sustainability_report.htm?sParam=2008&sParam1). Report on corporate sustainability of the Group for 2008 was compliant with GRI3 requirements and with compliance level B+. It discloses in detail activities implemented by the Group and indicates links between strategies for corporate sustainability and relations with stakeholders. The ninth report in line includes the following countries: Italy, Germany, Austria, Poland, Bulgaria, Croatia, the Czech Republic, Romania, Russia, Serbia, Slovakia, Slovenia and Hungary, where there are 114,000 employees in members of the Group.

Corporate Sustainability

GROWTH OF NUMBER OF EMPLOYEES



The average age of the Bank's employees is currently 36.5 years: 63 % of the staff employed by the Bank are women while 37 % are men—the gender ratio was unchanged from 2008. We take care of diversity among employees, which is also shown in mixed employee structure (namely, 4 employees are expatriates) and the structure of managers by gender, as there are 53 % women and 47 % men at all levels of the management structure.

In 2009, 41 new employees joined our ranks, while 35 left the Bank. We have concluded 18 contracts for fixed-term employment, 9 traineeship contracts, and the remaining employment contracts were concluded for an indefinite period. On average, the Bank had monthly 58 fixed-term employees and 10 trainee employees, which is a total of 12.6 % of fixed-term employees over the year. The percentage of fixed-term employees has decreased by 2.2 percentage points as compared to the end of 2008.

With regard to the drastically changed market conditions, the Bank's goals for new hires in 2010 are predominantly: further search for internal resources and knowledge possessed by employees in various areas as well as motivating employees with high development potential and raising ambitions for new knowledge and work areas.

EDUCATIONAL STRUCTURE

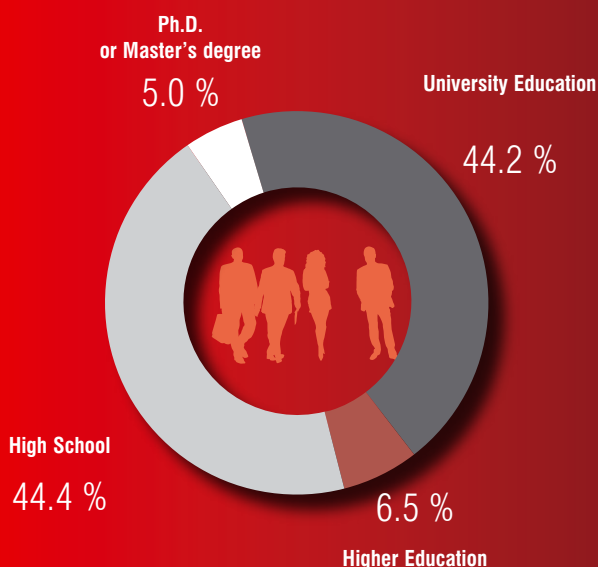
UniCredit Banka Slovenija d.d. pays particular attention to knowledge and education, as evidenced by available data showing that 5 % of our employees have a Ph.D. or Master's degree (an increase of 0.5 percentage point over 2008); 50.6 % of employees have higher or university education degrees (up 1.6 percentage point over 2007); while 44.4 % of employees have high school diplomas (a 2.1 percentage point decrease over 2008). A trend of an improving education structure is seen, as the level of higher or university education degrees increased.

TRAINING AND EDUCATION

In 2009, we allocated 0.4 % of total revenue toward training our employees, which is considerably less (40 %) than in the exceptional preceding year. In 2008, we opened six new branches which required training of over 30 new employees for independent work. Additionally, in 2008 the amount of money dedicated to education was twice the amount of that in 2007 and 2009 due to high economic upturn, which enabled the implementation of a wide variety of trainings in professional areas as well as in sales techniques and management skills.

In 2009, we conducted a total of 19,600 hours of educational and training activities (a 37 % decrease over 2008), while the average stood at 39 teaching hours per employee (a 33 % decrease over 2008). The topics covered by training and educational activities included banking professionalism, as well as sales techniques, management skills, and improving computer and language skills. In 2009, we conducted two new Leadership Academy modules "Receiving and providing feedback" and "Management styles" with over 80 managers participating, and for the new managers we repeated two most important modules "Forming and managing teams" and "Introduction and management of changes" which had already been conducted in 2008.

EDUCATIONAL STRUCTURE OF EMPLOYEES



The share of internal trainings was 28 % and comprised the following topics: products and processes (a total of approximately 68 % of all internal trainings), the introductory seminar for new employees, titled "Welcome Amongst the Best" (a total of 17 % of all internal trainings), communication skills and collection skills (a total of 15 % of all internal trainings).

Introductory seminar "Welcome Amongst the Best", the purpose of which is faster and easier inclusion of the new employees as well as their acquaintance with the vision and strategy of the main organisational units and their roles in the Bank, has been conducted in the Bank since 2004. The seminar has been conducted 26 times since its launch; 52 employees attended in 4 repeats in 2009. 5.0 % of all training hours were dedicated to this training.

In accordance with the strategy and aims of the Human Resources department, we launched the Talent Management Program in 2009, which was concluded by 14 perspective young employees in December by finishing work on the project "Family-friendly Company". Within the context of the Talent Development Program, a 2-day teambuilding was organised in summer on the topic "The role of a team leader". The Group trainer, Kerr Wells, who performs management trainings for banks in the Group and has prepared 3-day workshop "Leadership 4 Results", visited us in Slovenia in autumn 2009.

The UniCredit Group's orientation is to organise in its subsidiaries as many trainings as possible with its own trainers. For this purpose, the Group conducts relevant "Train the Trainer Training" which was attended in 2009 by 11 employees from the Bank, trained especially in the area of sales and risk management.

A 40-hour English course with the emphasis on banking and financial terminology was attended by 36 employees, which represents 7.60 % share of all education hours in 2009. Training for the use of MS Office programs Excel and Access was attended by 56 employees, who spent 1,045 hours in workshops or 5.3 % of all training and educational hours in 2009.

In the area of obtaining licenses in 2009, one employee obtained stock exchange license, 12 employees passed the exam for sale of investment funds and 18 employees successfully passed the test of expert knowledge, necessary for performing insurance mediation operations. As of the end of 2009, there is a total of 85 employees holding a license for sale of investment funds, 42 employees a license for insurance mediation, and 10 employees a stock exchange license.

Within the total training and educational hours, we dedicated 65 % of them to banking professionalism, 12 % to training for the use of

leadership skills and abilities, 10 % to additional training in the area of sales and communication skills, 8 % were dedicated to learning foreign languages, and 5 % to improving computer skills.

EMPLOYEE DEVELOPMENT AND REMUNERATION

For the last few years, the Bank has been systematically taking care of the development of key human resources (with the aid of the Executive Development Plan – EDP and Talent Management Review – TMR), implemented on the level of the entire Group, and the Talent Development Program which is carried out locally. The main point of all the programs is taking care of the continuity of employee development, their skills and knowledge, as well as providing for new generations of capable leaders and experts, who will ensure long-term stability and bank business growth.

In 2009, we were very proud of the Talent Development Program implementation, through which we have identified the first generation of potential young experts and started training them for leadership roles in the future. The program was completed by 14 employees and during the program two of them already had the opportunity to show their leadership skills, which they now successfully demonstrate in practise.

The Group also offers the Uniquet program for which any employee can apply and after passing the selection process in one year, they can work together with their Group colleagues on real business projects of the Group for one year.

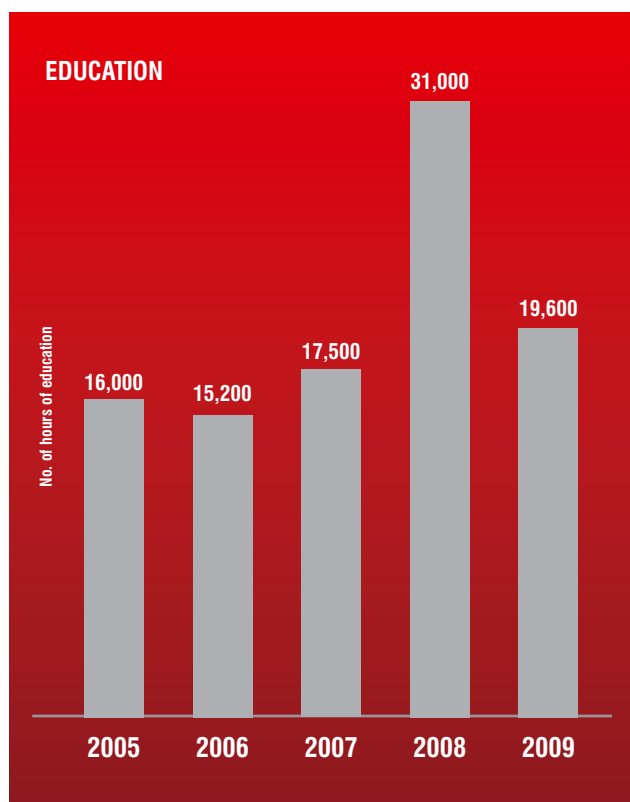
We systematically take care of employee development also with the help of the Management by Objectives system, the key characteristics of which are: joint objective setting (leader-employee) with each employee and mid-year evaluation as well as providing feedback on work performance.

The annual development interview, as part of the Management by Objectives, is implemented at all organizational levels and we consider it to be a competitive advantage, as assessment of behaviour and skills is the foundation for such an interview. The result of the Management by Objectives approach is better familiarity with the goals and strategy of the Bank and of the individual organizational units and therefore greater employee satisfaction. At the same time, the remuneration system also is connected to achieving individual goals.

SURVEY ON EMPLOYEE ENGAGEMENT

Since 2006, we have been conducting a survey on employee engagement (People Survey) within the UniCredit Group, which presents the key element of our model of employee management and their skills and knowledge. Therefore, we conduct the People Survey each year, and we thus measure continuously the progress

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we have made in our efforts to maintain and increase business success and create a comfortable working environment, where employees can fully express their potential, while feedback helps us to improve quality of relations and satisfaction of our employees. In 2009, over 120,000 employees from the entire UniCredit Group participated in the survey and shared with us their feelings and thoughts regarding their professional lives in the Group. At UniCredit Banka Slovenija d.d., the percentage of participants amounted to 83 % which is a reflection of strong commitment of our employees, which is one of our main advantages.

The results of the survey performed in January 2009 showed that, as compared to the previous year, engagement improved in all categories, especially in training and development area, compensation package, management/ supervision of direct managers, engagement and loyalty and our trust in the future and in the Group. Other areas that have also improved are the following: organizational efficiency, cooperation and working relationship and fairness – integrity and corporate sustainability. We published the results of this year's survey on engagement on our intranet site.

In the area of education and development, we gave more attention to the exchange of knowledge and experience and to their acquisition in a different manner (e.g. internal transfer of knowledge, self-education); for this purpose we established an internal library with a catalogue of material, which is published on the Bank's intranet. We

are proud of the fact that there are 30 employees who are members of this library and that employees have contributed a total of 100 books and other literature from their own collections.

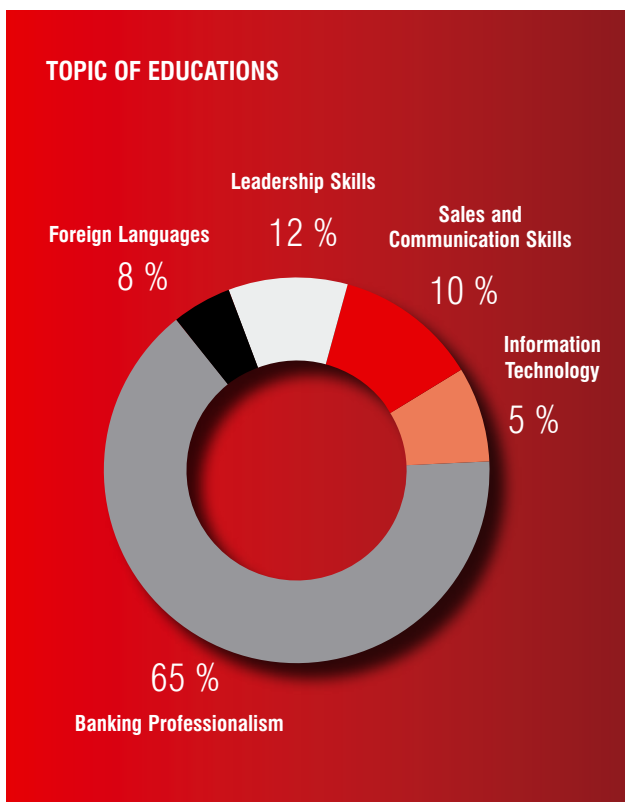
In 2009, we also continued with the Leadership Academy, which enables leaders to acquire knowledge with the help of trainers from practise and includes content, defined in the competence model. We have put (and will put also in the future) more emphasis on trainings being related to actual needs of employees and organisational units and defined during annual development interviews, but we have also focused on the development of leadership potential of young talent in the Bank and so in 2009 the first generation of talented employees was already included in the Talent Development Program. As regards the category of work performance management our main objective is to improve communication and transparency of performance management system.

We wanted to encourage diversity mostly through communication, directed at internal clients – employees – with an emphasis on the inclusion (in projects and decision-making) of employees with longer working experience in the Bank. We organised three breakfasts of the Management and employees, who have over 15 years of work experience in the Bank, which enabled them to present their opinion, ideas and suggestions on improvements, and discuss the Bank's strategy and results with the members of the Management Board.

In order to increase engagement of employees who have children and to help them balance their professional and private life more easily, the group of talented employees included in Talent Development Program, worked intensively during the year on "Family-friendly company" project, so that we are ready to enter the process of acquiring a "Family-friendly company" certificate in 2010. Activities in the area of leadership continued to be implemented with the aim of building on internal communication, also through personal contact with the Management Board and leaders of the highest organisational units (we continue with Management and employees breakfasts, Human Resources department began with "Open Door Policy of Human Resources Department", we held "A Day in a Branch Office" for the third consecutive year) and increased inclusion of employees into the decision-making process and best practise exchange.

VALUES

In 2009, as in previous years, we celebrated the "Integrity Charter Day" on 23 September 2009, dedicated to the discussion of six values: equality, trust, respect, transparency, freedom of action, and reciprocity, which help an individual in their work and support them in their work with our stakeholders (employees, local communities, shareholders and clients). On this day, we organised workshops, where we exchanged "stories" – examples from practise, where concrete employees or organisational units rose to the occasion by



working in the spirit of our bank values. From 23 selected stories, we chose a winning story of showing respect and equal treatment as well as client approach, which took place in our branch in Murska Sobota.

The Ombudsman position, which was established in the Bank at the end of 2007, allows independent submission of potential complaints relating to breaches of the Integrity Charter caused by acts or behaviour among employees and the Bank. By doing this, we aim to accelerate solutions of interpersonal conflicts and difficulties, to encourage cooperation at work, and to create synergies among members of the Group. Ombudsmen deal with topics such as discrimination in the work place, discrimination based on subjective criteria, intentional information withholding, mobbing, sexual harassment, stalking and so on.

In 2009, we nominated also a deputy of the Ombudsman. Both Ombudsmen are former female employees, retirees, so they know the Bank and its employees very well and can thus more easily cooperate in the resolution of any cases. In 2009, the Ombudsmen thus recorded five cases, which mostly related to breaches of the following values: transparency, respect and equality. Most cases were successfully resolved by means of discussion and finding new, different views on the situation. The fact that employees turn to the Ombudsmen indicates that the Ombudsman position has been adopted in practise and represents one of the tools for resolving

conflict by common agreement.

TAKING CARE OF EMPLOYEES

Taking care of and monitoring our employees' health is both our obligation and a commitment that expresses our support of our employees. In 2009, we thus conducted 63 preliminary medical examinations and at the end of the year, traditionally provided our employees with the option for a flu vaccination. On average, 20 % of employees takes this option, which is organised in our Bank's headquarters. This year, due to the new flu pandemic and according to the crisis plan for similar cases, we additionally provided the employees with an option to get vaccinated against the new flu virus A(H1N1).

Education regarding health and safety at work and fire protection are also a component part of professional training of all employees, therefore we organise the necessary trainings in this area according to the legislation every year. One of these trainings is Health and safety at work and fire protection, which every employee must attend as soon as possible after being employed and these skills must be renewed in accordance with our Safety statement with 5-year risk assessment and in which 237 employees participated (43.8 % of all employees) in 2009. Another training was Training of persons responsible for initial fire extinction and evacuation, where 37 employees participated (up to two persons per location where Bank operates).

Percentage of sick-leave remained close to the level of 2008, but increased minimally from 3 % to 4 %. The increase can be attributed to the young employee structure and consequently to the fact that there are many young families with small children (family member care represents 9.5 % of total sick-leave days).

In 2009, the Bank employees again contributed to the population growth, as we marked, as in the past two years, an increase in the number of women who gave birth. Namely, at the end of 2009 there were 33 employees (6.1 % of all employees), who were on pregnancy leave. In 2009, our employees had 53 babies. This is also one of the reasons why we will continue focusing on the creation of an environment friendly to work/ life balance.

Within the framework of our care for the elderly, we also provide the possibility of participating in a voluntary supplemental pension insurance, which is used by 65 % of our employees. This figure is understandable considering the age structure and awareness of our demographic.

The above described care for employees is also reflected in successfully maintaining the fluctuation rate at an acceptable level by taking into account the demographic and situation on the labour market, since this rate decreased from 8.09 % in 2008 to

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6.08 % in 2009 (also the result of the unstable labour market, since unemployment in Slovenia rose by 50 %).

In order to care for our employees, their health and well-being, as well as socialising, we support the following activities: organized sports events, subsidized cultural performances, various sports competitions, annual active participation in the Banking Games, summer picnic; and also through the sports association "Tilda", which operates within the Bank framework and which has 422 employee members (78 % of all employees), 15 students and 8 retirees otherwise the services the Association provides are available to all employees.

Relationships with Clients

When forming and implementing the marketing strategy in 2009, we adapted to specific conditions on the financial market. Many comprehensive marketing-communication activities were successfully carried out. By using advertising campaigns and direct mail we presented to select target segments our offer of savings and insurance products, consumer loans, and various bank packages to encourage consumers to change their bank.

As a member of the UniCredit Group, in autumn 2009 we became a proud official sponsor of the UEFA Champions League for period 2009 - 2012. Since sponsorship represents a powerful marketing and communication tool, we formed special offers for individual segments and presented them to the existing and potential clients through football-themed advertising campaigns, an internet contest "Reach your goal", direct mail and promotion in branch offices and at events. Football fans could regularly see our brand at football matches, especially through their television sets, but some also live.

Studies showed that football matches and football-themed advertising campaigns efficiently increased awareness and brand recall, and additionally strengthened the UniCredit Bank brand positioning, which is distinguished for being modern, innovative, different, and distinctively oriented towards active individuals whom the Bank helps to achieve their wishes, ambitions, and goals.

We organized numerous information session events for business partners of the Corporate Banking and Markets divisions.

The most highly publicized event for clients was the meeting of the most reputable business partners and some of the most visible representatives of the Slovenian economy at Jable Castle, with whom we opened important topics in the turbulent time of the financial crisis and formed a common opinion on the relevance of various projects for the development of the Slovenian economy. The most visited events were "Financial Markets Breakfast" events,

dedicated to the presentation of monetary instruments and interest rate movements on the local and international financial markets. Special focus was dedicated also to monetary policy of ECB inside and outside EMU. We organised a workshop for clients on the topic of international services in cooperation with Ernst&Young, training on the topic of tax and financial consultation within business package Planet, and we also presented municipal infrastructure opportunities to mayors across Slovenia. In cooperation with the Chamber of Craft of Slovenia, we presented the dangers and opportunities of the financial crisis mostly to small businesses in nine Slovenian cities. We rounded up the year with the traditional New Year's concert by the Slovenian Philharmonic.

We continued to publish a magazine for clients, called Azimut, where we mixed professional topics with topics related to the lifestyle of a modern businessman.

In 2009, as in previous years, we approached target segments through various communication channels and presented them with innovative and tailor-made banking products. With modern marketing communications, we proved ourselves as a proactive and client-oriented bank.⁴

Media Relations

The media is and will always remain one of the sources of information most trusted by the public and thus also our potential and existing clients. We are aware the media is an important factor when building the recognition and reputation of the Bank. Results of research show that the authorship articles by journalists are four to seven times more credible than paid advertising, which is why we strive in our communication with journalists for a proactive approach, professionalism, responses in line with set deadlines, availability of collocutors for giving statements and explanations, and thus to build long-term relationships with representatives of media houses. Good cooperation with the media was undoubtedly reflected also in increased interest by the media for reporting on the Bank. In 2009, we received a total of 838 sets of journalist questions (in 2008: 630, in 2007: 480). We kept the journalists updated on the events in the Bank through the entire year, and published information and photographs on events and people also in the press centre on our website. In 2009, we additionally increased our presence in the media by taking an active and open approach but also because of current topics, within which the Bank appeared as a business partner.

At the press conference in spring 2009, we presented to the media

⁴ For several years now, we have been monitoring our clients' satisfaction through People Survey research at the UniCredit Group level. You can find out more about the People Survey results in the chapter Bank's Segment Performance Review, section Sales Support.

our business results from 2008 and we also invited the journalists from culture-focused media to a press conference during the visit of the Milan Scala ballet ensemble at the Ljubljana Summer Festival, where we included also the director of La Scala Ballet and a selection of ballet dancers, who performed in the show.

Later, we invited Slovenian journalists to participate in the UniCredit Group's project "Journalist award for reporting about CEE". We enabled two Slovenian journalists to be present at the Euromoney Conference in Vienna, which was supported also by the UniCredit Group. During the visit of Federico Ghizzoni, the Chairman of the Supervisory Board, we organised a meeting for journalists and we organised another meeting with the Slovenian journalists during the visit of Doris Tomanek, the Human Resources Manager for CEE countries, where the Group is present. In this manner, we enabled the Slovenian journalists to have direct contact with the highest management of the Group. We invited them actively also to certain events for clients, especially those, where we talked about trends in the economy. Positive response by the journalists was reflected also in an increased number of articles, and at the same time they also received contacts to help them in their daily work and collection of information about the Group or market and trends in general.

Relations with Local Communities

On their own initiative, the Bank's branches were independently communicating with the local market, through a variety of communication channels. Besides publishing and broadcasting planned articles in local media, the branches also conducted local

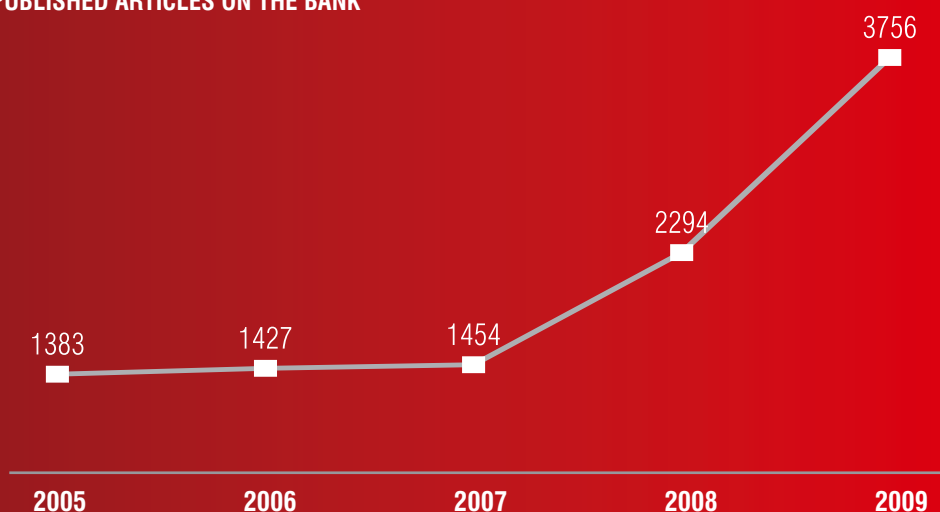
advertising campaigns, events, direct marketing, and they made donations to local organizations and individuals, participated in sports and cultural events, and sponsored local fund raisers. Through direct mail and other activities, we contributed to the intensity of communicating these activities and the Bank's offer.

Sponsorships and Donations

In the care for creating lasting value and further development, we are aware of the importance of responsible inclusion into the environment in which we work. In 2009, sponsorships and donations continued to follow the determined direction, especially in culture, aid to socially impaired individuals and children, awareness of responsible behaviour towards the environment, and sport on the national level and we also included our co-workers in those activities.

Spring 2009 marked the launch of the Mini bus of joy, intended for socially impaired children in block apartment residential areas in Slovenia, and offering them help with learning, organised games and sporting activities but also conversation. We actively supported humanitarian projects such as Red Noses (collecting waste cartridges and money contributions in the Bank's branch network) and the Charity Bazaar of the Slovenian International Ladies Association (SILA). We also donated funds to the Vid Humanitarian Institute. We joined a charity campaign "Children better than stock exchange gurus" by Moje Finance newspaper, in which donated funds are intended for socially impaired children under the auspices of Slovenian Youth Friends Association. For the eighth successive year, we supported the Slovenian

NUMBER OF PUBLISHED ARTICLES ON THE BANK



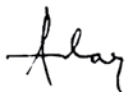
Corporate Sustainability

Philharmonic Orchestra's new instrument purchase fund, this time for two concert violins. With sponsorship funds we also supported the performance of Milan's Scala Ballet Ensemble with Pink Floyd ballet at the opening of the Summer Festival in Ljubljana. In terms of environment and climate awareness, we proved our social responsibility by participating in the Planet of changes web site project under the auspices of the Umanotera society, and by making a donation for the project of environmental reading clubs for adults and environmental recycling spots for children in the Environment Centre. We included also our co-workers into the Centre's activities. In all branches, the Bank's co-workers also collected plastic bottle caps for humanitarian purposes. At new branch openings, we contributed for the benefit of children with special needs and socially impaired children, local humanitarian societies and organisations. At the UniCredit Group level, co-workers and the Bank joined our efforts and collected a contribution for earthquake victims in Abruzzi in Italy and thus contributed to the reconstruction of their homes.

The UniCredit Group formed a partnership and is a proud sponsor of the UEFA Champions League for the period of three years. Locally, we supported participation of the Bank's team of workers in the Ljubljana Marathon and the Triples Running Competition, and took active participation in the traditional event Pot ob žici. At the national level, we supported the Slovenian Nordic Disciplines competitors and successful Slovenian cross-country skier Petra Majdič.

At the end of 2009, we donated funds to the Slovenian Friends of Youth Association for executing the project Coexistence of Generations within which children from socially impaired families and socially excluded children will spend a week at camp with retired experts and thus find substitute grandparents with whom they will keep in touch also after returning home. At the end of 2009, co-workers in all the Bank branches collected social games, didactic and other toys for children under the auspices of the Slovenian Friends of Youth Association and also invited our clients to join the action.

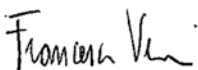
The amount of funds for sponsorship and donations in 2009 exceeded 110,397 euros.



Dr. France Arhar
Chairman
of the Management Board



Janko Medja, MBA
Member
of the Management Board



Francesco Vercesi
Member
of the Management Board

Report from the Supervisory Board

In 2009, the Supervisory Board of UniCredit Banka Slovenija d.d. regularly monitored and oversaw current business operations of the Bank, financial results attained and work of the Management Board, in accordance with its powers, authorizations and duties as set out in the Articles of Association of the Bank, the Companies Act and the Banking Act. At the Supervisory Board's regular sessions, the Bank's Management Board kept members of the Supervisory Board informed of the following issues: all important business events in the Bank and other activities related to the Bank's operating business; the economic and political environment; important changes of legislation that affected the Bank's operating business; and achieved financial results as compared to the adopted financial plan of operations. The Management Board also regularly informed the Supervisory Board about the expected financial results through the end of the fiscal year and about end results.

In 2009, there were some changes in the structure of the Bank's Supervisory Board. At the Bank's General Meeting on 9 February 2009, mag. Helmut Haller was discharged from his function as Supervisory Board member, while Franco Andreetta and Giuseppe Verrascina were appointed as the Supervisory Board members for the period until 24 April 2011. The Supervisory Board is thus composed of six members, apart from the above mentioned Andreetta and Verrascina, the remaining members include Federico Ghizzoni (Chairman), Herbert Hangel (Deputy Chairman), Wolfgang Edelmüller and Martin Klauzer. Despite the specific ownership structure, whereby UniCredit Bank Austria AG is almost a 100 % owner of the Bank and its majority owner is UniCredit S.p.A., two Supervisory Board members (Franco Andreetta and Giuseppe Verrascina) are not employed in the Group, but as external experts in the area of accounting and financial business contribute to a high-quality and transparent performance of the Supervisory Board. Moreover, the members are not personally, directly or indirectly, involved in the ownership structure nor are they in any business relationship with the Bank, thus avoiding any potential conflicts of interests. Regardless, the UniCredit Group has all the adequate mechanisms to control and solve potential conflicts of interests, should they occur.

In the year 2009, the Bank's Supervisory Board met and adopted resolutions at six regular meetings as well as at correspondence sessions. All members of the Supervisory Board were present at the first, the second and the sixth regular meeting, while the following members excused their absence: Herbert Hangel at the third meeting, Wolfgang Edelmüller at the fourth meeting and Franco Andreetta at the fifth meeting. In line with legislation provisions, its powers as set out in the Articles of Association and in accordance with the Bank's need for efficient work, individual resolutions were also adopted at the Supervisory Board correspondence sessions and subsequently presented and validated during the next regular meeting of the Supervisory Board.

Important Supervisory Board Decisions

At its first regular meeting, on 9 March 2009, the Supervisory Board adopted the Annual Report of Bank's operations for 2008, proposed to the General Meeting of Shareholders of the Bank, nomination of an External Auditor on the basis of the Audit Committee proposal, provided opinion on the Internal Audit unit's Annual Report on internal audit for 2008, adopted the Resolution on use of the net profit for 2008, approved the Management Board's proposal for the use of accumulated profit for 2008, was briefed about Auditor's report of the Authorised Auditing Company for 2008, to which it had no comments, and approved all other documents, on which the General Meeting of Shareholders of the Bank made decisions on 29 April 2009.

At the second regular meeting, which took place on 4 May 2009, the Supervisory Board again appointed France Arhar, Ph.D., as Chairman of the Management Board for the period from 1 June 2009 to 31 May 2011. At its third regular meeting, on 19 June 2009, the Supervisory Board adopted the UniCredit Group Policy regarding remuneration of members of management and supervisory bodies and approved amendments to the Rules of procedure regarding work of the Bank's Management Board and Rules of procedure regarding work of the Internal Audit unit. On 20 July 2009, at their fourth regular meeting, members of the Supervisory Board discussed and approved half-year results of the Bank and proposal of the Management Board for convening the General Meeting of Shareholders, where shareholders adopted the Decision on payment of remuneration to external members of the Bank's Supervisory Board. At its correspondence meeting, on 7 September 2009, the Supervisory Board of the Bank appointed a new member of the Management Board, Francesco Vercesi, who obtained the Bank of Slovenia permission for acting as the member of the Bank's Management Board on 20 October 2009, when he took up duties. At its fifth regular meeting on 14 October 2009, the Supervisory Board was briefed about the resignation of Management Board member, Stefan Vavti, whose mandate terminated on 1 October 2009. On 30 November 2009, the Supervisory Board, at its last meeting in 2009, discharged Heribert Fernau from his function of the member of the Bank's Management Board. At its sixth (last) regular meeting in 2009, the Supervisory Board of the Bank also gave its consent to the Work Plan of the Internal Audit unit for 2010 and approved proposal of the Management Board regarding competence distribution among the members of Management Board of the Bank.

The Supervisory Board participated in the approval of all measures and activities required to implement the overall business policy of the parent banking groups. It also approved the development plan and the Bank's basic business policies for 2009. Moreover, the Supervisory Board was regularly informed about the implementation of the plan of work of Internal Audit and its findings, as well as the inspections conducted by external institutions.

Report from the Supervisory Board

Use of Net Profit and Accumulated Profit for Fiscal Year 2009

In 2010, the Bank's Management Board presented for discussion to the Supervisory Board the Resolution on use of the net profit for fiscal year 2009 in the amount of 8,798,350.62 euros and the draft Resolution on use of accumulated profit for fiscal year 2009 in the amount of 4,399,175.31 euros. Given the planned expansion of operations in 2010, and in subsequent years, the Management Board proposed, in accordance with the adopted mid-term plans of the Bank and with a view to meeting the capital adequacy requirements, that the Bank's net profit be allocated, in its entirety, to other Bank reserves instead of being distributed to shareholders or other persons. The Bank's Management Board also proposed that the Supervisory Board and the General Meeting of Shareholders adopt the proposed Resolution on the use of net profit for fiscal year 2009, in accordance with their powers. The adoption of such a resolution will allow for the Bank's future growth.

The Supervisory Board adopted the Resolution on use of the net profit for 2009, approved the Management Board's proposal for the use of accumulated profit for 2009, and recommended to adopt it in the proposed form at the General Meeting of Shareholders.

Operations of the Supervisory Board Audit Committee

The Audit Committee of the Bank's Supervisory Board had four regular meetings and one correspondence meeting in 2009. As an advisory body of the Supervisory Board, the Audit Committee's operations include assessing, advisory and proposing functions, whereby it aids the Supervisory Board with the fulfilment of its duties and responsibilities regarding: adequacy and effectiveness of internal audit banking procedures, including assessment and measurement of risks and risk management; compliance with the legislation, rules and policies governing the Bank's operations; adequacy of accounting standards, used for preparation of financial statements; adequacy and independence of external banking auditors and provision of employees within the Internal Audit unit.

Annual Report for 2009

The Bank's Management Board prepared the Annual Report on the business operations of UniCredit Banka Slovenija d.d. in 2009 and presented it to the Supervisory Board for review by the legally prescribed deadline. Together with the Annual Report, the Supervisory Board also received the Audit Report on the review of

financial statements for fiscal year 2009 and an additional Audit report on meeting the criteria for managing risks in the bank from first paragraph of Article 211 of the Banking Act, both prepared by the certified auditing company KPMG Slovenija d.o.o., allowing the Supervisory Board to formulate a position on the Bank's Audit Report.

The Supervisory Board reviewed the Annual Report, submitted by the Bank's Management Board. It established that the Annual Report was consistent with the reports and information on the Bank's performance in 2009, as well as with the reports on the economic and political environment in which the Bank operates and which were presented to the Supervisory Board during the course of the fiscal year. Comparing the Annual Report with the audited financial statements for fiscal year 2009, the Supervisory Board established that the financial results presented in the Annual Report were consistent with the Audit Report. Having examined the reports, findings and recommendations of the Internal Audit and external auditors, the Bank's Management Board took these recommendations into consideration and carried out the activities necessary for their implementation or ensured their initiation. In the opinion of the Supervisory Board, both the Management Board and the Supervisory Board fulfilled all their legal requirements in fiscal year 2009. Based on the regular monitoring of the Bank's operations and the above mentioned reviews, the Supervisory Board approved the Annual Report on the Bank's business operations in 2009.

The Audit Report on the review of the financial statements for fiscal year 2009, which was presented to the Supervisory Board along with the Annual Report, also includes the opinion of the certified auditor. The certified auditor issued an unqualified opinion. The Supervisory Board was briefed about the Bank's Audit Report for 2009 and about an additional Audit report on meeting the criteria for risk management for 2009 and had no objections thereto.

The Supervisory Board deems its work in 2009 as professional and in line with the valid legislation and internal rules of the UniCredit Group.

Federico Ghizzoni
Chairman of the Supervisory Board
UniCredit Banka Slovenija d.d.

Statement of Responsibility

The Management is responsible for preparing the financial statements for the financial year. These give a true and fair view of the state of affairs of UniCredit Banka Slovenija d.d. as of the end of the financial year and of the profit or loss and cash flow for that year. The financial statements are prepared on a going-concern basis.

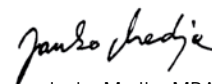
In preparing the financial statements in annual report for the year ended 31 December 2009, the management has used appropriate accounting policies, consistently applied and supported them by reasonable and prudent judgments and estimates, and ensured that all accounting standards which they consider significant have been followed.

The Management has the responsibility for ensuring that the Bank keeps accounting records which disclose with reasonable accuracy the Bank's financial position and which enable the management to ensure that the financial statements comply in all material respects with the regulations of the Government of the Republic of Slovenia, the Central Bank of Slovenia and the International Financial Reporting Standards as adopted by the EU. The Management also has a general responsibility to take such steps as are reasonably required to safeguard the assets of the Bank and to prevent and detect any fraud and other irregularities.

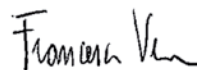
On behalf of the Management



Dr. France Arhar
Chairman
of the Management Board



Janko Medja, MBA
Member
of the Management Board



Francesco Vercesi
Member
of the Management Board

Ljubljana, March 2010

Wolfgang M. Heckl,
Deutsches Museum
Corporate Banking Client
Germany

» **The Deutsches Museum, a national institution dedicated to science and technology, has had a long-term business relationship with the bank. With more than 1.3 million visitors a year, our research museum sets an international standard by combining tradition with the future. Imparting scientific knowledge, in a way that can shape the career paths of young people and engage visitors in the evolution of technology, provides a foundation for future prosperity. We count on HypoVereinsbank - UniCredit Group – a globally oriented partner with deep local roots – for support as we look to the future.«**

**It's easy with
UniCredit.**



Report of Auditors



Independent Auditor's Report

To the Shareholders of the bank UniCredit Banka Slovenija d.d.

We have audited the accompanying financial statements of the bank UniCredit Banka Slovenija d.d., which comprise the statement of financial position as at 31 December 2009, the income statement, the statement of comprehensive income, the statement of changes in equity, the cash flow statement for the year then ended, and a summary of significant accounting policies and other explanatory notes.

Management's responsibility for the financial statements

Management is responsible for the preparation and fair presentation of these financial statements prepared in accordance with International Financial Reporting Standards, as adopted by the European Union. This responsibility includes: designing, implementing and maintaining internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error; selecting and applying appropriate accounting policies; and making accounting estimates that are reasonable in the circumstances.

Auditor's responsibility

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with International Standards on Auditing. Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance whether the financial statements are free from material misstatement.

An audit involves 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 misstatements of the 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 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 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 financial statements present fairly, in all material respects, the financial position of the bank UniCredit Banka Slovenija d.d. as at 31 December 2009, its financial performance and its cash flows for the year then ended in accordance with the International Financial Reporting Standards as adopted by the European Union.

Report on other legal and regulatory requirements

As required by the Slovenian Companies Act we herewith confirm that the information in the management report is in conformity with the accompanying financial statements.

KPMG SLOVENIJA,
podjetje za revidiranje, d.o.o.

Boris Drobnič, B.Sc.Ec.

Certified Auditor

Partner

KPMG Slovenija, d.o.o.

Ljubljana, 23 February 2010



Independent Auditor's Report

To the Shareholders of UniCredit Banka Slovenija d.d.

We carried out the following procedures in the bank UniCredit Banka Slovenija d.d. and for the financial year ended on 31 December 2009 in association with:

the disclosures pursuant to paragraph 1, Article 207 of the Banking Act (Official Gazette of the Republic of Slovenia Nos. 131/2006, 1/2008, 109/2008, 19/2009 and 98/2009; hereinafter: ZBan-1);

- the compliance with the risk management regulations and
- the quality of IT system;

we verified the compliance with the provisions of ZBan-1 as well as its implementing regulations – Regulation on the disclosures by banks and savings banks (Official Gazette of the Republic of Slovenia Nos. 135/2006 and 42/2009; hereinafter: Regulation on disclosures), Regulation on risk management and implementation of the internal capital adequacy assessment process for banks and savings banks (Official Gazette of the Republic of Slovenia Nos. 135/2006, 28/2007 and 104/2007; hereinafter: Regulation on risk management), the Regulation on the Assessment of the Credit Risk Losses of Banks and Savings Banks (Official Gazette of the Republic of Slovenia Nos. 28/2007, 102/2008 and 3/2009; hereinafter: Regulation on loss assessment) and the Regulation on the Calculation of the Own Funds of Banks and Savings Banks (Official Gazette of the Republic of Slovenia, Nos. 135/2006 and 104/2007; hereinafter: Regulation on own funds calculation) – in the financial year that ended on 31 December 2009.

The bank's management is responsible for the compliance with the regulations on risk management and the IT system quality assurance pursuant to the aforementioned regulations. Our responsibility is to issue a report based on our audit and review.

Audit and review

We conducted the audit of the disclosures listed in paragraph 1, Article 207 of ZBan-1 and the audit of the compliance with the regulations on risk management in accordance with the International Standard on Auditing ISA 800 and other International Standards on Auditing. Those standards require that we plan and perform the audit to obtain reasonable assurance whether the bank UniCredit Banka Slovenija d.d. complied with the relevant provisions of ZBan-1 as well as its implementing regulations. An audit includes examining the relevant evidence on a test basis. We believe that our audit provides a reasonable basis for our opinion.

We conducted the review of the quality of IT system in accordance with the International Standard on Review Engagements ISRE 2400. This Standard requires that we plan and perform the review to obtain moderate assurance as to whether the reviewed information of the bank UniCredit Banka Slovenija d.d. is free of material misstatement. The review is limited primarily to inquiries of bank personnel and analytical procedures applied to financial data and thus provides less assurance than an audit. We have not performed an audit of the quality of IT system and, accordingly, we do not express an audit opinion. We believe that our audit provides a reasonable basis for our assurance.

Opinion on disclosures

In our opinion, the disclosures of the bank UniCredit Banka Slovenija d.d. pursuant to paragraph 1, Article 207 of ZBan-1 for the accounting period that ended on 31 December 2009 are in all material respects in compliance with the provisions of ZBan-1 and the Regulation on disclosures.

In terms of substance, the disclosures pursuant to paragraph 1, Article 207 of ZBan-1 are in conformity with the annual report.



Opinion on the compliance with the risk management regulations

In our opinion, the bank UniCredit Banka Slovenija d.d. in the financial year that ended on 31 December 2009, in all material respects

- complied with the general standards on the management of credit risk, market risks, interest rate risk, operational risk and liquidity risk, determined by Appendices I – V of the Regulation on risk management;
- complied with the provisions of the Regulation on loss assessment with reference to the credit risk;
- complied with the provisions of the Regulation on own funds calculation with reference to equity, capital requirements and internal capital adequacy;
- complied with the provisions of ZBan-I with reference to the operation of internal audit control service.

Assurance on the quality of the IT system

Based on our review, nothing has come to our attention that causes us to believe that

- the IT support of risk management is not in all material respects in compliance with the internal rules and regulations of the bank set out in writing, as well as the requirements of the Bank of Slovenia
- the IT system policy is not in all material respects in compliance with the strategy of the bank's IT systems development and that the recommendations of the standards oSIST ISO/IEC 27001:2006, oSIST ISO/IEC 17799:2005 and SIST ISO/IEC 1799:2003 issued by the Slovenian Institute for Standardization or other authorised body were not adhered to.

KPMG SLOVENIJA,
podjetje za revidiranje, d.o.o.

Boris Drobnič, B.Sc.Ec.
Certified Auditor
Partner

Ljubljana, 23 February 2010

KPMG Slovenija, d.o.o.

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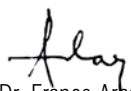
Financial Indicators

	2009	2008	2007
Balance Sheet (EUR 1,000)			
Volume of assets	3,267,368	2,891,241	2,132,693
Deposits, customers	820,753	642,287	721,539
Deposits, legal and other entities	566,662	423,463	370,875
Deposits, private customers	254,091	218,824	350,664
Loans, customers	2,096,924	2,064,458	1,595,225
Loans, legal and other entities	1,440,505	1,486,958	1,159,762
Loans, private customers	656,419	577,500	435,463
Equity	191,217	179,172	163,615
Impairment of assets, measured at amortised cost	37,549	25,471	16,181
Provisions	2,478	1,166	1,071
Off-balance sheet items	5,169,843	5,327,214	5,765,607
Income Statement (EUR 1,000)			
Net interest income	39,030	45,117	35,750
Net non-interest income	25,513	19,355	20,278
Staff costs	(18,741)	(18,648)	(15,424)
Other administrative costs	(13,006)	(14,366)	(13,419)
Depreciation	(4,443)	(3,548)	(3,165)
Impairment and provisions	(16,965)	(6,993)	(4,306)
Net income before taxes	11,248	23,527	19,712
Corporate income tax	(2,450)	(5,044)	(4,531)
Employees			
Number of employees at 31. 12.	541	535	451
Shares			
Number of shareholders	26	26	28
Book value of shares for nominal values below (EUR)			
417.29	-	-	-
41.73	-	-	-
4.17	49.04	45.95	41.96
Number of shares for nominal values below			
417.29	-	-	-
41.73	-	-	-
4.17	3,898,878	3,898,878	3,898,878
Equity			
Capital adequacy	10.3%	9.5%	8.5%
Assets Quality and Commitments			
Impairment of assets measured at amortised cost and provision / Sorted assets and sorted off-balance sheet positions	1.3%	0.9%	0.7%
Profitability			
Interest margin	1.3%	1.8%	1.8%
Margin of financial brokerage	2.2%	2.7%	2.8%
Return on assets before taxes	0.4%	1.0%	1.0%
Return on equity before taxes	6.1%	13.6%	12.7%
Return on equity after taxes	4.8%	10.6%	9.8%
Operating costs			
Operating costs/average assets volume	1.2%	1.5%	1.6%
Liquidity			
Average liquid assets / average short-term deposits non-banks	37.9%	28.7%	27.9%
Average liquid assets / average assets	9.2%	6.7%	8.1%

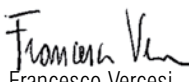
Balance Sheet

Item Description	Note	31. 12. 2009	31. 12. 2008 EUR 1,000
Cash and cash balances with central banks	1	78,021	41,902
Financial assets held for trading	2	84,659	144,574
Financial assets designated at fair value through profit or loss	3	6,366	16,730
Available-for-sale financial assets	4	352,608	217,389
Derivatives - hedge accounting	5	5,672	2,324
Loans and receivables	6	2,658,049	2,353,905
To banks		561,125	289,447
To customers		2,096,924	2,064,458
Held-to-maturity financial assets		29,773	29,721
Non-current assets held for sale	8	65	466
Property, plant and equipment	9	9,530	9,532
Intangible assets	10	12,621	10,004
Tax assets	11	2,498	2,030
Current tax assets		822	-
Deferred tax assets		1,676	2,030
Other assets	12	27,506	62,664
TOTAL ASSETS		3,267,368	2,891,241
Deposits from central banks	13	120,633	200,729
Financial liabilities held for trading	14	81,765	109,222
Derivatives - hedge accounting	15	13,992	6,942
Financial liabilities measured at amortised cost	16	2,836,581	2,370,378
Deposits from banks		1,602,586	1,267,167
Deposits from customers		820,753	642,287
Loans from banks		383,113	440,720
Subordinated liabilities		30,129	20,204
Provisions	17	2,478	1,166
Tax liabilities	18	1,253	2,485
Current tax liabilities		-	2,256
Deferred tax liabilities		1,253	229
Other liabilities	19	19,449	21,147
TOTAL LIABILITIES		3,076,151	2,712,069
Share capital	20	16,258	16,258
Share premium	21	61,885	61,885
Fair value reserves	22	(182)	(3,429)
Retained earnings	23	108,857	95,216
Net profit for the year	24	4,399	9,242
TOTAL EQUITY		191,217	179,172
TOTAL LIABILITIES AND EQUITY		3,267,368	2,891,241
OFF-BALANCE SHEET ITEMS	43	5,169,843	5,327,214

The notes form an integral part of the financial statements.


Dr. France Anhar
Chairman of the Management Board


Janko Medja, MBA
Member of the Management Board


Francesco Vercesi
Member of the Management Board

Comprehensive Income Statement

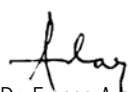
Statement of Income

Item Description	Note	2009	2008
		EUR 1,000	
Interest income	25	118,606	146,486
Interest expense	26	(79,576)	(101,369)
Interest net income		39,030	45,117
Dividend income	27	1,638	41
Fee and commission income	28	20,413	19,140
Fee and commission expenses	29	(3,390)	(2,360)
Fee and commission net income		17,023	16,780
Realised gains and losses on financial assets and liabilities not measured at fair value through profit or loss	30	1,364	1,599
Gains and losses on financial assets and liabilities held for trading	31	834	(4,504)
Gains and losses on financial assets and liabilities designated at fair value through profit or loss	32	144	566
Exchange differences	33	4,773	4,745
Gains and losses on derecognition of assets other than held for sale	34	(372)	(82)
Other operating net income	35	109	210
Administrative costs	36	(31,747)	(33,014)
Depreciation	37	(4,443)	(3,548)
Provisions	38	(1,354)	(123)
Impairment	39	(15,611)	(6,870)
Profit or loss from non-current assets held for sale		(140)	2,610
PROFIT BEFORE TAX		11,248	23,527
Tax expense	41	(2,450)	(5,044)
NET PROFIT FOR THE FINANCIAL YEAR		8,798	18,483
Earning per share (EUR)	24	2.26	4.74

Other comprehensive income statement

Item Description	2009	2008
	EUR 1,000	
Net profit/loss for the financial year, net of income tax	8,798	18,483
Other comprehensive income, net of income tax	(182)	(3,429)
Fair value changes from cash flow hedge (effective portion)	(6,479)	(5,251)
Gains/losses recognised in fair value reserves	(6,479)	(5,251)
Fair value changes from financial instruments available-for-sale	6,252	910
Gains/losses recognised in fair value reserves	6,169	910
Fair value reserves transferred to profit or loss	83	-
Income tax on other comprehensive income	45	912
TOTAL COMPREHENSIVE INCOME FOR THE YEAR, NET OF INCOME TAX	8,616	15,054

The notes form an integral part of the financial statements.



Dr. France Arhar
Chairman of the Management Board



Janko Medja, MBA
Member of the Management Board



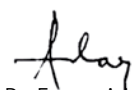
Francesco Vercesi
Member of the Management Board

Statement of Changes in Shareholder's Equity

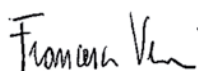
Statement of Changes in Shareholder's Equity 2009							EUR 1,000
Item description	Share capital	Share premium	Cash flow hedge	Fair value reserves		Retained earnings	Net profit for the year
				Cash flow hedge	Financial assets available-for-sale		
OPENING BALANCE FOR THE REPORTING PERIOD	16,258	61,885	(4,148)	719	95,216	9,242	179,172
Total comprehensive income for the period							
Profit of loss for the financial year						4,399	8,798
Other comprehensive income, net of income tax							
Fair value reserves, Cash flow hedge							
Effective portion of changes in fair value			(1,035)				(1,035)
Fair value reserves, Financial assets available-for-sale							
Change in fair value				4,199			4,199
Net amount transferred to profit and loss				83			83
Transfer of the net profit to reserves from profit						9,242	(9,242)
CLOSING BALANCE FOR THE REPORTING PERIOD	16,258	61,885	(5,183)	5,001	108,857	4,399	191,217
BALANCE SHEET AVAILABLE PROFIT FOR THE FINANCIAL YEAR						4,399	4,399

Statement of Changes in Shareholder's Equity 2008							EUR 1,000
Item description	Share capital	Share premium	Cash flow hedge	Fair value reserves		Retained earnings	Net profit for the year
				Cash flow hedge	Financial assets available-for-sale		
OPENING BALANCE FOR THE REPORTING PERIOD	16,258	61,885	1,241	(1,743)	78,383	7,591	163,615
Total comprehensive income for the period							
Net profit/loss for the financial year			-			9,242	18,484
Other comprehensive income, net of income tax							
Fair value reserves, Cash flow hedge							
Effective portion of changes in fair value			(5,389)				(5,389)
Fair value reserves, Financial assets available-for-sale							
Change in fair value				2,462			2,462
Net amount transferred to profit and loss				-			-
Transfer of the net profit to reserves from profit						7,591	(7,591)
CLOSING BALANCE FOR THE REPORTING PERIOD	16,258	61,885	(4,148)	719	95,216	9,242	179,172
BALANCE SHEET AVAILABLE PROFIT FOR THE FINANCIAL YEAR						9,242	9,242

The notes form an integral part of the financial statements.



Dr. France Arhar
Chairman of the Management Board



Francesco Vercesi
Member of the Management Board

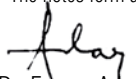


Janko Medja, MBA
Member of the Management Board

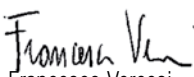
Cash Flow Statement

Position	Item description	2009	2008 EUR 1,000
A.	CASH FLOWS FROM OPERATING ACTIVITIES		
a)	Total profit or loss before tax	11,248	23,528
	Depreciation	4,443	3,548
	Impairments / (reversal of impairments) of financial assets held to maturity	15,611	6,870
	Impairments of tangible assets, investment property, intangible fixed assets and other assets	-	-
	Net (gains) / losses from exchange differences	(4,773)	(4,745)
	Net (gains) / losses from financial assets held to maturity	(53)	(4)
	Other (gains) / losses from financing activities	(129)	(10,686)
	Net unrealised gains in fair value reserves from financial assets available for sale (excluding effect of deferred tax)	5,342	3,144
	Net unrealised gains in fair value reserves from hedging of cash flows against risks (excluding effect of deferred tax)	(1,228)	(6,842)
	Other adjustments to total profit or loss before tax	1,354	123
	Cash flow from operating activities before changes in operating assets and liabilities	31,815	14,936
b)	(Increases) / decreases in operating assets	(122,626)	(456,102)
	Net (increase) / decrease in financial assets held for trading	686	28,802
	Net (increase) / decrease in financial assets designated at fair value through profit or loss	10,320	4,392
	Net (increase) / decrease in financial assets available for sale	(156,376)	(12,602)
	Net (increase) / decrease in loans and receivables	(8,195)	(425,069)
	Net (increase) / decrease in other assets	30,939	(51,625)
c)	(Increases) / decreases in operating liabilities	392,690	613,583
	Net increase / (decrease) in financial liabilities to central bank	(80,000)	200,729
	Net increase / (decrease) in deposits, loans and receivables and debt securities measured at amortised cost	474,464	402,440
	Net increase / (decrease) in other liabilities	(1,774)	10,414
d)	Cash flow from operating activities (a + b + c)	301,879	172,417
e)	Income taxes (paid) refunded	(5,017)	1,501
f)	Net cash flow from operating activities (d + e)	296,861	173,918
B.	CASH FLOWS FROM INVESTING ACTIVITIES		
a)	Receipts from investing activities	266	1,503
	Receipts from the sale of tangible assets and investment properties	-	49
	Receipts from non-current assets or liabilities held for sale	266	1,454
b)	Cash payments on investing activities	(7,411)	(39,428)
	(Cash payments to acquire tangible assets and investment properties)	(2,196)	(4,900)
	(Cash payments to acquire intangible fixed assets)	(5,215)	(4,811)
	(Cash payments to acquire held-to-maturity investments)	-	(29,717)
c)	Net cash flow from investing activities (a-b)	(7,144)	(37,925)
C.	CASH FLOWS FROM FINANCING ACTIVITIES		
a)	Cash proceeds from financing activities	10,000	20,204
	Cash proceeds from subordinated liabilities issued	10,000	20,204
b)	Cash payments on financing activities	-	-
c)	Net cash flow from financing activities (a-b)	10,000	20,204
D.	Effects of change in exchange rates on cash and cash equivalents	1,854	1,545
E.	Effects of change in fair value on cash and cash equivalents	570	2,726
F.	Net increase in cash and cash equivalents (Af + Bc + Cc)	299,717	156,198
G.	Opening balance of cash and cash equivalents	390,517	230,049
H.	Closing balance of cash and cash equivalents (D + E + F + G)	692,658	390,517

The notes form an integral part of the financial statements.


Dr. France Arhar
Chairman of the Management Board


Janko Medja, MBA
Member of the Management Board


Francesco Vercesi
Member of the Management Board

Summary of Accounting Policies

General Information

UniCredit Banka Slovenija d.d. is a commercial bank incorporated in Slovenia. It provides a wide variety of financial services to corporate and individual customers. The Bank was registered as a joint-stock company on 24 January 1991. The Bank's legal address is Šmartinska 140, Ljubljana, Slovenia. On 31 December 2008, the Bank was operating a total of 20 branches throughout Slovenia. The Bank is a subsidiary of UniCredit Bank Austria AG. The ultimate parent company of the Group is UniCredit S.p.A. with registered office in Rome, via A. Specchi, 16, Italy.

UniCredit Banka Slovenija d.d. has an authorization to perform banking services pursuant to Article 7 of the Banking Act (Official Gazette of the Republic of Slovenia, No. 131/06; hereinafter referred to as: the ZBan-1). Banking services include accepting deposits from the public and granting loans for its own account.

The Bank has an authorization to perform mutually recognized and additional financial services.

The Bank may perform the following mutually recognized financial services, pursuant to Article 10 of the ZBan-1:

- Accepting deposits;
- Granting loans, including:
 - Consumer loans,
 - Mortgage loans,
 - Factoring (with or without recourse),
 - Financing of commercial transactions, including forfeiting;
- Payment transaction services in accordance with the Payment Transaction Act (ZPlaP), excluding payment system management services;
- Issuing and management of payment instruments (i.e. credit cards and travellers cheques);
- Issuing guarantees and other commitments;
- Trading for own account or for account of customers in:
 - Money market instruments,
 - Foreign exchange, including currency exchange transactions,
 - Financial futures and options,
 - Exchange and interest-rate instruments,
 - Transferable securities; participation in the issuance of securities and services related to such issues;
- Advice and services related to mergers and the purchase of undertakings;
- Portfolio management and advice;
- Investment and ancillary investment services and operations.

The Bank may perform the following additional financial services, pursuant to Article 11 of the ZBan-1:

- Insurance brokerage in accordance with the law governing the insurance business;
- Custodian services according to the law governing investment funds and management companies.

These unconsolidated financial statements have been approved for issue by the Management Board on 22nd February 2010.

Summary of Significant Accounting Policies

The principal accounting policies applied in the preparation of these financial statements are set out below. These policies have been consistently applied to both years presented.

STATEMENT OF COMPLIANCE

These unconsolidated financial statements have been prepared in accordance with the International Financial Reporting Standards (IFRS) and interpretations approved by the International Accounting Standards Board (IASB) as adopted by the European Union. As of the date of issuing these financial statements, the IFRS as adopted by the European Union do not differ from the IFRS as issued by the IASB, except for portfolio hedge accounting under IAS 39 which has not been approved by the EU. The Bank does not use portfolio hedging and hence has determined that portfolio hedge accounting under IAS 39 would have no impact on the financial statements had it been approved by the EU as of the balance sheet date.

These financial statements are prepared in accordance with the International Financial Reporting Standards (IFRS) under the historical cost convention, except for certain financial instruments measured at fair value.

The Bank has no associates with the controlled interest, so is not obliged to prepare consolidated financial statements.

USE OF ESTIMATES AND JUDGEMENTS

The preparation of financial statements requires management to make judgments, estimates and assumptions that affect the application of accounting policies and the reported amounts of assets, liabilities, income and expenses. Actual results may differ from these estimates.

Estimates and underlying assumptions are reviewed on an ongoing basis. Revisions to accounting estimates are recognized in the period in which the estimate is revised and in any future periods affected.

(a) Determining Fair Values

The Bank revalues on a daily basis its derivatives, trading assets as well as the available-for-sale portfolio to the fair value of the instrument. However, the determination of fair value for these financial instruments requires the use of valuation techniques in case there is no observable market price. For financial instruments which trade infrequently and have little price transparency, the fair value is less objective and requires a varying degree of judgment depending on different factors.

The Bank uses the following methods for determining fair values:

- Quoted market prices in an active market for identical instrument;
- Valuation techniques based on observable inputs such as quoted market prices for similar instruments or valuation techniques where all significant inputs can be directly or indirectly observed from market data.

According to the definition of the fair value, in line with IFRS 7, the Bank classifies financial assets in three levels, which are:

- Level 1: fair value are determined in whole, directly by reference to published price quotations in an active markets;
- Level 2: fair value are determined partly by reference to published price quotations in an active markets;
- Level 3: fair value are determined using the valuation technique.

The Bank classifies financial assets in the highest possible level.

(b) Impairment

Impairment allowances for counterparty's financial assets are for non-private customers evaluated individually based upon best estimate of the present value of the cash flow that are expected to be received. In estimating these cash flows, the Bank makes judgments about counterparty's financial situation, past repayment (in)discipline and repayment pattern. Net realizable value of any underlying collateral is taken into calculation only when exposure expired or is cancelled due to broken contractual clauses. Collateral valuation taken into impairment calculation is based on the Bank's experiences and valuations if and when available. The Bank is also using different collateral factors in aspect of conservative approach to value of available collateral. The Bank is creating impairments on a monthly basis; the procedure is covered with guidelines and is supported by IT solutions. Each impaired asset is assessed on its merits, and the work-out strategy and estimate of cash flows considered recoverable are independently approved by the Credit Risk function.

The Bank is using a collective assessment for private customers. Impairment allowances cover credit losses inherent in portfolios of loans and advances. In assessing the need for collective loss allowances, management considers factors such as credit quality, portfolio size and economic factors including analysis of past repayment discipline in those classes. Impairments for "Incurred but not reported" events are calculated on a yearly basis, based on portfolio quality and so-called detection period.

CHANGES IN ACCOUNTING POLICIES

Pursuant to these amendments of IAS 39 and IFRS 7, issued in October 2008, the Bank reclassified certain financial assets out of trading assets to available-for-sale financial assets and to held to maturity financial assets. The Bank realised that due to current market situation it will not sell them in the near term. Reclassifications were made at fair value at the date of reclassification, 1 December 2008. Book values and fair values of the reclassified financial assets and the effect the Statement of income, if the financial assets were not reclassified the Bank shows in the note 4 Available-for-sale financial

assets and note 7 Held-to-maturity financial assets.

The revised IAS 1 Presentation of Financial Statements effective from 1 January 2009 requires information in financial statements to be aggregated on the basis of shared characteristics and introduces a Statement of comprehensive income, which will replace "Statement of Income". Statement of comprehensive income is presented in two separate statements: Statement of Income and Statement of Other Comprehensive Income. Presentation of items of net profit does not affect the content not the net profit for the financial year.

Revised IAS 23 - Borrowing Costs effective from 1 January 2009 requires that the borrowing costs, directly attributable to the acquisition, construction or production of a qualifying asset are capitalized as part of the cost of that asset. As the Bank acquires tangible and intangible assets with exclusively own funds, there are no borrowing costs, directly attributable to the acquisition, construction or production of the assets.

NEW STANDARDS AND INTERPRETATIONS NOT YET ADOPTED

A number of new standards, amendments to standards and interpretations are not yet effective for the year ended 31 December 2009, and have not been applied in preparing these financial statements:

- The revised IFRS 3 Business Combinations: The scope of the revised Standard has been amended and the definition of a business has been expanded. The revised Standard also includes a number of other potentially significant changes including:
 - All items of consideration transferred by the acquirer are recognized and measured at fair value as of the acquisition date, including contingent consideration.;
 - Subsequent change in contingent consideration will be recognized in profit or loss;
 - Transaction costs, other than share and debt issuance costs, will be expensed as incurred;
 - The acquirer can select to measure any non-controlling interest at fair value at the acquisition date (full goodwill), or at its proportionate interest in the fair value of the identifiable assets and liabilities of the acquiree, on a transaction-by-transaction basis.

The revised IFRS 3 is not relevant to the Bank's operations as the Bank does not have any interests in subsidiaries that will be affected by the revisions to the Standard. Revised Standard is effective on or after 1 July 2009.

- The revised IAS 27 Consolidated and Separate Financial Statements replaces the term "minority interest" with "non-controlling interest", and defines it as "the equity in a subsidiary not attributable, directly or indirectly, to a parent". The revised Standard also amends the accounting for non-controlling interest, the loss of control of a subsidiary, and the allocation of profit or loss and other comprehensive income between the controlling and non-controlling interest.

Summary of Accounting Policies

The Bank has not yet completed its analysis of the impact of the revised Standard. Revised Standard is effective on or after 1 July 2009

- Amendment to IAS 32 Financial Instruments: Presentation - Classification of Rights Issues. The amendment requires that rights, options or warrants to acquire a fixed number of the entity's own equity instruments for a fixed amount of any currency, are equity instruments if the entity offers the rights, options or warrants pro rata to all of its existing owners of the same class of its own non-derivative equity instruments.
- The amendments to IAS 32 are not relevant to the Group's financial statements as the Group does not apply hedge accounting. Standard is effective on or after 1 February 2010.
- Amendment to IAS 39 Financial Instruments: Recognition and Measurement - Eligible Hedged Items. The amended Standard clarifies the application of existing principles that determine whether specific risks or portions of cash flows are eligible for designation in a hedging relationship. In designating a hedging relationship the risks or portions must be separately identifiable and reliably measurable; however inflation cannot be designated, except in limited circumstances.

The Bank has not yet completed its analysis of the impact of the amendments to the Standard. Standard is effective on or after 1 July 2009.

- IFRIC 12 Service Concession Arrangements. The Interpretation provides guidance to private sector entities on certain recognition and measurement issues that arise in accounting for public-to-private service concession arrangements.

IFRIC 12 is not relevant to the Group's operations as none of the Group entities have entered into any service concession arrangements. Standard is effective on or after 1 April 2009.

- IFRIC 15 Agreements for the Construction of Real Estate clarifies that revenue arising from agreements for the construction of real estate is recognized by reference to the stage of completion of the contract activity in the following cases:
 - The agreement meets the definition of a construction contract in accordance with IAS 11.3;
 - The agreement is only for the rendering of services in accordance with IAS 18 (e.g. the entity is not required to supply construction materials); and
 - The agreement is for the sale of goods but the revenue recognition criteria of IAS 18.14 are met continuously as construction progresses.

In all other cases, revenue is recognized when all of the revenue recognition criteria of IAS 18.14 are satisfied (e.g. upon completion of construction or upon delivery). IFRIC 15 is not relevant to the Bank's operations as it does not provide real estate construction services nor develops real estate for sale. Standard is effective on or after 1 January 2010.

- IFRIC 16 Hedges of a Net Investment in a Foreign Operation explains the type of exposure that may be hedged, where in the group the hedged item may be held, whether the method of consolidation affects hedge effectiveness, the form the hedged instrument may take and which amounts are reclassified from equity to profit or loss on disposal of the foreign operation.

IFRIC 16 is not relevant to the Bank's operations as it does not have any investments in a foreign operation. Standard is effective on or after 1 July 2009.

- IFRIC 17 Distributions of Non-cash Assets to Owners applies to non-reciprocal distributions of non-cash assets to owners acting in their capacity as owners. In accordance with the Interpretation a liability to pay a dividend shall be recognised when the dividend is appropriately authorised and is no longer at the discretion of the entity and shall be measured at the fair value of the assets to be distributed. The carrying amount of the dividend payable shall be remeasured at each reporting date, with any changes in the carrying amount recognised in equity as adjustments to the amount of the distribution. When the dividend payable is settled, the difference, if any, between the carrying amount of the assets distributed and the carrying amount of the dividend payable shall be recognised in profit or loss.

As the interpretation is applicable only from the date of application, it will not impact the financial statements for periods prior to the date of adoption of the interpretation. Further, since it relates to future dividends that will be at the discretion of the Management Board / shareholders it is not possible to determine the effects of application in advance. Standard is effective on or after 1 November 2009.

- IFRIC 18 Transfers of Assets from Customers. The Interpretation requires an entity that receives a contribution in the scope of the Interpretation to recognize the item as an asset at its fair value if the transferred item meets the criteria for property, plant, and equipment in IAS 16, Property, Plant and Equipment. The Interpretation also requires the entity to recognize the amount as revenue; the timing of revenue recognition depends on the facts and circumstances of the particular arrangement.

IFRIC 18 is not relevant to the Group's financial statements as the Group does normally receive contributions from customers. Standard is effective on or after 1 November 2009.

FOREIGN CURRENCY TRANSLATION

Functional and presentation currency: Items included in the financial statements for both years, 2009 and 2008, are measured in euros, which is the Bank's functional and presentation currency.

Transactions and balances: Foreign currency transactions are translated into the functional currency using the European Central Bank exchange rates at the dates of transactions. Foreign exchange gains and losses resulting from the settlement of such transactions and from the translation at year-end exchange rates of monetary assets and liabilities denominated in foreign currencies are recognized in the income statement except when deferred in equity as qualifying cash flow hedges and available-for-sale investments.

Forward transactions denominated in a foreign currency are translated into euro using the forward rate.

The spot rates of exchange used in preparation of the Bank's balance sheet as of the reporting date were as follows:

Currency	31. 12. 2009	31. 12. 2008
CHF	1.4836	1.4098
USD	1.4406	1.4963

FINANCIAL ASSETS

The Bank classifies its financial assets into the following categories: financial assets at fair value through profit or loss, loans and receivables, held-to-maturity investments, and available-for-sale financial assets. The Bank determines the classification of its investments at initial recognition.

All financial assets held by the Bank are recognized and derecognized using trade date accounting except loans and receivables, which are recognized on settlement date. When a financial asset is recognized initially, the Bank measures it at its fair value plus, in the case of a financial asset not-at-fair-value through profit or loss, transaction costs that are directly attributable to the acquisition of the financial asset.

The Bank derecognizes a financial asset when the contractual rights to the cash flows from the asset expire, or it transfers the rights to receive the contractual cash flows on the financial asset in a transaction in which substantially all the risks and rewards of ownership of the financial asset are transferred. Any interest in transferred financial assets that is created or retained by the Bank is recognized as a separate asset or liability.

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

(a) Financial Assets at Fair Value through Profit or Loss

This category contains financial assets held for trading and those

which are upon initial recognition designated by the Bank as at fair value through profit or loss.

- A financial asset is classified as held for trading if it is acquired or incurred principally for the purpose of selling or repurchasing in the near term or if it is a part of portfolio of identified financial instruments that are managed together and for which there is evidence of a recent actual pattern of short-term profit-taking. Derivatives are also categorized as held for trading unless they are designated as hedging instruments.

Subsequent to the initial recognition, these financial assets are accounted for and stated at their fair value, which approximates the price quoted on recognized stock exchanges or calculated by acceptable valuation models. The fair value model separates the interest rate risk and the credit spread for a particular security. The credit spread gets updated regularly according to the benchmark and frequency agreed for the single name.

The Bank includes unrealized gains and losses in "Gains and losses on financial assets and liabilities held for trading". Interest earned on trading securities is accrued on a daily basis and reported in "Interest Income" in the Income Statement.

- The Bank's financial assets are designated at fair value through profit or loss when doing so significantly reduces measurement inconsistencies that would arise if the related derivatives were treated as held for trading and the underlying financial instruments were measured at effective interest method.

Loans measured at fair value through profit or loss are fixed-rate loans which are hedged at the loans' reference rate with interest rate swaps. Loans are designated at their fair value through profit or loss in order to avoid a mismatch in the presentation of the economic content of a transaction. The change in fair value of loans is based on a marked to model methodology on a monthly basis.

(b) Loans and Receivables

Loans and receivables are non-derivative financial assets with fixed or determinable payments that are not quoted in an active market, other than:

- Those that the Bank intends to sell immediately or in the short term, which are classified as held for trading, and those that the Bank upon initial recognition designates as at fair value through profit or loss;
- Those that the Bank upon initial recognition designates as available-for-sale; or
- Those for which the holder may not recover substantially all of its initial investment, other than because of credit deterioration.

The Bank assesses at each reporting date whether there is any indication that an asset may be impaired. If any such indication

Summary of Accounting Policies

exists, the Bank estimates the recoverable amount of the asset. An individual assessment of financial assets is used for all loans, apart from private customers, where a portfolio assessment of the quality of a financial asset is applied.

(c) Held-to-maturity Investments

Held-to-maturity investments are non-derivative financial assets with fixed or determinable payments and fixed maturities that the Bank has the positive intention and ability to hold to maturity.

Held-to-maturity investments are measured at amortized cost.

The Bank assesses at each reporting date whether there is any indication that an asset may be impaired. If any such indication exists, the Bank estimates the recoverable amount of the asset.

(d) Available-for-sale Financial Assets

Available-for-sale financial assets are those non-derivative financial assets that are designated as available for sale or are not classified as loans and receivables, held-to-maturity investments or financial assets at fair value through profit or loss. This portfolio includes both equity and debt securities.

Subsequent to their initial recognition, available-for-sale financial assets are remeasured at their fair value. The Slovenian bond market is characterized by rather low liquidity and low issue volumes. Consequently the market value as quoted on the stock exchange regularly doesn't reflect the fair value of a bond. In this the fair value of the securities is determined with the fair value model which separates the interest rate risk and the credit spread for a particular security. The credit spread gets updated regularly according to the benchmark and frequency agreed for the single name.

A gain or loss on an available-for-sale financial asset is recognized directly in equity, through the statement of changes in equity, except for impairment losses and foreign exchange gains and losses, until the financial asset is derecognized, at which time the cumulative gain or loss previously recognized in equity is recognized in profit or loss. However, interest calculated are accrued daily using the effective interest method and are recognized in profit or loss. Dividends on an available-for-sale equity instrument are recognized in profit or loss when the Bank's right to receive payment is established.

DERIVATIVE FINANCIAL INSTRUMENTS

In the normal course of business, the Bank is a party to contracts for derivative financial instruments, which represent a very low initial investment compared to the notional value of the contract. The derivative financial instruments used include interest rate, currency and commodity forward, swap, and option contracts. These financial instruments are used by the Bank to hedge interest rate risk and currency exposures associated with its transactions in financial markets, to open its positions actively and to sell those instruments to the customers.

Derivative financial instruments are initially recognized at cost and subsequently remeasured at their fair value. Fair values are obtained from quoted market prices, discounted cash flow models and options pricing models as appropriate. Changes in the fair value of derivative financial instruments that do not qualify for hedge accounting are recognized in the "Gains and Losses on Financial Assets and Liabilities held for Trading" as they arise.

All derivatives are carried as assets when the fair value is positive and as liabilities when the fair value is negative.

HEDGING INSTRUMENTS

a) Fair Value Hedge

In the year 2009, the Bank had not implemented fair value hedging.

b) Cash Flow Hedge

In accordance with the IFRS, cash flow hedges serve to hedge uncertain (variable) cash flows in the future. For this purpose, interest cash flows of the hedged items and related derivatives designated as hedging instruments are projected into the future (forecasted transactions). The hedge relates to the exposure to variability in cash flows associated with recognized assets or a recognized liabilities or a planned or forecasted transaction (or portions of the three) which will affect reported net income. In the case of cash flow hedge accounting, the hedging instrument is recognized at its fair value.

The hedged items are interest cash flows (forecasted transactions) of underlying transactions. The underlying transactions in a cash flow hedge may be any customer or securities transaction, on the assets side or on the liabilities side of balance sheet, in which the interest rate is sensitive to changes in money market rates. Hedging instruments are any derivatives that can hedge the exposure to variability in the relevant cash flows.

Changes in fair value are separated into an effective portion attributable to the hedge and an ineffective portion not attributable to the hedge. A hedge is considered as effective if, for each time bucket, the netted cash flows associated with the hedging instruments are smaller than or equal to the cash flows of the hedged item(s). The effective portions are recognized directly in equity (Fair Value Reserves, Cash Flow Hedge). The ineffective portion of the gain or loss on the hedging instrument is recognized in the Statement of Income. In order to avoid ineffectiveness, projections are made, especially for limits and potential causes of ineffectiveness. The Market Risk department runs an efficiency test at the end of each month.

Cash flow hedges are used by the Bank for managing interest rate risk on an aggregated basis. The derivatives are not attributed to individual transactions.

PROPERTY, PLANT AND EQUIPMENT AND INTANGIBLE ASSETS

Property, plant and equipment as well as intangible assets are initially recognized at cost. The Bank has chosen for measurement after recognition cost model, which means that an asset is carried at its cost less any accumulated depreciation and any accumulated impairment losses.

Depreciation is calculated on a straight-line basis. Land and assets in the course of construction are not depreciated.

The useful lives are set out below:

	31. 12. 2009	31. 12. 2008
Leasehold improvements	10 years	10 years
Hardware	4 years	4 years
Furniture, devices and motor vehicles	4-10 years	4-10 years
Intangible assets - software	5 years	5 years

The Bank periodically reviews the useful life and amends the period of depreciation if appropriate.

Leasehold improvements are capitalized and depreciated over the lesser of their useful life or the remaining lease term on a straight-line basis.

If of a minor extent, repairs and renewals are charged to the income statement when the expenditure is incurred.

The Bank assesses whether assets may be impaired. If, and only if, the recoverable amount of an asset is less than its carrying amount, the carrying amount of the asset is reduced to its recoverable amount. That reduction is an impairment loss.

A reversal of an impairment loss for an asset is recognized immediately in profit or loss.

The carrying amount of an item of property, plant and equipment is derecognized on disposal or when no future economic benefits are expected from its use or disposal. The gain or loss arising from derecognition of an item is included in profit or loss when the item is derecognized. The gain or loss arising from derecognition of an asset is determined as the difference between the net disposal proceeds, if any, and the carrying amount of the item.

OTHER ASSETS

Other assets consist of prepaid expenses, accrued income, and other assets that are not disclosed under any other item.

FINANCIAL LIABILITIES

Financial liabilities are recognized at fair value. After initial recognition, the Bank measures all financial liabilities at amortized

cost using the effective interest method.

The Bank had not yet recognized any financial liabilities at fair value through profit or loss.

The position "Financial Liabilities held for Trading" represents negative market value of derivatives.

PROVISIONS

A provision is recognized when the Bank has a present obligation as a result of a past event and when it is probable that an outflow of resources embodying economic benefits will be required to settle the obligation and a reliable estimate can be made of the amount of obligation.

Provisions are recognized for the following:

- Potential losses relevant to the risks resulting from off-balance sheet items;
- Jubilee awards and severance payments;
- Pending or threatened litigation,
- Other events, where the possibility of the outflow of the financial assets is very high.

CASH FLOW STATEMENT

For the purpose of the cash flow statement, cash is defined as cash in hand and current accounts with banks, including the compulsory minimum reserve with the Bank of Slovenia. Cash equivalents are short-term, highly liquid investments that are readily convertible to known amounts of cash and which are subject to an insignificant risk of changes in value.

EMPLOYEE BENEFITS

The Bank provides its employees with jubilee awards and severance payments. The employees are entitled to claim jubilee awards in circumstances where they have been employed by the Bank for a defined period of time. The employees are entitled to receive severance payments if they are employed by the Bank until their retirement age and were employed by the Bank for a minimum defined period.

Valuations of these obligations are carried out by independent qualified actuaries using projected unit credit method. The actuarial parameter and assumptions included in the calculation of the obligation are:

- Discount rate determined by reference to market yields as of the balance sheet date on corporate bonds for the Euro-zone;
- Estimated future salary increases;
- Anticipated increase of jubilee awards;
- Mortality rates - Slovenian mortality table 2000-2002;
- Fluctuation (termination without payment) depending on the Bank's past experience in service time;
- Retirement age: 59 for women, 61 for men;
- The Bank's most recent employee data (the length of employment with the Bank, age, gender, average salary);

Summary of Accounting Policies

- Average monthly salary in the Republic of Slovenia;
- If, on the valuation date, the calculated retirement age has already been reached or exceeded, the retirement has been assumed to take place 6 months after the valuation date.

These obligations are measured at present value of future cash outflows. The gains and losses are recognized in the income statement. Actuarial gains and losses, arising from experience adjustments and from changes in actuarial assumptions, in excess of the greater of ten percent of the value of plan assets or ten percent of the defined benefit obligation, are charged or credited to income over the expected average remaining working life-time of the related employees.

The Bank additionally provides short-term benefits to its employees such as contributions to retirement pension insurance and recognizes the costs of these contributions as incurred.

UniCredit Group established a medium/long-term share options and performance shares program, granting equity instruments by UniCredit Italiano S.p.A. to selected managers and employees of the various Group Subsidiaries. Share-based payment transactions are equity-settled. In compliance with the IFRS, the subsidiaries, whose employees have been granted equity instruments by the parent company, must pay the latter for the allocation granted to their employees.

Fair value calculation criteria for equity-settled Stock Options: The fair value has been measured by applying the Hull and the White model. The model is based on trinomial tree price distribution using the Boyle's algorithm and estimates the early exercise probability on the basis of a deterministic model connected to reaching a Market Share Value equals to an exercise price-multiple and probability beneficiary's early exit after the end of the vesting period. Fair value calculation criteria for Stocks: Fair value was determined based on the market price of the share, adjusted for the present value of the dividends, entitled from the grant, to the settlement date.

Vesting conditions for the Stocks are 1 year, vesting conditions for the Stock Options are 4 years. Granted Stock's are exercisable in 4 years, whereas Stock Options are exercisable in 10 - 13 years.

SHAREHOLDERS' EQUITY

Shareholders' equity is composed of paid-in share capital, share premium, fair value reserves (fair value reserves from financial assets available-for-sale and fair value reserves from cash flow hedge), reserves from profit, retained earnings and net profit for the year.

EARNINGS PER SHARE

The Bank presents earnings per share data for its ordinary (par value) shares. Earnings per share is calculated by dividing the Bank's profit or loss by the average number of shares outstanding during the period.

The Bank has no preference shares or convertible bonds. Therefore, no diluted earnings per share is calculated.

FINANCIAL COMMITMENTS AND CONTINGENCIES

Off-balance-sheet commitments from guarantees, both financial and service, represent irrevocable obligations that the Bank will make payments in the event a customer cannot fulfil its obligations vis-à-vis third parties.

A documentary letter of credit is an irrevocable undertaking of the issuing bank acting at the request of a customer (buyer) to make payment to the beneficiary (seller) or to pay or accept bills of exchange drawn by the beneficiary against stipulated documents, provided all terms and conditions of the letter of credit are complied with. The documentary letters of credit are collateralized depending on the creditworthiness of the customer and on the same basis as guarantees or loans.

The primary purpose of unused credit facilities (loan commitments) is to ensure that funds are available to a customer as required. Commitments to grant loans issued by the Bank represent issued loan commitments and the unused part of approved overdraft loans.

The risk associated with off-balance-sheet financial commitments and contingent liabilities is assessed similarly as for loans to customers taking into account the financial position and activities of the entity to which the Bank issued the guarantee and taking into account the collateral obtained.

INTEREST INCOME AND EXPENSE

Interest income and expense are recognized in the income statement using the effective interest method.

IMPAIRMENT LOSSES ON LOANS AND RECEIVABLES

The Bank assesses at each reporting date whether there is any indication that loan or receivable may be impaired. If such indication exists, the amount of the loss is measured as the difference between the asset's carrying amount and the present value of estimated future cash flows discounted at the asset's original effective interest rate. The amount of the loss is recognized in profit or loss.

FEE AND COMMISSION INCOME AND EXPENSE

Fees and commissions are in principle recognized upon completion of the underlying transaction. Fees and commissions charged for longer periods are being accrued.

TAXATION

Taxes are calculated in accordance with the Corporate Income Tax regulations. Generally, the taxable profit is based on the profit or loss recognized in the income statement prepared pursuant to the IFRS. It is adjusted for tax purposes as follows from the tax regulations.

Tax expense (tax income) comprises current tax expense (current tax income) and deferred tax expense (deferred tax income).

The current corporate income tax rate is 21 % (22 % in the year 2008), for deferred taxes 20 % (21 % in the year 2008) was used, which is the corporate income tax in 2010.

Deferred taxes are provided for temporary differences arising between the tax bases of assets and liabilities and their carrying amount on the balance sheet.

Deferred tax liabilities are the amounts of income taxes payable in future periods in respect of taxable temporary differences.

Deferred tax assets are the amounts of income taxes recoverable in future periods in respect of deductible temporary differences, the carry-forward of unused tax losses and the carry-forward of unused tax credits.

The Bank is subject to various indirect operating taxes. These are included as a component of administrative expenses.

FIDUCIARY ACTIVITIES

Assets managed by the Bank in its capacity as a nominee, trustee or agent are not assets of the Bank and are accordingly not included in these financial statements.

SEGMENT REPORTING

The Bank did not decide to disclose segment information as its equity is not publicly traded and it is not in the process of issuing equity or debt securities in public securities markets.

REGULATORY REQUIREMENTS

The Bank is subject to the regulatory requirements of the Bank of Slovenia. These regulations include limits and other restrictions pertaining to minimum capital adequacy requirements, the classification of loans and off-balance-sheet commitments and provisioning to cover credit risk, liquidity, interest rate, and foreign currency position. As of 31 December 2009, the Bank was in compliance with all regulatory requirements.

RELATED PARTIES

Related parties are those counterparties that represent:

- Enterprises that directly, or indirectly through one or more intermediaries, control, or are controlled by, or are under common control by, the reporting enterprise;
- Key management personnel, that is, those persons having the authority and responsibility for planning, directing and controlling the activities of the Group, including directors and officers of the Bank and close members of the families of such individuals;
- Enterprises in which a substantial interest in the voting power is owned directly or indirectly by any person described above or over which such a person is able to exercise a significant influence. This includes enterprises owned by directors or major shareholders of the Bank and enterprises that have a member of key management in common with the Bank.

In considering each possible related-party relationship, attention is directed to the substance of the relationship and not merely the legal form.

Notes on the Financial Statements

Notes on the Balance Sheet

Note 1: Cash and cash balances with central banks

EUR 1,000	31. 12. 2009	31. 12. 2008
Cash	12,454	12,633
Balances with the Central Bank	65,567	29,269
Minimum reserve with the Central Bank	25,567	29,269
Other balances with the Central Bank	40,000	-
Total	78,021	41,902

The European Central Bank (ECB) requires credit institutions established in participating Member States to hold minimum reserves, they are to be held on accounts with the ECB and participating national central banks. It is essential that credit institutions hold their balances only with the participating national central banks.

Liabilities owed to any other credit institution and participating national central bank and liabilities owed to ECB shall be excluded from the reserve base.

A reserve ratio of 2 % shall apply to the following liability categories:

- Overnight deposits;
- Deposits with an agreed maturity up to two years;
- Deposits redeemable at notice up to two years;
- Debt securities issued with an agreed maturity up to two years.

A reserve ratio of 0 % shall apply to the following liability categories:

- Deposits with agreed maturity over two years;
- Deposits redeemable at notice over two years;
- Repos;
- Debt securities issued with an agreed maturity over two years.

An allowance of 100 thousand euros, to be deducted from the amount of the minimum reserves, is granted. The Bank's minimum reserve calculated based on volumes as of 31 December 2009 amounts to 14,622 thousand euros. The Bank has to hold it in the period from 10 February 2010 till 9 March 2010.

Note 2: Financial assets held for trading

EUR 1,000	31. 12. 2009			31. 12. 2008		
	Level 1	Level 2	Total	Level 1	Level 2	Total
Equity instruments	191	-	191	-	-	-
Shares, corporates	191	-	191	-	-	-
Debt instruments	2,644	4,671	7,315	4,109	24,143	28,252
Bonds, Republic of Slovenia	-	4,671	4,671	-	23,532	23,532
Bonds, central government units	2,644	-	2,644	4,109	-	4,109
Bonds, banks	-	-	-	-	611	611
Derivatives held for trading	-	77,153	77,153	-	116,322	116,322
Forwards	-	118	118	-	5,324	5,324
Options	-	34,330	34,330	-	64,903	64,903
Swaps	-	42,705	42,705	-	46,095	46,095
Total	2,835	81,824	84,659	4,109	140,465	144,574

The Slovenian bond market is characterized by rather low liquidity and low issue volumes. Consequently, the market value as quoted on the stock exchange regularly doesn't reflect the fair value of a bond. Therefore the value of the majority of bonds in the Bank's trading portfolio is measured by valuation model.

Fair value of currency derivatives is their market price in the front-end system Wall Street, fair value of interest derivatives is market price in the front-end system OPUS. Fair value of equity and commodity derivatives is provided by Bayerische Hypo- und Vereinsbank AG, München. Notional values of derivatives are disclosed in Note 43. Clarification on determination of the fair value hierarchy is in Accounting principles under Use of estimates and judgements, determining fair values.

Debt instruments

EUR 1,000	2009	2008
Balance at 1. 1.	28,252	135,007
Increases	649,030	619,066
Purchase	649,030	614,163
Positive changes in fair value	-	4,903
Decreases	(669,967)	(725,821)
Sales / Redemption	(669,498)	(597,542)
Reclassification to available-for-sale financial assets	-	(95,531)
Reclassification to held-to-maturity financial assets	-	(29,640)
Negative changes in fair value	(469)	(3,108)
Balance at 31. 12.	7,315	28,252

Equity instruments

EUR 1,000	2009	2008
Balance at 1. 1.	-	-
Increases	216	721,177
Purchase	216	721,177
Decreases	(25)	(721,177)
Sales / Redemption	-	(474,829)
Negative changes in fair value	(25)	(246,348)
Balance at 31. 12.	191	-

Note 3: Financial assets designated at fair value through profit or loss

EUR 1,000	31. 12. 2009	31. 12. 2008
	Level 3	Level 3
Loans	6,366	16,730
Total	6,366	16,730

Notes on the Financial Statements

Annual changes, level 3

EUR 1,000	2009	2008
Balance at 1. 1.	16,730	20,444
Increases	1,138	2,081
New loans	651	1,400
Positive changes in fair value	145	564
Exchange rate differences	342	117
Decreases	(11,502)	(5,795)
Redemption	(11,167)	(5,792)
Exchange rate differences	(335)	(3)
Balance at 31. 12.	6,366	16,730

Loans designated at fair value through profit or loss bear fixed interest rate and are hedged to reference interest rate by interest rate swap. Interest rate swap is recognized at fair value, therefore is also a loan designated at fair value through profit or loss. The largest exposure to the credit risk from the loan, given to the non-resident on 31 December 2009 amounts to 4,794 thousand euros.

Clarification on determination of the fair value hierarchy is in Accounting principles under Use of estimates and judgements, determining fair values.

Note 4: Available-for-sale financial assets

EUR 1,000	31. 12. 2009				31. 12. 2008			
	Level 1	Level 2	Level 3	Total	Level 1	Level 2	Level 3	Total
Equity instruments	53,698	-	229	53,927	-	-	282	282
Bonds, Republic of Slovenia	-	163,160	-	163,160	-	136,876	-	136,875
Bonds, central government units	35,487	-	-	35,487	30,812	-	-	30,812
Bonds, banks	-	87,043	12,991	100,034	-	9,648	30,225	39,874
Bonds, corporates	-	-	-	-	9,546	-	-	9,546
Total	89,185	250,203	13,220	352,608	40,358	146,524	30,507	217,389

The Slovenian bond market is characterized by rather low liquidity and low issue volumes. Consequently, the market value as quoted on the stock exchange regularly doesn't reflect the fair value of a bond. Therefore, fair value of the majority of bonds in the Bank's Available-for-sale portfolio is measured by valuation model. Clarification on determination of the fair value hierarchy is in the Accounting principles under the Use of estimates and judgements, determining fair values.

As at December 31, the pool of securitis eligible for borrowings from the Central banks amounts to 207,552 thousand euros.

Annual changes, shares, level 3

EUR 1,000	2009	2008
Balance at 1. 1.	282	350
Increases	-	1,204
Purchase	-	-
Positive changes in fair value and exchange rate differences	-	1,204
Decreases	(53)	(1,272)
Sales	-	(1,272)
Negative changes in fair value	(53)	-
Balance at 31. 12.	229	282

Annual changes, bonds, level 3

EUR 1,000	2009	2008
Balance at 1. 1.	30,225	29,857
Equity instruments	93	406
Purchase	-	263
Positive changes in fair value and exchange rate differences	93	143
Balance at 1. 1.	(17,327)	(37)
Sales	(17,290)	-
Negative changes in fair value	(37)	(37)
Balance at 31. 12.	12,991	30,225

Annual changes, bonds

EUR 1,000	2009	2008
Balance at 1. 1.	217,107	115,027
Increases	127,212	121,756
Purchase	121,856	22,968
Reclassification from Financial assets held for trading	-	95,530
Positive changes in fair value	5,356	3,258
Exchange rate differences	-	-
Decreases	(45,638)	(19,676)
Sales / Redemption	(44,987)	(19,561)
Negative changes in fair value	(651)	(115)
Balance at 31. 12.	298,681	217,107

EUR 1.000	31. 12. 2009		Value on date of reclassification		31. 12. 2008	
	Book value	Fair value	Book value	Fair value	Book value	Fair value
Financial assets reclassified out of trading assets to available-for-sale financial assets	89,733	89,733	95,531	95,531	95,923	95,923

In the year 2009, the Bank sold debt securiteis in the amount of 9,513 thousand euros. If the Bank would not have made reclassifications of financial assets, its Statement of Income would differ in the following position in the following amount:

EUR 1,000	2009	2008
Gains and losses on financial assets and liabilities held for trading	3,323	392

Note 5: Derivatives - hedge accounting

EUR 1,000	31. 12. 2009	31. 12. 2008
	Level 2	Level 2
Cash flow hedge	5,672	2,324
Total	5,672	2,324

Hedging derivatives are valued at fair value, which is a market price in the front-end system OPUS. Clarification on determination of the fair value hierarchy is in the Accounting principles under the Use of estimates and judgements, determining fair values. Clarification on determination of the fair value hierarchy is in Accounting Principles under Use of Estimates and Judgements, determining fair values.

Notes on the Financial Statements

Note 6: Loans and receivables

Loans and receivables to banks

EUR 1,000	31. 12. 2009	31. 12. 2008
Demand deposits	62,719	92,977
Short-term loans	477,222	152,886
Long-term loans	21,184	43,584
Total	561,125	289,447

Loans and receivables to customers

EUR 1,000	31. 12. 2009			31. 12. 2008		
	Gross value	Impairment	Net value	Gross value	Impairment	Net value
Short-term loans	310,401	(11,396)	299,005	549,406	(7,600)	541,806
Corporates	253,491	(8,787)	244,704	476,838	(5,632)	471,206
Financial institutions	29,498	-	29,498	20,903	(2)	20,901
Public sector	325	-	325	10,108	-	10,108
Private customers	20,452	(2,609)	17,843	19,294	(1,966)	17,328
Non-residents	6,635	-	6,635	22,263	-	22,263
Long-term loans	1,824,072	(26,153)	1,797,919	1,540,523	(17,871)	1,522,652
Corporates	904,004	(12,979)	891,025	785,179	(9,739)	775,440
Financial institutions	59,929	-	59,929	63,622	-	63,622
Public sector	129,861	-	129,861	30,680	-	30,680
Private customers	651,595	(13,019)	638,576	568,304	(8,132)	560,172
Non-residents	78,683	(155)	78,528	92,738	-	92,738
Total	2,134,473	(37,549)	2,096,924	2,089,929	(25,471)	2,064,458

Loans to corporates include loans to sole traders.

The balance of loans to the employees on 31 December 2009 amounts to 17,534 thousand euros and 15,785 thousand euros on 31 December 2008.

As at December 31 the pool of loans eligible for borrowings from the Central banks amounts to 98,063 thousand euros.

Impairment

EUR 1,000	2009	2008
Balance at 1. 1.	(25,471)	(18,340)
Increases	(27,611)	(20,347)
Decreases	15,533	13,216
Balance at 31. 12.	(37,549)	(25,471)

Note 7: Held-to-maturity financial assets

EUR 1,000	31. 12. 2009	31. 12. 2008
	Level 3	Level 3
Bonds, banks	29,773	29,721
Total	29,773	29,721

EUR 1,000	2009	2008
Balance at 1. 1.	29,721	-
Increases	145	29,721
Reclassification from financial assets held for trading	-	29,640
Purchase	145	77
Positive changes in fair value	-	4
Decreases	(93)	-
Sales / Redemption	(93)	-
Balance at 31. 12.	29,773	29,721

As at 31 December, the total volume of the securities held-to-maturity was in the pool of securitis eligible for borrowings from the Central banks.

Clarification on determination of the fair value hierarchy is in the Accounting principles under the Use of estimates and judgements, determining fair values.

EUR 1.000	31. 12. 2009		Value on date of reclassification		31. 12. 2008	
	Book value	Fair value	Book value	Fair value	Book value	Fair value
Financial assets reclassified out of trading assets to held-to-maturity financial assets	29,773	29,765	29,640	29,640	29,721	29,645

If the Bank would not have made reclassifications of financial assets, its Statement of Income would differ in the following position in the following amount:

EUR 1.000	2009	2008
Gains and losses on financial assets and liabilities held for trading	(8)	5

Note 8: Non-current assets held for sale

EUR 1,000	31. 12. 2009	31. 12. 2008
Non-current assets held for sale received as payment of claims	65	466
Total	65	466

Notes on the Financial Statements

Note 9: Property, plant and equipment

EUR 1,000	2009				Total
	Leasehold improvements	Computer hardware	Other equipment	Work in progress	
Cost					
Balance at 1. 1.	8,054	4,146	5,195	114	17,509
Additions	1,116	-	-	1,097	2,213
Transfer from work in progress	-	441	594	(1,036)	(0)
Disposals	(102)	(475)	(251)	-	(828)
Balance at 31. 12.	9,068	4,112	5,538	175	18,893
Depreciation					
Balance at 1. 1.	3,192	2,847	1,938	-	7,977
Depreciation for the year	825	617	676	-	2,118
Disposals	(98)	(473)	(161)	-	(732)
Balance at 31. 12.	3,919	2,991	2,453	-	9,363
Net book value					
Balance at 1. 1.	4,862	1,299	3,257	114	9,532
Balance at 31. 12.	5,149	1,121	3,085	175	9,530

EUR 1,000	2008				Total
	Leasehold improvements	Computer hardware	Other equipment	Work in progress	
Cost					
Balance at 1. 1.	5,628	3,634	3,725	112	13,099
Additions	2,426	-	-	2,474	4,900
Transfer from work in progress	-	759	1,713	(2,472)	-
Disposals	-	(247)	(243)	-	(490)
Balance at 31. 12.	8,054	4,146	5,195	114	17,509
Depreciation					
Balance at 1. 1.	2,630	2,457	1,570	-	6,657
Depreciation for the year	562	594	536	-	1,692
Disposals	-	(204)	(168)	-	(372)
Balance at 31. 12.	3,192	2,847	1,938	-	7,977
Net book value					
Balance at 1. 1.	2,998	1,177	2,155	112	6,442
Balance at 31. 12.	4,862	1,299	3,257	114	9,532

Bank has no contractual commitments for the acquisition of property, plant and equipment. The Bank can not sell the leasehold improvements and has other contractual commitments related to them. The bank did not capitalised the borrowing costs related to the tangible assets.

Note 10: Intangible assets

EUR 1,000	2009	2008
Cost		
Balance at 1. 1.	24,907	20,096
Additions	5,180	4,811
Disposal	(3,148)	-
Balance at 31. 12.	26,939	24,907
Amortization		
Balance at 1. 1.	14,903	13,047
Amortization	2,325	1,856
Disposal	(2,910)	-
Balance at 31. 12.	14,318	14,903
Net book value		
Balance at 1. 1.	10,004	7,049
Balance at 31. 12.	12,621	10,004

Intangible assets solely comprise computer software. Bank has no internally generated intangible assets. The contractual commitments for acquisition of intangible assets amounts to 115 thousand euros. The Bank has prolonged the useful lives of tangible assets with the remaining value in amounts of 2,718 thousand euros for a year. This lead to the higher costs for depreciation in the year 2009 for 170 thousands euros and in the next three years for 372 thousand euros.

The cost for research and development amount to 1,777 thousand euros (1,780 thousand euros in year 2008), which the Bank has committed to the improvements of the existing business processes and technological solutions.

The Bank did not capitalised the borrowing costs related to the intangible assets.

Note 11: Tax assets

EUR 1,000	31. 12. 2009	31. 12. 2008
Current tax assets	822	-
Deferred tax assets	1,676	2,030
Assets / Liabilities held for trading	181	678
Loans to banks and loans to customers	21	43
Available-for-sale financial assets	17	-
Property, plant and equipment, Intangible assets	22	28
Provisions for severance and jubilee salaries	137	140
Fair value reserves, Cash flow hedge	1,296	1,103
Fair value reserves, Available-for-sale financial assets	2	38
Total	2,498	2,030

Notes on the Financial Statements

EUR 1,000	31. 12. 2009	31. 12. 2008	Effect in 2009
Deferred tax assets	1,676	2,030	(354)
Balancing equity	1,298	1,141	157
Balancing Statement of Income	378	889	(511)
Deferred tax liabilities (disclosed in Note 18)	1,253	229	1,024
Balancing equity	1,253	229	1,024
Net deferred tax assets / liabilities	423	1,801	(1,378)
Balancing equity	45	912	(867)
Balancing Statement of Income	378	889	(511)

Note 12: Other assets

EUR 1,000	31. 12. 2009	31. 12. 2008
Claims arising from settlement of securities	-	43,897
Other claims arising from settlement of transactions	2,326	3,442
Claims arising from post-financing transactions	12,541	14,289
Deferred expenses and accrued income	872	566
Claims for fees	681	419
Impairment on claims for fees	(18)	(13)
Given advances	32	22
Other assets	14,639	63
Impairment on other assets	(3,567)	(21)
Total	27,506	62,664

Other assets include claims from termination of interest rate swap. Impairment on other assets represents mainly claim from termination of interest rate swap.

Note 13: Deposits from central banks

EUR 1,000	31. 12. 2009	31. 12. 2008
Short-term debts arising from loans and advances from base money supply against pledged securities	120,633	200,729
Total	120,633	200,729

For short-term debts to central banks, the Bank is included in the pool of securiteis eligible for borrowings from the Central Bank under conditions, consistent with the monetary policy of the Bank of Slovenia.

Note 14: Financial liabilities held for trading

EUR 1,000	31. 12. 2009	31. 12. 2008
	Level 2	Level 2
Derivatives held for trading	81,765	107,413
Forwards	543	4,573
Options	34,330	64,925
Swaps	46,892	37,915
Other financial liabilities held for trading	-	1,809
Total	81,765	109,222

Clarification on determination of the fair value hierarchy is in the Accounting principles under the Use of estimates and judgements, determining fair values.

Note 15: Derivatives - hedge accounting

EUR 1,000	31. 12. 2009	31. 12. 2008
	Level 2	Level 2
Cash flow hedge	13,992	6,942
Total	13,992	6,942

Clarification on determination of the fair value hierarchy is in the Accounting principles under the Use of estimates and judgements, determining fair values.

Note 16: Financial liabilities measured at amortised cost

Deposits from banks

EUR 1,000	31. 12. 2009	31. 12. 2008
On demand	12,428	5,078
Short-term deposits	1,144,155	644,965
Long-term deposits	446,003	617,124
Total	1,602,586	1,267,167

Loans from banks

EUR 1,000	31. 12. 2009	31. 12. 2008
Short-term loans	-	29,328
Long-term loans	383,113	411,392
Total	383,113	440,720

Notes on the Financial Statements

Deposits from customers

EUR 1,000	31. 12. 2009	31. 12. 2008
On demand	274,444	238,397
Corporates	147,363	129,406
Financial institutions	4,043	2,033
Public sector	4,998	8,307
Private customers	90,112	73,522
Non-residents	27,928	25,129
Short-term deposits	439,817	342,542
Corporates	90,245	125,687
Financial institutions	30,928	22,908
Public sector	225,324	79,515
Private customers	69,465	98,377
Non-residents	23,855	16,055
Long-term deposits	106,492	61,348
Corporates	4,427	1,771
Financial institutions	1,053	7,255
Public sector	1,452	1,461
Private customers	94,514	46,925
Non-residents	5,046	3,936
Total	820,753	642,287

Deposits from corporates also include deposits from sale traders.

Subordinated liabilities

EUR 1,000	31. 12. 2009	31. 12. 2008
Subordinated liabilities to banks	30,129	20,204
Total	30,129	20,204

In the year 2008, the Bank signed a subordinated loan facility agreement for ten years in the amount of 20,000 thousand euros with loan interest rate Euribor + 1.1 %.

In the year 2009, the Bank signed an additional subordinated loan facility agreement for 10,000 thousand euros with loan interest rate Euribor + 3 %. Both facility amounts were signed with UniCredit Bank Austria AG and fully drawn.

Note 17: Provisions

EUR 1,000	31. 12. 2009	31. 12. 2008
For pending legal cases	119	5
For severance and jubilee salaries	880	794
For operational risk - money laundering	14	14
Potential losses	931	-
For off-balance sheet items	534	353
Total	2,478	1,166

2009

EUR 1,000	For pending legal cases	For severance and jubilee salaries	For operational risk - money laundering	Potential losses	For off-balance sheet items	Total
Balance at 1. 1.	5	794	14	-	353	1,166
Increases	119	127	-	931	816	1,993
Decreases	(5)	(41)	-	-	(635)	(681)
Use of provisions	-	(41)	-	-	-	(41)
Other decreases	(5)	-	-	-	(635)	(640)
Balance at 31. 12.	119	880	14	931	534	2,478

2008

EUR 1,000	For pending legal cases	For severance and jubilee salaries	For operational risk - money laundering	For off-balance sheet items	Total
Balance at 1. 1.	13	626	14	418	1,071
Increases	5	184	-	555	744
Decreases	(13)	(16)	-	(620)	(649)
Use of provisions	(12)	(16)	-	-	(28)
Other decreases	(1)	-	-	(620)	(621)
Balance at 31. 12.	5	794	14	353	1,166

Provisions for severance and jubilee salaries have increased due to the actuarial losses/gains. Provisions for Potential losses were built due to the repo settlement agreement.

Note 18: Tax liabilities

EUR 1,000	31. 12. 2009	31. 12. 2008
Current tax liabilities	-	2,256
Deferred tax liabilities	1,253	229
Fair value reserves, Available-for-sale financial assets	1,253	229
Total	1,253	2,485

Note 19: Other liabilities

EUR 1,000	31. 12. 2009	31. 12. 2008
Liabilities arising from settlement of securities	54	7,119
Other liabilities arising from settlement of transactions	8,446	3,140
Accrued expenses and deferred income	6,120	5,962
Liabilities to suppliers	2,241	2,441
Liabilities arising from gross salaries	1,160	1,133
Liabilities for taxes and contributions	457	365
Liabilities for fees	75	70
Other liabilities	896	917
Total	19,449	21,147

Notes on the Financial Statements

Note 20: Share capital

EUR 1,000	31. 12. 2009	31. 12. 2008
Ordinary shares - subscribed by privates	1	1
Ordinary shares - subscribed by foreign banks	16,257	16,257
Total	16,258	16,258

The Bank's share capital on 31st December 2009 amounts to 16,258,321 euros and is comprised of 3,898,878 pieces of ordinary non-par-value shares, which are fully paid. Each non-par-value share entitles its holder to one vote when concluding decisions at the Bank's General Meeting of Shareholders, to share in profit (dividend) and to appropriate share in remaining assets after the Bank's liquidation or bankruptcy.

The Bank had not paid out dividends for years 2009 and 2008.

Note 21: Share premium

EUR 1,000	31. 12. 2009	31. 12. 2008
Payments in excess of nominal amounts of paid-up shares	45,861	45,861
Share premium account arising from general capital revaluation adjustment	16,024	16,024
Total	61,885	61,885

Note 22: Fair value reserves

EUR 1,000	31. 12. 2009	31. 12. 2008
Fair value reserves, Cash flow hedge	(5,183)	(4,148)
Fair value reserves, Available-for-sale financial assets	5,001	719
Total	(182)	(3,429)

Fair value reserves, Cash flow hedge

EUR 1,000	2009	2008
Balance at 1. 1.	(4,148)	1,241
Gross value	(5,251)	1,591
Deferred taxes	1,103	(350)
Increases	11	-
Gross value	11	-
Deferred taxes	-	-
Decreases	(1,046)	(5,389)
Gross value	(1,239)	(6,842)
Deferred taxes	193	1,453
Balance at 31. 12.	(5,183)	(4,148)
Gross value	(6,479)	(5,251)
Deferred taxes	1,296	1,103

Fair value reserves, Available-for-sale financial assets

EUR 1,000	2009	2008
Balance at 1. 1.	719	(1,743)
Gross value	910	(2,236)
Deferred taxes	(191)	493
Increases	5,110	2,462
Gross value	6,170	3,146
Deferred taxes	(1,059)	(684)
Decreases	(828)	-
Gross value	(828)	-
Deferred taxes	-	-
Balance at 31. 12.	5,001	719
Gross value	6,252	910
Deferred taxes	(1,250)	(191)

Note 23: Retained earnings

EUR 1,000	31. 12. 2009	31. 12. 2008
Mandatory reserves	1,294	1,294
Other reserves from profit	107,563	93,922
Total	108,857	95,216

Note 24: Net profit for the year

EUR 1,000	31. 12. 2009	31. 12. 2008
Net profit for the year	8,798	9,681
Transfer to reserves from profit	(4,399)	(4,841)
Total	4,399	9,242

Notes on the Financial Statements

Earning per share

EUR 1,000	31. 12. 2009	31. 12. 2008
(1) Net profit for the year	8,798	18,484
(2) Number of shares	3,898,878	3,898,878
(3) Earning per share in euros (1) / (2)	2.26	4.74

Basic and diluted earnings per share are the same as the Bank has no dilutive instruments.

Note 25: Interest income

EUR 1,000	2009	2008
Interest on deposits placed with the Central Bank	216	551
Interest on financial assets held for trading	19,261	21,275
Interest on financial assets designated at fair value through profit or loss	651	1,400
Interest on derivatives used for hedging	6,210	5,745
Interest on financial assets available for sale	10,624	4,680
Interest on loans and receivables	77,974	110,020
To banks	3,380	6,254
To customers	74,594	103,766
Interest from impaired loans	2,013	2,002
To customers	2,013	2,002
Interest on financial assets held to maturity	810	296
Other interest income	847	517
Total	118,606	146,486

Note 26: Interest expense

EUR 1,000	2009	2008
Interest on balances with the Central Bank	2,207	-
Interest on financial liabilities held for trading	18,361	15,630
Interest on derivatives used for hedging	7,296	4,428
Interest on received deposits and loans	51,701	81,193
Paid to banks	40,161	64,627
Paid to customers	11,540	16,566
Other interest expenses	11	118
Total	79,576	101,369

Interest expenses for subordinated loans amounts to 712 thousand euros for 2009 (708 thousand euros for 2008).

Note 27: Dividend income

EUR 1,000	2009	2008
Dividends from financial assets available for sale	1,638	41
Total	1,638	41

Note 28: Fee and commission income

EUR 1,000	2009	2008
Fees from collateral granted	1,306	1,125
Fees from payment operations	5,110	5,038
Fees from agency services and commission operations	295	1,590
Fees from securities business for customers	3,535	3,239
Fees from lending business	6,283	4,835
Other fees	3,884	3,313
Total	20,413	19,140

Note 29: Fee and commission expenses

EUR 1,000	2009	2008
Fees for banking services	2,271	1,223
Fees for carrying out agency and commission operations	171	195
Fees for securities business	620	627
Fees for performing payment operations	327	315
Total	3,390	2,360

Note 30: Realised gains and losses on financial assets and liabilities not measured at fair value through profit or loss

EUR 1,000	2009	2008
Realised gains	1,908	1,695
On available-for-sale financial assets	1,874	1,391
On loans	13	304
On other financial assets and liabilities	21	-
Realised losses	(544)	(96)
On available-for-sale financial assets	(443)	(69)
On loans	(81)	(15)
On other financial assets and liabilities	(20)	(12)
Total	1,364	1,599

Within "Realised gains on available-for-sale financial assets", the Bank recognized gains realized with sale of its equity investment into Petrol d.d., in amount of 1,824 thousand euros and into Sava d.d., in amount to 48 thousand euros (in 2008 1,198 thousand euros into Ljubljanska borza, d.d. (Ljubljana Stock Exchange)).

Notes on the Financial Statements

Note 31: Gains and losses on financial assets and liabilities held for trading

EUR 1,000	2009	2008
Net gains on securities trading	598	1,485
Net gains on purchase and sale of foreign currencies	295	354
Net gains on derivatives	(59)	(6,343)
Total	834	(4,504)

Note 32: Gains and losses on financial assets and liabilities designated at fair value through profit or loss

EUR 1,000	2009	2008
Net gains on loans designated at fair value through profit or loss	144	566
Total	144	566

Note 33: Exchange differences

EUR 1,000	2009	2008
Gains on exchange differences	324,361	1,170,500
Losses on exchange differences	(319,588)	(1,165,755)
Total	4,773	4,745

Note 34: Gains and losses on derecognition of assets other than held for sale

EUR 1,000	2009	2008
Gains on derecognition	-	12
Losses on derecognition	(372)	(94)
Total	(372)	(82)

Note 35: Other operating net income

EUR 1,000	2009	2008
Gains	294	406
Gains on release of accrued expense	51	302
Gains on operational risk	197	59
Other gains	46	45
Losses	(185)	(196)
Memberships	(95)	(101)
Losses from operational risk	(39)	(55)
Other losses	(51)	(40)
Total	109	210

Note 36: Administrative costs

Staff costs

EUR 1,000	2009	2008
Gross salaries	13,339	12,242
Contributions for social security	1,046	1,059
Contributions for pension insurance	1,264	1,235
Other contributions levied on gross salaries	10	323
Other staff costs	3,082	3,789
Total	18,741	18,648

The expenses for unused holidays amount to 9 thousand euros (27 thousand euros in 2008).

The accrued expenses on 31 December 2009 for equity settled share based payment amount to 119 thousand euros (76 thousand euros on December 31 2008). The expense for equity settled share based payment amounts to 44 thousand euros (36 thousand euros for 2008). Vesting conditions and fair value descriptions of the equity settled financial instruments are described in Summary of Accounting Policies, Employee benefits.

Stocks and stock options

	Number	Average exercised price
Outstanding at 1 January 2009		
Stocks	35,165	4.029
Stock options	116,181	0.970
Granted in 2009	-	-
Forfeited in 2009	-	-
Exercised in 2009	-	-
Stocks	6,480	3.800
Expired in 2009	-	-
Outstanding at 31 December 2009	-	-
Stocks	28,685	4.081
Stock options	116,181	0.970
Exercisable at 31 December 2009	-	-

Notes on the Financial Statements

Other administrative costs

EUR 1,000	2009	2008
Operating leasehold on premises	2,173	1,902
IT services	2,204	2,205
Communication	1,710	1,332
Consulting and auditing services	1,389	1,591
Other outsourced services	740	1,428
Marketing	1,592	2,796
Training	335	638
Material costs	474	615
Costs of fixed assets maintenance	880	491
Insurance	611	458
Travel costs	195	243
Other costs	703	667
Total	13,006	14,366

Consulting and auditing services include the audit of the financial statements for 2009 in the amount of 76 thousand euros provided by KPMG Slovenija, podjetje za revidiranje, d.o.o. The same audit company performed the audit of custody business which amounts to 5.5 thousand euros and the audit of capital adequacy in amount of 1.8 thousand euros. The costs of tax advisory by Ernst & Young Svetovanje d.o.o. amount to 16 thousand euros.

The Bank rents a number of branches and office premises. Rental contracts usually run for up to 15 years with the option to renew or cancel them.

The minimum future obligations for rental payments less than one year amount to 2,124 thousand euros (in 2008: 2,101 thousand euros).

The Bank does not have minimum future obligations for rental payments for more than one year.

Note 37: Depreciation

EUR 1,000	2009	2008
Depreciation of property, plant and equipment	2,118	1,692
Depreciation of leasehold improvements	826	562
Depreciation of computer hardware	617	595
Depreciation of other equipment	675	535
Amortisation of intangible assets	2,325	1,856
Total	4,443	3,548

Note 38: Provisions

EUR 1,000	2009	2008
For pending legal cases	(114)	(5)
For severance and jubilee salaries	(127)	(185)
For potential losses	(931)	-
For off-balance sheet items	(181)	67
Total	(1,354)	(123)

Reconciliation between the beginning balance and end balance of provisions with interpretation is in note 17.

Note 39: Impairment

EUR 1,000	2009	2008
Impairment of available-for-sale financial assets	83	-
Impairment of financial assets, measured at cost	15,528	6,870
Increase	29,569	17,363
Loans	25,972	17,308
Fees	19	17
Other assets	3,578	38
Decrease	(14,041)	(10,493)
Loans	(13,995)	(10,460)
Fees	(14)	(16)
Other assets	(32)	(17)
Total	15,611	6,870

Note 40: Profit or loss from non-current assets held for sale

EUR 1,000	2009	2008
Profit from non-current assets held for sale	22	2,618
Loss from non-current assets held for sale	(162)	(8)
Total	(140)	2,610

When property and equipment is held for sale and sale is highly probable, the Bank classifies it as non-current asset held for sale. Profit or loss from sales transaction is recognized in the above-shown positions.

Note 41: Tax expense

EUR 1,000	2009	2008
Current tax	1,938	5,508
Deferred tax	511	(464)
Total	2,450	5,044

EUR 1,000	2009	2008
Profit before taxes	11,248	23,527
Theoretical tax	21.00% 2,362	22.00% 5,176
Tax decrease for deductible income	(6.85%) (771)	(6.12%) (1,440)
Tax on non-deductible expenses	4.24% 477	0.90% 212
Deferred taxes	4.54% 511	(1.97%) (464)
Change of tax rate	0.37% 42	(0.60%) (142)
Adjustment for the calculated deferred taxes	4.17% 469	(1.37%) (322)
Other adjustments	(1.15%) (129)	6.63% 1,560
Total	21.78% 2,450	21.44% 5,044

Notes on the Financial Statements

Notes to the Cash Flow Statement

Note 42: Cash and cash equivalents

EUR 1,000	31. 12. 2009	31. 12. 2008
Cash	12,454	12,633
Minimum reserve with the Central Bank	25,567	29,269
Other balances with the central bank	40,000	-
Financial assets held for trading	4,671	23,532
Available-for-sale financial assets	70,026	95,197
Loans to banks with maturity up to 3 months	539,940	229,886
Total	692,658	390,517

Financial assets held for trading and available-for-sale financial assets comprise the Republic of Slovenia bonds.

Notes to the Off-balance Sheet Items

Note 43: Off-balance sheet items

EUR 1,000	31. 12. 2009	31. 12. 2008
Financial guarantees	47,962	59,860
Non-financial guarantees	64,954	85,311
Committed credit and overdraft lines	278,985	241,851
Creditors on spot business	42,104	39,612
Uncovered documentary letters of credit - nostro	2,275	3,589
Covered documentary letters of credit - nostro	3,503	2,264
Confirmations on documentary letters of credit - loro	120,728	200,712
Lended securities	-	55
Notional amount of derivatives	4,609,332	4,693,960
Total	5,169,843	5,327,214

Guarantees

EUR 1,000	2009	2008
Balance at 1. 1.	145,171	135,276
Increases	133,186	136,678
Issued guarantees	115,698	105,952
Exchange rate differences	17,488	30,726
Decreases	(165,441)	(126,782)
Redemption	(672)	(226)
Switched-off guarantees	(140,132)	(96,284)
Exchange rate differences	(24,637)	(30,272)
Balance at 31. 12.	112,916	145,171

Derivatives

EUR 1,000	31. 12. 2009	31. 12. 2008
	Level 2	Level 2
Forwards and futures	282,531	186,492
Interest options	649,085	713,305
Currency options	781,130	987,227
Commodity options	-	725
Interest swaps	2,884,432	2,788,359
Held for trading	2,005,696	2,571,513
Held for hedging	878,736	216,846
Commodity swaps	12,153	17,852
Total	4,609,332	4,693,960

Clarification on determination of the fair value hierarchy is in the Accounting principles under the Use of estimates and judgements, determining fair values.

Note 44: Fiduciary activities

EUR 1,000	31. 12. 2009	31. 12. 2008
Cash from clients for brokerage with financial instruments	5,955	3,533
Receivables from brokerage business with financial instruments	76	7,942
Receivables from managing financial instruments	4,569	809
Receivables from custody business	3,154,032	887,137
Receivables with the Central Securities Clearing Corporation for sold financial instruments	95	810
Receivables from settlement business	-	7,327
Cash of customers from other fiduciary activities	-	16
Receivables from other businesses on behalf and for account of third parties	336,775	121,350
Assets total	3,501,502	1,028,924
Liabilities to customers from money and financial instruments	3,164,651	892,890
Liabilities to the Central Securities Clearing Corporation for financial instruments bought	76	7,327
Liabilities to bank for commissions, expenses, etc.	-	13
Liabilities from settlement business	-	7,327
Liabilities from other businesses on behalf and for account of third parties	336,775	121,367
Liabilities total	3,501,502	1,028,924

Notes on the Financial Statements

Note 45: Agency services

EUR 1,000	31. 12. 2009	31. 12. 2008
Liabilities of settlement account or transaction accounts for clients' funds	3,158,772	896,698
From financial instruments	3,158,677	895,888
To the Central Securities Clearing Corporation or to bank's settlement account for sold financial instruments	95	810
Cash from clients	5,955	3,533
On settlement account for clients' funds	3,867	2,098
On banks' transaction accounts	2,088	1,435
Assets total	3,164,727	900,231
Liabilities of settlement account or transaction accounts for clients' funds	3,164,727	900,231
To clients from cash and financial instruments	3,164,651	892,891
To the Central Securities Clearing Corporation or to bank's settlement account for financial instruments bought	76	7,327
To bank or settlement account for commissions, expenses, etc.	-	13
Liabilities total	3,164,727	900,231
Off-balance-sheet record	3,158,677	895,888
Financial instruments, separated by services	3,158,677	895,888
Reception, intermediary, and execution of orders	76	7,942
Managing financial instruments	4,569	809
Custody business	3,154,032	887,137

Income and expenses from fees related to investment services and businesses

EUR 1,000	31. 12. 2009	31. 12. 2008
Income from fees (commissions related to investment and subsidiary investment services and businesses for clients)	3,375	4,728
Reception, intermediary, and execution of orders	652	1,193
Conduction of initial public offering and subsequent sales without obligation to buy	574	1,490
Custody and related services	2,149	2,045
Expenses from fees (commissions) related to investment and auxiliary investments services and businesses for clients	643	665
Fees related to the Central Securities Clearing Corporation and to similar organizations	313	306
Fees related to the stock exchange and similar organizations	330	359

Note 46: Related parties

The Bank is a subsidiary of UniCredit Bank Austria AG Vienna, incorporated in Austria, which owns 99.99 % of the Bank's shares. The remaining shares are owned by the Slovenian legal entities and private individuals. The ultimate parent of the Group is UniCredit S.p.A., Italy.

The Bank enters into a number of banking transactions with other members of the UniCredit Group, which includes granted and received loans and deposits, buying and selling foreign currency as well as derivatives.

The volumes of related-party transactions and related income and expenses are stated as follows:

Balance Sheet

EUR 1,000	31. 12. 2009	31. 12. 2008
Loans	533,508	232,515
Management Board	2	197
Parent company	514,038	3,507
Other companies within the UniCredit Group	19,468	228,811
Derivatives	16,759	14,608
Parent company	-	-
Other companies within the UniCredit Group	16,759	14,608
Other assets	1,064	44,346
Parent company	48	19
Other companies within the UniCredit Group	1,015	44,327
Total assets	551,331	291,469
Financial liabilities measured at amortised cost	1,855,272	1,635,232
Management Board	422	326
Parent company	1,735,148	501,491
Other companies within the UniCredit Group	119,701	1,133,415
Derivatives	86,369	97,958
Parent company	-	-
Other companies within the UniCredit Group	86,369	97,958
Other liabilities	4,214	3,199
Parent company	2,008	1,952
Other companies within the UniCredit Group	2,206	1,247
Total liabilities	1,945,854	1,736,389

Loans to the management are fully collateralized by mortgage. They are concluded in line with the Bank's lending policy. Loans to banks within the Group include demand deposits, time deposits and loans to banks. They are unsecured and carry partially variable and partially fixed interest rates.

Statement of Income

EUR 1,000	2009	2008
Interest income	2,821	18,558
Management Board	2	11
Parent company	1,626	6,622
Other companies within the UniCredit Group	1,192	11,925
Interest expense	36,413	67,411
Management Board	14	9
Parent company	21,866	47,448
Other companies within the UniCredit Group	14,532	19,954
Fee and commission income	1,155	2,380
Parent company	381	523
Other companies within the UniCredit Group	774	1,857
Fee and commission expenses	978	302
Parent company	712	5
Other companies within the UniCredit Group	266	297
Administrative costs	1,702	1,938
Other companies within the UniCredit Group	1,702	1,938

Notes on the Financial Statements

Remuneration paid

EUR 1,000	2009	2008
Remuneration paid to the Management Board	623	509
Salaries and other short-term benefits	623	509
Remuneration paid to the Supervisory Board members	17	-
Remuneration paid to other employees with an individual contract	542	612
Salaries and other short-term benefits	542	612
Total	1,182	1,121
Number of the Management Board members as of 31. 12.	3	4
Number of the Supervisory Board members as of 31.12.	6	5
Number of other employees with an individual contract as of 31. 12.	10	6

In 2009, there were on average eight employees with an individual contract.

Based on additional requirements in the ZGD-1, the Bank reveals remuneration paid to the Management Board members. The Management Board members received: dr. France Arhar 174 thousand euros fix part, 66 thousand euros variable part and 2 thousand euros other revenues; Janko Medja 125 thousand euros fix part, 20 thousand euros variable part, 2 thousand euros other revenues and 1 thousand euros of reimbursements; Francesco Vercesi (member from October 20th) 44 thousand euros fix part; dr. Heribert Fernau (member until November 30th), 106 thousand euros fix part and 1 thousand euros of reimbursements and Stefan Vavti (member until September 30th) 85 thousand euros fix part and 1 thousand euros of reimbursements. The Management Board members dr. Heribert Fernau and Stefan Vavti received additional remuneration in the UniCredit Group.

The Supervisory Board members received: Giuseppe Verrascina 8.6 thousand euros compensations paid and 0.9 thousand euros of reimbursements and Andretta Franco 7.5 thousand euros remuneration paid.

Note 47: Events after the reporting period

After 31 December 2009 the Bank did not detect any major events that would affect the business.

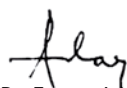
Note 48: Legal disputes

There have been four pending litigations amounting together to 6.4 million euros in which the bank has been involved as a defendant on December 31, 2009. Claims in all four litigations are in bank's opinion entirely unfounded and therefore the bank does not expect significant expenses in this respect. Furthermore, the bank has formed adequate loan-loss provisions for litigations in line with the professional rules.

In January 2010 the bank has received a waiver of a claim from the plaintiff in one of the above mentined litigation and as a consequence the bank is only engaged in three pending litigations, which all together amount to 4.7 million euros.

Note 49: Statement of material effect on the financial statement

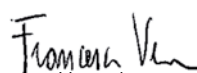
UniCredit Banka Slovenija d.d., as a member of the UniCredit Group, enters into several business transactions with related parties from the Group. Such transactions are conducted at normal market conditions and have no negative impact on presented financial statements. In line with 545th paragraph of the Companies Act, we declare that in the years 2009 and 2008 there were no harmful transactions or other actions done, which would in any way impair the Bank.



Dr. France Arhar
Chairman of the Management Board



Janko Medja, MBA
Member of the Management Board



Francesco Vercesi
Member of the Management Board

Rein Kilk,
AS Pere
Corporate Banking Client – Estonia

»As an entrepreneur, I appreciate that, despite the difficult economic situation, UniCredit Bank is able to act in a cool and calm way when financing an enterprise. The professional behavior of the bank in a time of crisis makes entrepreneurs more confident, which then helps stabilize the whole economic environment. In every crisis, there are always losers and winners. The companies that are lucky enough to have a highly experienced financial partner like UniCredit have a clear advantage during rough times.«

**It's easy with
UniCredit.**



Risk Report

Overall Risk Management

In line with the UniCredit Group perspective, UniCredit Banka Slovenija d.d. identifies, measures, monitors, and/or manages the following categories of risk:

- Credit risk;
- Market risk (foreign exchange, interest rate, equity trading and commodity risk);
- Liquidity risk;
- Operational risk;
- Business risk;
- Real estate risk;
- Risks arising from the Bank's shareholdings and equity interests.

The Bank manages its risks as well as its capital in a coordinated manner at all relevant levels within its organization. Furthermore, the risk management framework is part of the UniCredit Group's CEE risk management practice and of course supports the UniCredit Group's efforts to establish uniform Group-wide risk management and control procedures.

All risk management activities of UniCredit Banka Slovenija d.d. are conducted by the Risk Management division, which is independent from the business units and reports to the Management Board and to the CEO (Chairman of the Management Board). There are three types of committees on the high level, which are central to the risk function: the Assets and Liabilities Committee (ALCO), the Credit Committee and the Operational Risk Committee.

ASSET/LIABILITY COMMITTEE (ALCO)

The ALCO, as the overall risk management committee for UniCredit Banka Slovenija d.d., determines the risk management principles in the overall bank risk policy and validates on a regular basis the Bank's risk map. It approves the establishment of limits for all relevant risks and the risk control procedures. ALCO is responsible for the management of the balance-sheet structural positions, controls liquidity and interest rate risk, is informed about loan portfolio and deals with cross-divisional risk management issues arising between sales units and the overall bank management. The ALCO also deals with all issues relating to overall bank risk and capital management. It has an overview of capital adequacy, development of regulatory capital and ratios, economic capital, capital allocation and available financial resources.

CREDIT COMMITTEE

For the approval of customer credit exposures, the Bank uses a two-level credit committee structure, whereas the (potential) exposure amount of the client or the group of clients determines which level of credit committee is responsible for taking the approval decision. In both credit committees, representatives of the Risk Management and Sales divisions are present. Credit committee sessions are held two times per week. Procedures are prescribed and written down in guidelines. Lower exposures and exposures toward private individual clients are organized in the Bank via individual approval rights delegated by the highest level Credit Committee of the Bank.

OPERATIONAL RISK COMMITTEE (OPRISK COMMITTEE)

The OpRisk Committee is responsible for effective oversight over operational risk exposure. The OpRisk Committee shall have an overall understanding of the operational risk control framework and of how operational risk affects the company. The OpRisk Committee is also responsible for verifying that the operational risk measurement and control system is closely integrated in the day-to-day risk management process of the Bank. The OpRisk Committee meets on bimonthly basis.

RISK TAKING

In the state-of-the-art banking business set-up, client business has to be treated free of interest rate, foreign exchange, and liquidity risk. As a consequence, it is necessary to determine a clear pricing basis for customer loans and deposits, in order to enable a clear separation of client business benefit from the internal funds management function of the Bank. The market and liquidity risks are transferred via a market-based fund transfer pricing system to the risk taking units. This makes it possible to attribute market and liquidity risk and contribution margins to the Bank's business divisions in line with the principle of causation.

Within the Bank, the Markets division is the only unit that has the responsibility to manage market risks. The liquidity risk is managed by the ALM department which reports directly to the CFO. The Markets division and ALM are accountable for optimizing the Bank's overall maturity structure and the return on it.

Credit Risk

Credit risk arises from all transactions that give rise to actual, contingent or potential claims against any counterparty, borrower or obligor.

The UniCredit Group distinguishes among three types of credit risk:

- Default risk is the risk that counterparties fail to meet contractual payment obligations;
- Country risk is the risk that the Group may suffer a loss in any given country, due to any of the following reasons: a possible deterioration of economic conditions, political and social upheaval, nationalization and expropriation of assets, government repudiation of indebtedness, exchange controls and disruptive currency depreciation or devaluation;
- Settlement risk is the risk that the settlement or clearance of transactions will fail. It arises whenever the exchange of cash, securities and/or other assets is not simultaneous.

MEASURING CREDIT RISK

The foundation of credit approval process is a detailed risk assessment of every credit exposure associated with counterparty. The Bank risk assessment procedures consider both credit rating of the counterparty and the risks related to the specific type of credit facility exposure.

When measuring credit risk for corporate clients, the Bank calculates a credit rating which also forms basis for assessment of the probability of default. In addition to determining credit rating, exposure as well as repayment potential is also assessed based on the available cash flow projection.

Credit rating is determined based on financial data, qualitative factors and warning signals. The Bank uses 10 major credit rating classes with additional sub-classes. The UniCredit Group's scale includes in total 28 credit rating classes, which are calibrated on local circumstances.

PORTFOLIO ANALYSIS

As of the end of December 2009, the total Bank's on-balance outstanding portfolio including banking and non-banking claims grew by 316 million euros or by 13% compared to the end of the previous year. Growth of volumes was achieved in the Banks and other financial institutions sector as well as in the Households sector and the Public sector, while the other sectors have seen stagnation or deleveraging in line with the Bank's prudent response to the crisis.

The following table represents the Bank's outstanding credit exposure according to the industry sectors distribution.

Credit Exposure outstanding by industry sector	Exposure (in Million EUR)		Growth in %
	31. 12. 2009	31. 12. 2008	
Banks and insurance	707.80	429.26	165 %
Manufacturing	196.60	202.37	97 %
Households	672.82	588.37	114 %
Public sector	221.45	132.96	167 %
Wholesale and retail trade	271.84	285.87	95 %
Commercial real estate	41.64	41.46	100 %
Services	431.45	468.25	92 %
Other	152.00	230.83	66 %
TOTAL	2,695.59	2,379.38	113 %

Risk Report

The following table breaks down Bank's exposure by region.

Credit risk profile by region	Exposure (in Million EUR)		Growth in %
	31. 12. 2009	31. 12. 2008	
Slovenia	2,072.39	2,012.63	2.97%
Eastern Europe	13.05	22.54	(42.09%)
Southern Europe	61.53	81.49	(24.50%)
Western Europe	547.59	261.35	109.52%
Other	1.03	1.37	(24.34%)
TOTAL	2,695.59	2,379.38	13.29%

Please note that in both tables credit exposure is expressed in terms of gross values including impaired amounts. Impairments amount included for 31. 12. 2009 figure is 37.55 million euros and for 31. 12. 2008 the amount is 25.47 million euros.

COLLATERAL

In order to mitigate credit risk, the Bank is taking collateral in order to secure risk exposure. The Bank has implemented a collateral guideline that defines appropriate types of collateral. In general, collateral types for loans and other credit risk exposures can be segmented in:

- Mortgages over residential and business properties;
- Pledge over movables and cash deposits;
- Charges over financial instruments such as bonds and shares.

In general, riskier and longer-term exposure requires more collateral. According to collateral guidelines, collaterals are exposed to a regular reviewing process, either on individual or portfolio basis. Such approach gives the Bank a better view of the current status and actual value of collateral.

The major types of collaterals are mortgages on residential and commercial real estate, as well as guarantees. Among the other types of collateral, financial collateral is the most common. The Table below shows distribution of on-balance exposures and assigned collaterals for non-bank customers by the risk classes, which are in line with Bank of Slovenia risk classes.

Risk classes by asset quality types	Exposure (in Million EUR)		Collateral value (in Million EUR)	
	31. 12. 2009		31. 12. 2008	
Standard (A)	2,063.40	1,006.48	2,043.40	859.30
Watch (B)	11.36	6.44	6.25	4.43
Substandard (C)	28.51	8.36	12.42	7.11
Doubtful (D)	16.69	5.25	18.05	7.31
Loss (E)	14.51	0.83	10.46	1.98
TOTAL non-bank clients	2,134.47	1,027.35	2,090.58	880.13

Please note that in the table above credit exposure is expressed in terms of gross values including impaired amounts. Impairments amount included for 31. 12. 2009 figure is 37.55 million euros and for 31. 12. 2008 the amount is 25.47 million euros.

IMPAIRMENT AND PROVISIONING POLICIES

The Bank has a defined procedure and internal policy on the monitoring of portfolio as well as for creation of impairments. Internal policy also is in line with strict regulation by the central bank. The Bank has a support system to create impairment on a client level or even for each single deal. The Bank implements a so called "default event" on the client level if any client is in delay for more than 90 days with payment to the Bank. Consequence of such action is downgrading of the client and creation of impairment on the client or transaction level, depending on the situation. This procedure is prescribed by guidelines. The responsibility for the portfolio monitoring is with the Credit Risk Control department, checking the whole portfolio at least on a monthly basis.

According to guidelines, the Bank has five different impairment classes for the retail segment and 29 different impairment classes for the

corporate and business classes. Calculation of needed impairment is prepared on the basis of past experience with the client and expected future cash flow from the client. The collateral available for the Bank is taken into discount cash flows calculation only when the exposure matures and is not repaid by the client or when the Bank cancels exposure due to breached contractual clauses.

The Bank's criteria for creation of impairments are the following:

- Delay in contractually agreed payments of principal, interest and/ or other fees;
- Cash flow difficulties;
- Breach of loan covenants or conditions;
- Bankruptcy or any other legal proceedings that can result in loss for the Bank;
- Information that might have impact on received repayments to the Bank.

In addition to this, the Bank is using three statuses for clients that are in delay of payments to the Bank. The so called "Watch Loan" status means that the client is still performing but may be endangered according to different warning signals criteria. In such cases, specific action plans are required by the Credit Underwriting department and set up and executed by the business units.

The second status is the so called »Restructuring« status. In such a case, the Bank attempts to restructure the exposure towards the client with the aim to bring the client back to the normal performing status, whereby any potential losses are to be minimized. This activity is led by the Restructuring and Workout department and assisted by the business units.

The third status is the so called »Work-out« status. This status means that the contract with the client is cancelled and the Restructuring and Workout department is responsible for recovery via legal execution possibilities.

Total corporate and retail loan exposure according to risk classes and created impairments

Risk classes by asset quality types	Exposure (in Million EUR)	Impairments (in Million EUR)	Exposure (in Million EUR)	Impairments (in Million EUR)
	31. 12. 2009		31. 12. 2008	
Standard (A)	2,063.40	3.75	2,043.40	1.30
Watch (B)	11.36	1.19	6.25	0.49
Substandard (C)	28.51	7.30	12.42	2.58
Doubtful (D)	16.69	10.56	18.05	10.58
Loss (E)	14.51	14.75	10.46	10.52
TOTAL non-bank clients	2,134.47	37.55	2,090.58	25.47

Please note that in the table above credit exposure is expressed in terms of gross values including impaired amounts.

Risk Report

The Bank's maximum exposure to credit risk for top 10 impaired clients

Top 10 impaired client groups (by outstanding)	Industry	Exposure (in Million EUR)	Loan Loss Provisions (in Million EUR)
		31. 12. 2009	
Client 1	Holding	20.35	5.09
Client 2	Machinery, metals	9.65	1.64
Client 3	Financial institution	6.30	0.00
Client 4	Tourism	4.80	0.00
Client 5	Food and beverage	4.06	3.04
Client 6	Services	3.20	0.16
Client 7	Food and beverage	2.38	1.43
Client 8	Media, paper	2.15	0.49
Client 9	Transport, travel	2.08	0.00
Client 10	Services	1.38	0.00

At the end of December 2009, the Bank is recognizing 52.8 million euros of financial assets that are where parts of due obligations are in delay, but not impaired. In these cases either no default event was triggered or immaterial amounts were overdue or there has been sufficient collateral or an agreed renegotiation package in place.

Credit assets are classified and reported as non-performing if one or more of the default criteria under Basel II are met: full repayment unlikely, interest or principal payments on a material exposure more than 90 days past due, restructuring resulting in a loss to the lender, realisation of a loan loss, or opening of bankruptcy proceedings. These advances are classified and reported under non-performing assets.

On average in the Bank, loan loss provisions covered 49 % of reported non-performing (NPL) assets. For the portion of NPL not covered by provisions there are appropriate levels of conservatively valued, bank-able collaterals. In accordance with Basel II definition of default, the NPL category also includes debt on which interest and principal payments are being made.

At the end of December 2009, NPL increased by 33.1 million euros or 81 % to 74.0 million euros. Loan loss provisions for non-performing loans were increased by 12.5 million euros or 53 % to 36.2 million euros. These movements resulted in a net reduction of 9.0 percentage points in NPL provision coverage.

Non-performing assets by risk classes, provisions and collaterals

Non-performing assets (NPL) by risk classes	Exposure (in Million EUR)	Provisions (in Million EUR)	Coverage in %	Collateral value (in Million EUR)	Exposure (in Million EUR)	Provisions (in Million EUR)	Coverage in %	Collateral value (in Million EUR)
	31. 12. 2009				31. 12. 2008			
Substandard (C)	42.83	10.86	25 %	8.36	12.42	2.58	21 %	7.11
Doubtful (D)	16.69	10.56	63 %	5.25	18.05	10.58	59 %	7.31
Loss (E)	14.51	14.75	102 %	0.83	10.46	10.52	101 %	1.98
TOTAL Non-performing assets	74.03	36.17	49 %	14.43	40.93	23.68	58 %	16.40

As per 31. 12. 2009, there were no impairments recognized for the available-for-sale financial assets.

COUNTERPARTY RISK

Credit risk is generally defined as risk of non-performance of counterparts on repaying principal, interest, and/or miscellaneous payments related to obligations out of properties of the transactions. Counterparty credit risk arises when transactions in treasury or security instruments are concluded with the counterparty.

For the purposes of credit risk management, UniCredit Banka Slovenija d.d. has been using a counterparty credit risk model based on the simulation approach. The exposure of any individual counterparty is evaluated by running a path simulation of its portfolio based on the individual products contained therein. The future present value of the whole portfolio is calculated based on scenarios representing volatilities

and correlations of a three-year time series of risk factors.

The limit utilization is the maximum of the 97.5 % quantiles of each grid point.

The 2009 year end exposures show a significant decrease in counterparty risk of the Bank compared to 2008 data due to improvements in the general financial markets situation reflected in lower current market values of derivatives and lower risk factor volatilities.

Counterparty risk exposures of UniCredit Banka Slovenija d.d. by rating category

Rating class	Counterparty risk exposure (in Million EUR)	
	31. 12. 2009	31. 12. 2008
Standard (A)	127.68	195.82
Watch (B)	0.00	0.00
Substandard (C)	2.91	0.00
Doubtful (D)	0.00	0.00
Loss (E)	0.00	0.00
TOTAL	130.59	195.82

Market Risk

UniCredit Banka Slovenija d.d. takes on exposures to market risks, which is the risk that fair value or future cash flows of a financial instrument will fluctuate because of changes in market prices.

Market risks arise from open positions in interest rate, currency, credit spread, and commodity and equity products. All of these are exposed to general and specific market movements and changes in the level of volatility of market rates or prices such as interest rates, credit spreads, foreign exchange rates, and commodity and equity prices.

MARKET RISK MANAGEMENT TECHNIQUES

Market risk management includes all activities in connection with the Banks' treasury operations and management of the balance sheet structure. Risk positions are aggregated at least daily, analyzed by the independent market risk management unit and compared with the risk limits set by the ALCO committee.

At UniCredit Banka Slovenija d.d., market risk management includes ongoing reporting on the risk position, limit utilization, and the daily presentation of results of treasury operations.

The ALCO sets the risk limits for the Bank's market risk activities at least once a year in close cooperation with the respective units at UniCredit Bank Austria AG, Vienna. The entire set of rules for treasury operations and market risk management is laid down in the Financial Markets Rulebook and is divided into three parts (General Part, Specific Part and Unit Part). Only authorized risk-takers are permitted to enter into risk positions.

UniCredit Banka Slovenija d.d. uses for its market risk management the 'NORISK' risk model which was developed by the Strategic Risk Management unit of UniCredit Bank Austria AG, Vienna and has been used for several years by UniCredit Banka Slovenija d.d.

Several years ago, the variance-covariance approach of the system was extended to include a simulation approach. Ongoing refinement work which is done by the abovementioned Strategic Risk Management unit in Vienna which includes reviewing the model as part of back-testing procedures, integrating new products and adjusting the system to general market developments.

In this context, at UniCredit Banka Slovenija d.d., a product introduction process has been established in which the Risk Management unit plays a decisive role in approving new products together with the sales units.

Based on aggregated data, the 'NORISK' risk management system provides the major risk parameters for treasury operations once a day.

Risk Report

The principal tool used to measure and control market risk exposures is Value at Risk (VaR). VaR is the estimated loss that will arise on a specific portfolio over a specified period of time (holding period) from an adverse market movement with a specified probability (confidence level). VaR for internal risk measurement is based on a one-day holding period and a confidence interval of 99 %. Besides VaR, the present value of the basis point (pvbp) and credit spread basis point are calculated. Basis point limits per currency and maturity band, basis point sums per currency and/or per maturity segment (total of absolute basis point values) and credit spread basis point limit are used for risk management.

Other factors of equal importance are stress-oriented volume and position limits. Additional elements of the limit system are loss-warning level limits. Monitoring income trends by means of stop-loss limits provide an early indication of any accumulation of position losses.

Regular stress scenario calculations complement the information provided to ALCO and the Management Board. Such stress scenarios are based on assumptions of extreme movements in individual market risk parameters. UniCredit Banka Slovenija d.d. analyses the effect of these fluctuations and a liquidity disruption in specific products and risk factors on the Bank's results and net asset position.

These assumptions of extreme movements are dependent on currency and liquidity and are set by the Bank in close cooperation with the Strategic Risk Management unit of UniCredit Bank Austria AG, Vienna on a discretionary basis. The results of these stress tests are taken into account in establishing and reviewing limits.

In addition to the risk model results, income data from market risk activities are also determined and communicated on a daily basis. These data are presented over time and compared with current budget figures. Reporting covers the components reflected in IFRS-based net income and the marking to market of all investment positions regardless of their recognition in the IFRS-based financial statements ('total return').

In order to check the market conformity of deals, UniCredit Banka Slovenija d.d. uses the 'MARCONIS' system, which was developed by UniCredit Bank Austria AG, Vienna. 'MARCONIS' reviews completely and systematically the market conformity of each treasury transaction. Both in 2009 and in 2008, there were no deals concluded which were finally classified as not market conform.

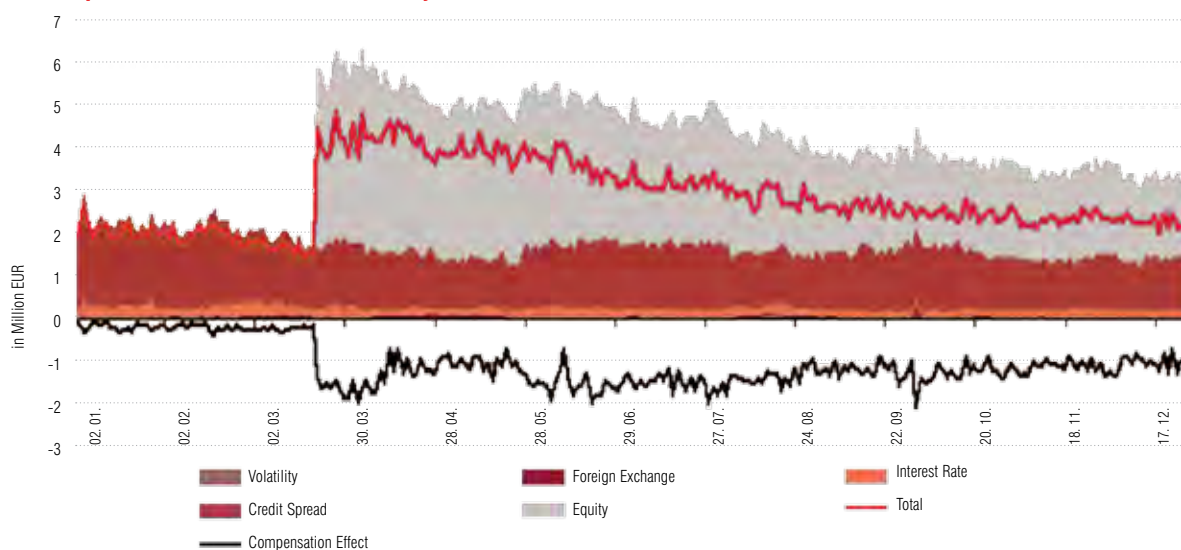
INTEREST RATE, FOREIGN EXCHANGE, EQUITY AND SPREAD RISK

The results of the internal model based on VaR (one day holding period, 99 % confidence level) for 2009 are higher than the previous year's results. The main reasons are the increased equity risk exposure in the banking book arising out of the non-performing equity reverse repurchase agreements and the persisting volatility of credit spreads in the local capital and money markets. The VaR figures for 2009 are compared to the 2008 figures in the below table and include interest, foreign exchange, equity and spread positions of the Bank.

VaR of UniCredit Banka Slovenija d.d. in 2009 and 2008

in 1,000 EUR	Value at Risk 2009			Value at Risk 2008		
	Minimum	Maximum	Average	Minimum	Maximum	Average
Slovenia	1,446.20	4,844.50	2,824.70	700.41	2,466.72	1,228.24

VaR development of UniCredit Banka Slovenija d.d. in 2009



In the management of interest rate risk the Bank positions itself mainly in EUR, USD and CHF. Exposures in these currencies during 2009 and 2008 are presented below and include trading book as well as all banking book items. The Bank only ran insignificant positions in currencies other than presented here.

The relation between interest rate risk in the banking book and the Bank's capital established by the Basel II framework requires the Bank to compare the change in market value of the banking book after a 2 % interest rate shock with the Bank's net capital resources. In case such an interest rate shock absorbs more than 20 % of the Bank's net capital resources the Bank's supervisory authority may require the Bank to take measures in order to reduce risk.

Stress testing results show that a 2 % interest rate shock at year end 2009 would absorb about 3.9 % of the Bank's net capital resources which is far below the threshold level of 20 %. The current investment of equity capital is taken into account as an open risk position.

Interest rate basis point shift in 2009

EUR		31. 12. 2009					Annual max, min, average			
Currency		Up to 1 month	1 month to 3 months	3 months to 1 year	1 year to 5 years	Over 5 years	Total	Annual maximum	Annual minimum	Absolute average
CHF		(58)	(248)	(1,968)	590	91	(1,592)	2,944	(8,435)	2,629
EUR		(65)	2,134	(6,892)	4,370	6,051	5,599	29,803	(22,110)	9,085
USD		(34)	9	110	1,049	467	1,600	2,352	(275)	1,879
Total		163	2,393	9,040	6,009	6,610	8,858	33,591	63	13,649

Interest rate basis point shift in 2008

EUR	31. 12. 2008						Annual max, min, average		
Currency	Up to 1 month	1 month to 3 months	3 months to 1 year	1 year to 5 years	Over 5 years	Total	Annual maximum	Annual minimum	Absolute average
CHF	(352)	1,534	(4,051)	458	306	(2,105)	6,907	(5,929)	2,015
EUR	(666)	1,958	(5,412)	9,300	(5,362)	(182)	27,832	(23,259)	12,786
USD	(24)	22	(47)	428	1,699	2,078	2,568	(321)	2,124
Total	1,044	3,540	9,510	10,186	7,367	4,392	32,798	111	16,988

The Bank's debt security portfolio mainly comprises bonds from first-class issuers classified as trading, available for sale or held to maturity. The Bank regularly monitors the situation on the financial markets and estimates credit ratings of the issuers. In addition to exposures in debt

Risk Report

securities, credit spread positions are generated by the Bank's bond future trading activities. As a measure of credit spread risk the Bank daily calculates and monitors the spread basis point value of its portfolios.

Spread basis point value in 2009

EUR	31. 12. 2009					Annual max, min, average		
	Up to 6 months	6 months to 2 years	2 years to 7 years	Over 7 years	Total	Annual maximum	Annual minimum	Absolute average
Total	(1,223)	(25,660)	(83,240)	(10,707)	120,830	171,287	105,661	131,655

Spread basis point value in 2008

EUR	31. 12. 2008					Annual max, min, average		
	Up to 6 months	6 months to 2 years	2 years to 7 years	Over 7 years	Total	Annual maximum	Annual minimum	Absolute average
Total	(1,133)	(9,730)	(77,964)	(34,508)	123,335	147,722	119,181	134,819

The sensitivity approaches presented above have been developed further to incorporate stress testing and scenario analysis for all the major market risk components. Each month the Bank runs and reviews Basel II prescribed stress tests as well as tests defined by the UniCredit Group. The impacts of various potential interest rate, foreign currency and credit spread shocks get assessed for both the trading and banking book exposures.

Besides VaR, FX positioning is also monitored by each currency on aggregated position level. Larger positions were only held in major currencies.

Open FX position in major currencies in 2009

in 1,000 EUR

Currency	max. short	max. long
AUD	(76)	120
CAD	(33)	102
CHF	(4,453)	600
GBP	(1,060)	500
JPY	(1,018)	744
USD	(1,694)	4,689

Open FX position in major currencies in 2008

in 1,000 EUR

Currency	max. short	max. long
AUD	(15)	57
CAD	(2)	122
CHF	(3,385)	2,701
GBP	(611)	2,605
JPY	(3,960)	4,020
USD	(3,029)	4,565

Balance sheet positions in different currencies per 31. 12. 2009
in 1,000 EUR

Content	EUR	CHF	Other currencies	TOTAL
Cash and cash balances with central banks	76,810	501	710	78,021
Financial assets held for trading	82,236	218	2,205	84,659
Financial assets designated at fair value through profit or loss	5,372	994	-	6,366
Available-for-sale financial assets	352,608	-	-	352,608
Derivatives - hedge accounting	5,672	-	-	5,672
Loans and receivables	2,181,310	460,168	16,571	2,658,049
- To banks	545,484	124	15,517	561,125
- To customers	1,635,826	460,044	1,054	2,096,924
Held-to-maturity financial assets	29,773	-	-	29,773
Non-current assets held for sale	65	-	-	65
Property, plant and equipment	9,530	-	-	9,530
Intangible assets	12,621	-	-	12,621
Tax assets	2,498	-	-	2,498
- Current tax assets	822	-	-	822
- Deferred tax assets	1,676	-	-	1,676
Other assets	27,468	5	33	27,506
TOTAL ASSETS	2,785,963	461,886	19,519	3,267,368
Deposits from central banks	120,633	-	-	120,633
Financial liabilities held for trading	78,615	835	2,315	81,765
Derivatives - hedge accounting	13,992	-	-	13,992
Financial liabilities measured at amortised cost	2,620,758	201,891	13,932	2,836,581
- Deposits from banks	1,564,256	37,291	1,039	1,602,586
- Deposits from customers	805,615	2,245	12,893	820,753
- Loans from banks	220,758	162,355	-	383,113
- Subordinated liabilities	30,129	-	-	30,129
Provisions	2,478	-	-	2,478
Tax liabilities	1,253	-	-	1,253
- Current tax liabilities	-	-	-	-
- Deferred tax liabilities	1,253	-	-	1,253
Other liabilities	17,920	657	872	19,449
TOTAL LIABILITIES	2,855,649	203,383	17,119	3,076,151
Share capital	16,258	-	-	16,258
Share premium	61,885	-	-	61,885
Fair value reserves	-182	-	-	-182
Retained earnings	108,857	-	-	108,857
Net profit for the year	4,399	-	-	4,399
TOTAL EQUITY	191,217	-	-	191,217
TOTAL LIABILITIES AND EQUITY	3,046,866	203,383	17,119	3,267,368
Off-balance sheet items	4,238,672	820,003	111,986	5,170,661

Risk Report

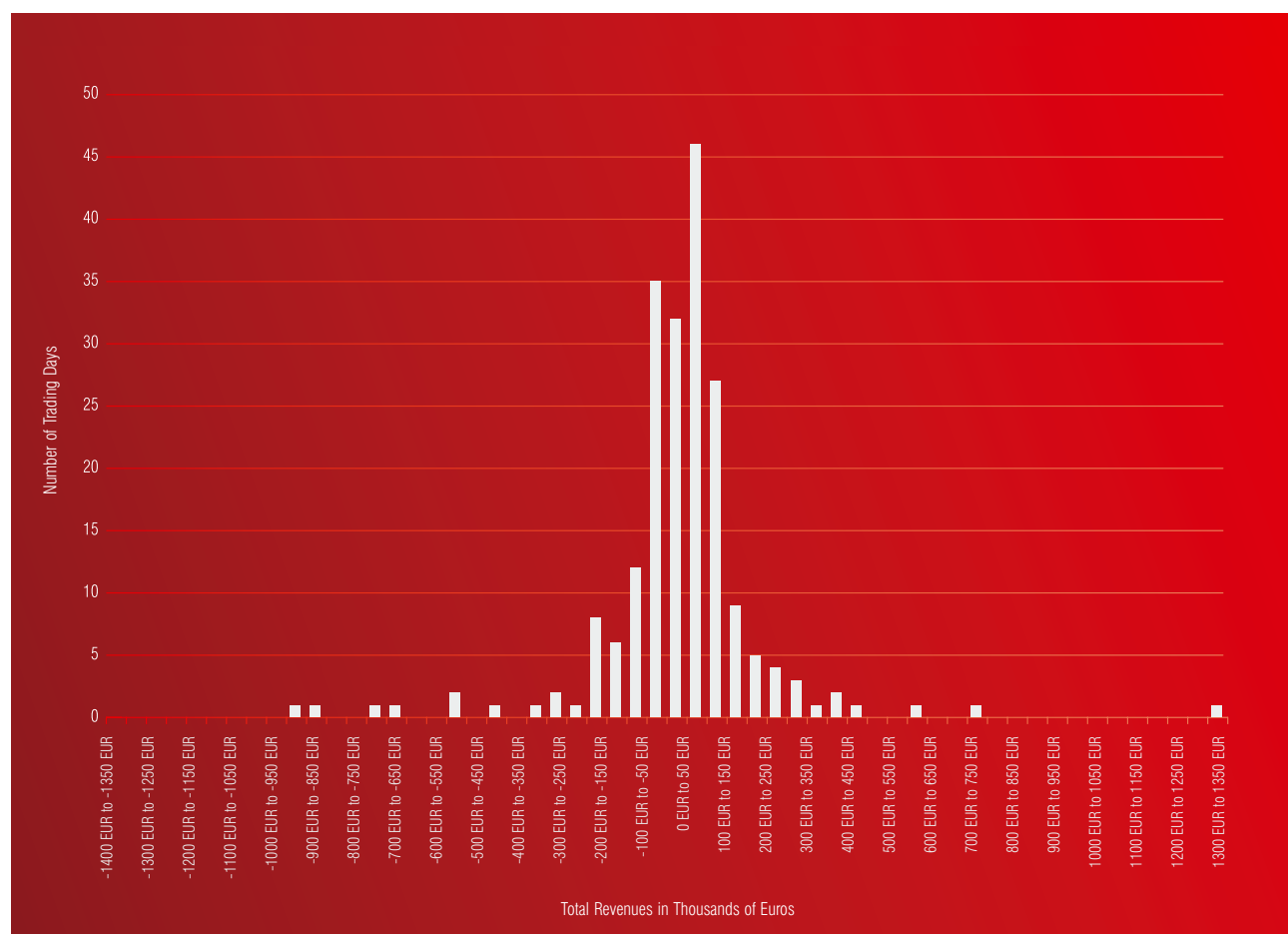
Balance sheet positions in different currencies per 31. 12. 2008

in 1,000 EUR

Content	EUR	CHF	Other currencies	TOTAL
Cash and cash balances with central banks	40,845	332	725	41,902
Financial assets held for trading	144,576	-	(2)	144,574
Financial assets designated at fair value through profit or loss	15,577	1,153	-	16,730
Available-for-sale financial assets	217,389	-	-	217,389
Derivatives - hedge accounting	2,324	-	-	2,324
Loans and receivables	1,759,750	573,914	20,241	2,353,905
- To banks	248,778	21,278	19,391	289,447
- To customers	1,510,972	552,636	850	2,064,458
Held-to-maturity financial assets	29,721	-	-	29,721
Non-current assets held for sale	466	-	-	466
Property, plant and equipment	9,532	-	-	9,532
Intangible assets	10,004	-	-	10,004
Tax assets	2,030	-	-	2,030
- Current tax assets	-	-	-	-
- Deferred tax assets	2,030	-	-	2,030
Other assets	62,568	(1)	97	62,664
TOTAL ASSETS	2,294,782	575,398	21,061	2,891,241
Deposits from central banks	200,729	-	-	200,729
Financial liabilities held for trading	109,222	-	-	109,222
Derivatives - hedge accounting	6,942	-	-	6,942
Financial liabilities measured at amortised cost	1,896,899	460,494	12,985	2,370,378
- Deposits from banks	1,027,298	239,865	4	1,267,167
- Deposits from customers	625,211	4,095	12,981	642,287
- Loans from banks	224,186	216,534	-	440,720
- Subordinated liabilities	20,204	-	-	20,204
Provisions	1,166	-	-	1,166
Tax liabilities	2,485	-	-	2,485
- Current tax liabilities	2,256	-	-	2,256
- Deferred tax liabilities	229	-	-	229
Other liabilities	19,928	463	756	21,147
TOTAL LIABILITIES	2,237,371	460,957	13,741	2,712,069
Share capital	16,258	-	-	16,258
Share premium	61,885	-	-	61,885
Fair value reserves	(3,429)	-	-	(3,429)
Retained earnings	95,216	-	-	95,216
Net profit for the year	9,242	-	-	9,242
TOTAL EQUITY	179,172	-	-	179,172
TOTAL LIABILITIES AND EQUITY	2,416,543	460,957	13,741	2,891,241
Off-balance sheet items	4,457,713	659,449	210,052	5,327,214

All trading positions are marked to market, with the result reflected in earnings. In 2009, negative trading-related revenue (net losses) was recorded for 72 of 205 observed trading days. Of the 72 days on which negative revenue (net losses) was recorded, 6 were greater than 500,000 EUR. The following histogram of the total daily revenue or loss captures trading volatility and shows the number of days in which the Bank's trading-related revenues fell within particular ranges.

Histogram of Daily Trading-Related Revenue - Twelve Months Ended 31 December 2009



FINANCIAL DERIVATIVES

Following international recommendations, the Bank classifies its derivatives transactions into interest rate contracts, foreign exchange contracts, securities related transactions and credit and other derivatives based on the underlying financial instrument.

In all the categories, a distinction is made between over-the-counter (OTC) and exchange traded products. While most of the derivatives portfolio is composed of OTC derivatives, the 2009 end of year balance sheet for the first time shows positions in bond futures as an exchange traded product. During the year the Bank actively used this instrument for interest rate position management purposes. This is evident from the below tables showing a breakdown of all derivatives transactions by the remaining time to maturity.

UniCredit Banka Slovenija d.d. is a business partner in plain-vanilla and structured transactions for corporate customers and promptly closes risk positions which could lead to an excess of the available market risk limits.

UniCredit Banka Slovenija d.d. also uses derivatives to optimize its balance sheet structure. The Bank completed the process of credit default swap implementation in 2009, thereby gaining access to an effective protection against potential negative developments in credit spread markets.

For portfolio management and risk management purposes, contracts are valued at current prices using recognized and tested models. Market values show the contract values as at the balance sheet date where positive market values of OTC contracts indicate the current default risk arising from the relevant activity.

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Total volume of derivative transactions 31. 12. 2009

in Million EUR

	Notional amounts Remaining maturity				Market value		Notional amounts		Market value (positive)		Market value (negative)	
	< 1 year	1-5 years	> 5 years	Total	(positive)	(negative)	Banking book	Trading book	Banking book	Trading book	Banking book	Trading book
TOTAL	2,137	2,588	599	5,324	83	96	903	4,421	6	77	14	82
Of which OTC-products	2,135	2,588	599	5,322	83	96	903	4,418	6	77	14	82
Of which: exchange-traded products	2	-	-	2	-	-	-	2	-	-	-	-
A. Interest rate contracts	1,251	2,204	568	4,023	42	51	843	3,180	6	36	13	38
OTC products:	1,249	2,204	568	4,021	42	51	843	3,178	6	36	13	38
FRAs	-	-	-	-	-	-	-	-	-	-	-	-
Forward interest rate transactions	-	-	-	-	-	-	-	-	-	-	-	-
Single-currency swaps	1,182	1,223	318	2,723	36	46	843	1,880	6	31	13	33
Interest rate options bought	34	491	125	649	5	-	-	649	-	5	-	-
Interest rate options sold	34	491	125	649	-	5	-	649	-	-	-	5
Other interest rate contracts	-	-	-	-	-	-	-	-	-	-	-	-
Exchange-traded products	2	-	-	2	-	-	-	2	-	-	-	-
Interest rate futures	2	-	-	2	-	-	-	2	-	-	-	-
Options on interest rate futures	-	-	-	-	-	-	-	-	-	-	-	-
B. Foreign exchange contracts	861	383	31	1,276	39	42	60	1,216	-	39	1	42
OTC products:	861	383	31	1,276	39	42	60	1,216	-	39	1	42
Forward foreign exchange transactions	277	1	-	278	2	5	-	278	-	2	-	5
Cross-currency swaps	20	166	31	217	8	9	60	157	-	8	1	8
Currency options bought	293	108	-	401	29	-	-	401	-	29	-	-
Currency options sold	271	109	-	380	-	29	-	380	-	-	-	29
Other foreign exchange contracts	-	-	-	-	-	-	-	-	-	-	-	-
Exchange-traded products	-	-	-	-	-	-	-	-	-	-	-	-
Currency futures	-	-	-	-	-	-	-	-	-	-	-	-
Options on currency futures	-	-	-	-	-	-	-	-	-	-	-	-
C. Securities-related transactions	-	-	-	-	-	-	-	-	-	-	-	-
OTC products:	-	-	-	-	-	-	-	-	-	-	-	-
Securities swaps	-	-	-	-	-	-	-	-	-	-	-	-
Equity options bought	-	-	-	-	-	-	-	-	-	-	-	-
Equity options sold	-	-	-	-	-	-	-	-	-	-	-	-
Other securities-related contracts	-	-	-	-	-	-	-	-	-	-	-	-
Exchange-traded products	-	-	-	-	-	-	-	-	-	-	-	-
Equity and equity index futures	-	-	-	-	-	-	-	-	-	-	-	-
Equity and equity index options	-	-	-	-	-	-	-	-	-	-	-	-
D. Credit and other derivatives	25	-	-	25	2	2	-	25	-	2	-	2
OTC products:	25	-	-	25	2	2	-	25	-	2	-	2
Credit default swaps	-	-	-	-	-	-	-	-	-	-	-	-
Total return swaps	-	-	-	-	-	-	-	-	-	-	-	-
Other credit derivatives	-	-	-	-	-	-	-	-	-	-	-	-
Other derivatives (commodities)	25	-	-	25	2	2	-	25	-	2	-	2

Total volume of derivative transactions 31. 12. 2008
in Million EUR

	Notional amounts Remaining maturity				Market value		Notional amounts		Market value (positive)		Market value (negative)	
	< 1 year	1-5 years	> 5 years	Total	(positive)	(negative)	Banking book	Trading book	Banking book	Trading book	Banking book	Trading book
TOTAL	1,280	3,752	453	5,486	112	107	318	5,168	2	110	6	101
Of which OTC-products	1,280	3,752	453	5,486	112	107	318	5,168	2	110	6	101
Of which: exchange-traded products	-	-	-	-	-	-	-	-	-	-	-	-
A. Interest rate contracts	849	2,851	453	4,154	28	35	318	3,836	2	26	6	29
OTC products:	849	2,851	453	4,154	28	35	318	3,836	2	26	6	29
FRAs	-	-	-	-	-	-	-	-	-	-	-	-
Forward interest rate transactions	-	-	-	-	-	-	-	-	-	-	-	-
Single-currency swaps	526	1,921	269	2,716	21	28	318	2,398	2	19	6	22
Interest rate options bought	162	465	92	719	7	-	-	719	-	7	-	-
Interest rate options sold	162	465	92	719	-	7	-	719	-	-	-	7
Other interest rate contracts	-	-	-	-	-	-	-	-	-	-	-	-
Exchange-traded products	-	-	-	-	-	-	-	-	-	-	-	-
Interest rate futures	-	-	-	-	-	-	-	-	-	-	-	-
Options on interest rate futures	-	-	-	-	-	-	-	-	-	-	-	-
B. Foreign exchange contracts	395	890	-	1,285	77	66	-	1,285	-	77	-	66
OTC products:	395	890	-	1,285	77	66	-	1,285	-	77	-	66
Forward foreign exchange transactions	182	-	-	182	17	6	-	182	-	17	-	6
Cross-currency swaps	31	48	-	79	3	3	-	79	-	3	-	3
Currency options bought	91	421	-	512	57	-	-	512	-	57	-	-
Currency options sold	91	421	-	512	-	57	-	512	-	-	-	57
Other foreign exchange contracts	-	-	-	-	-	-	-	-	-	-	-	-
Exchange-traded products	-	-	-	-	-	-	-	-	-	-	-	-
Currency futures	-	-	-	-	-	-	-	-	-	-	-	-
Options on currency futures	-	-	-	-	-	-	-	-	-	-	-	-
C. Securities-related transactions	-	-	-	-	-	-	-	-	-	-	-	-
OTC products:	-	-	-	-	-	-	-	-	-	-	-	-
Securities swaps	-	-	-	-	-	-	-	-	-	-	-	-
Equity options bought	-	-	-	-	-	-	-	-	-	-	-	-
Equity options sold	-	-	-	-	-	-	-	-	-	-	-	-
Other securities-related contracts	-	-	-	-	-	-	-	-	-	-	-	-
Exchange-traded products	-	-	-	-	-	-	-	-	-	-	-	-
Equity and equity index futures	-	-	-	-	-	-	-	-	-	-	-	-
Equity and equity index options	-	-	-	-	-	-	-	-	-	-	-	-
D. Credit and other derivatives	36	11	-	47	7	6	-	47	-	7	-	6
OTC products:	36	11	-	47	7	6	-	47	-	7	-	6
Credit default swaps	-	-	-	-	-	-	-	-	-	-	-	-
Total return swaps	-	-	-	-	-	-	-	-	-	-	-	-
Other credit derivatives	-	-	-	-	-	-	-	-	-	-	-	-
Other derivatives (commodities)	36	11	-	47	7	6	-	47	-	7	-	6

Risk Report

Liquidity Risk

Liquidity risk is the risk that a bank is unable to meet on time its payment obligations associated with its financial liabilities when they fall due or to replace funds when they are withdrawn. The consequence may be the failure to meet obligations to repay depositors and fulfil commitments to lend.

This type of risk is inherent in the banking operations and can be triggered by institution-specific events like a rating downgrade or market-wide events such as system outage or capital and money market disruptions.

UniCredit Banka Slovenija d.d. considers liquidity risk as a central risk in banking business and manages it in a comprehensive and structured manner. Procedures, responsibilities and reporting lines in this area have been laid down in the liquidity policy and include a contingency plan in the event of a liquidity crisis.

The two main components of the Bank's liquidity risk management are short-term liquidity and structural liquidity management. Both include scenario analysis and stress testing aspects in addition to regular position monitoring and management activities.

SHORT-TERM LIQUIDITY

Under the short-term component of liquidity risk management, the Bank understands aspects of intraday liquidity and day-to-day funding needs of the Bank. The first focuses on ensuring access to sufficient intraday liquidity to meet any obligations the Bank may have to clearing and settlement systems and includes monitoring of major currency payment flows and payment system collateral in real time.

The day-to-day funding is managed by active participation in the interbank market in line with the arising funding needs and developments identified in the monthly funding plan. Daily monitoring of short-term liquidity gaps ensures that on any day and over any future time period there is a limited amount of refinancing required.

To ensure business continuity during periods of severely adverse developments, the Bank runs short-term liquidity stress tests for a range of potential scenarios. Stress testing is performed on a monthly basis and defines a name crisis and rating downgrade scenarios among possible UniCredit Bank specific scenarios. Among the market-wide scenarios the settlement or payments system disruption scenario and the funding market disruption scenario are regarded as the most relevant ones. By securing an appropriate level of funding resources the Bank ensures that its potential refinancing capacities at all times exceed the funding needs projected in individual scenarios.

STRUCTURAL LIQUIDITY

Structural liquidity management is a complement to the interbank market focused short-term liquidity framework. It covers an extended time horizon from overnight maturities up to the final maturities of the Bank's long term assets and liabilities and takes account of maturity, currency and concentration aspects. The overall structural liquidity position is continuously reviewed against a standard scenario and against scenarios of market and bank-specific liquidity crisis. Excessive structural mismatches are avoided by currency level monitoring which also confines the Bank's sensitivity to swap market disruptions.

A comprehensive self-assessment of the Bank's overall funding possibilities is always available in the last version of the liquidity policy statement.

Structural liquidity management is not restricted to the overall liquidity situation but also deals with developments of proprietary and customer positions on product level. The volumes of committed credit lines, volumes of customer sight deposits and savings accounts and volumes of newly approved loans are of particular relevance. Reflecting the growing importance of core customer deposits as a stable and reliable funding source, the Bank improved its sight deposit and savings account liquidity management by implementing an internal model approach based on behavioural characteristics of these products.

Current management of the Bank's customer business takes account of liquidity costs. The applicable rates are debited or (on the basis of an opportunity approach) credited to the various products on the assets and the liabilities side which have an effect on liquidity. In the current controlling process, this ensures the proper pricing of the Bank's business.

YEAR-END ASSESSMENT OF LIQUIDITY

Despite difficult situation on global and local markets, the Bank has maintained a strong liquidity profile throughout 2009. The main source of

funding besides the primary funding sources remains the liquidity centre at UniCredit Bank Austria AG, Vienna where the Bank refinances at the liquidity costs of the UniCredit Group.

The Bank maintains a portfolio of marketable assets including the Slovenian government bonds that can be sold or funded on a secured basis as protection against any unforeseen interruption to cash flow. Mainly with these assets, the Bank participated in central bank open market operations during 2009, both to aid central bank's implementation of monetary policy and support central bank initiatives, where participation enabled the lengthening of the term of the Bank's refinancing.

Balance sheet, due to maturity on 31. 12. 2009

in 1,000 EUR

Content	Total	On demand	Up to 1 month	1 - 3 months	3 - 12 months	1 - 5 years	Over 5 years
Cash and cash balances with central banks	78,021	78,021	-	-	-	-	-
Financial assets held for trading	84,659	-	11,668	5,101	31,806	29,226	6,858
Financial assets designated at fair value through profit or loss	6,366	-	801	31	1,549	3,926	59
Available-for-sale financial assets	352,608	-	58	34,317	4,935	118,908	194,390
Derivatives - hedge accounting	5,672	-	16	1,678	1,531	1,918	529
Loans and receivables	2,658,049	62,719	328,578	252,398	550,524	793,496	670,334
To banks	561,125	62,719	233,384	169,584	88,593	5,359	1,486
To customers	2,096,924	-	95,194	82,814	461,931	788,137	668,848
Held-to-maturity financial assets	29,773	-	-	2	18	29,753	-
Non-current assets held for sale	65	-	-	-	-	65	-
Property, plant and equipment	9,530	-	-	-	-	-	9,530
Intangible assets	12,621	-	-	-	-	-	12,621
Tax assets	2,498	-	-	-	822	1,676	-
Current tax assets	822	-	-	-	822	-	-
Deferred tax assets	1,676	-	-	-	-	1,676	-
Other assets	27,506	-	15,869	2,528	964	8,137	8
Total assets (1)	3,267,368	140,740	356,990	296,055	592,149	987,105	894,329
Deposits from central banks	120,633	-	-	-	120,633	-	-
Financial liabilities held for trading	81,765	-	3,339	6,961	33,812	28,963	8,690
Derivatives - hedge accounting	13,992	-	435	2,923	427	2,016	8,191
Financial liabilities measured at amortised cost	2,836,581	286,871	615,339	818,250	263,904	469,336	382,881
Time deposits to banks	1,602,586	12,428	350,466	661,514	164,587	333,591	80,000
Time deposits to customers	820,753	274,443	264,155	155,991	42,121	83,313	730
Loans from banks	383,113	-	589	745	57,196	52,432	272,151
Subordinated liabilities	30,129	-	129	-	-	-	30,000
Provisions	2,478	-	189	33	1,081	525	650
Tax liabilities	1,253	-	-	-	-	1,253	-
Current tax liabilities	-	-	-	-	-	-	-
Deferred tax liabilities	1,253	-	-	-	-	1,253	-
Other liabilities	19,449	-	14,231	281	2,258	2,176	503
Share capital	16,258	-	-	-	-	-	16,258
Share premium	61,885	-	-	-	-	-	61,885
Fair value reserves	-182	-	-	-	-	-	-182
Retained earnings	108,857	-	-	-	-	-	108,857
Net profit for the year	4,399	-	-	-	-	-	4,399
Total liabilities and equity (2)	3,267,368	286,871	633,533	828,448	422,115	504,269	592,132
Inconsistency (1)-(2)	-	(146,131)	(276,543)	(532,393)	170,034	482,836	302,197

Risk Report

Balance sheet, due to maturity on 31. 12. 2008

in 1,000 EUR

Content	Total	On demand	Up to 1 month	1 - 3 months	3 - 12 months	1 - 5 years	Over 5 years
Cash and cash balances with central banks	41,902	41,902	-	-	-	-	-
Financial assets held for trading	144,574	-	32,263	13,535	19,927	73,276	5,573
Financial assets designated at fair value through profit or loss	16,730	-	1,038	486	3,919	11,045	242
Available-for-sale financial assets	217,389	-	299	4,185	17,309	58,222	137,374
Derivatives - hedge accounting	2,324	-	119	430	274	1,375	126
Loans and receivables	2,353,905	92,977	265,577	128,984	586,067	694,355	585,945
To banks	289,447	92,977	118,568	38,388	18,276	18,934	2,304
To customers	2,064,458	-	147,009	90,596	567,791	675,421	583,641
Held-to-maturity financial assets	29,721	-	-	7	70	29,644	-
Non-current assets held for sale	466	-	-	-	466	-	-
Property, plant and equipment	9,532	-	-	-	-	-	9,532
Intangible assets	10,004	-	-	-	-	-	10,004
Tax assets	2,030	-	-	-	-	2,030	-
Current tax assets	-	-	-	-	-	-	-
Deferred tax assets	2,030	-	-	-	-	2,030	-
Other assets	62,664	-	6,118	45,308	6,599	4,630	9
Total assets (1)	2,891,241	134,879	305,414	192,935	634,631	874,577	748,805
Deposits from central banks	200,729	-	145,498	10,032	45,199	-	-
Financial liabilities held for trading	109,222	-	5,064	5,416	17,387	73,785	7,570
Derivatives - hedge accounting	6,942	-	-	-	121	1,434	5,387
Financial liabilities measured at amortised cost	2,370,378	243,475	465,844	532,788	621,338	139,960	366,973
Time deposits to banks	1,267,167	5,078	245,807	419,031	462,922	60,938	73,391
Time deposits to customers	642,287	238,397	190,495	109,491	98,418	3,405	2,081
Loans from banks	440,720	-	29,542	4,062	59,998	75,617	271,501
Subordinated liabilities	20,204	-	-	204	-	-	20,000
Provisions	1,166	-	11	192	77	326	560
Tax liabilities	2,485	-	-	-	2,256	229	-
Current tax liabilities	2,256	-	-	-	2,256	-	-
Deferred tax liabilities	229	-	-	-	-	229	-
Other liabilities	21,147	-	15,386	1,160	1,827	1,850	924
Share capital	16,258	-	-	-	-	-	16,258
Share premium	61,885	-	-	-	-	-	61,885
Fair value reserves	(3,429)	-	-	-	-	-	(3,429)
Retained earnings	95,216	-	-	-	-	-	95,216
Net profit for the year	9,242	-	-	-	-	-	9,242
Total liabilities and equity (2)	2,891,241	243,475	631,803	549,588	688,205	217,584	560,586
Inconsistency (1)-(2)	-	(108,596)	(326,389)	(356,653)	(53,574)	656,993	188,219

Operational Risk

OPERATIONAL RISK FRAMEWORK

Operational risk is the risk of direct or indirect loss arising from a wide variety of causes associated with the bank's processes, personnel, technology and infrastructure, and from external factors other than credit, market and liquidity risk. Operational risk also includes legal risk, but it excludes strategic and reputation risk.

To monitor, mitigate and control the operational risk, the Bank has established a consistent, value-added framework for assessing and managing operational risk and the overall effectiveness of internal control environment. The Bank focuses on proactive identification and mitigation of operational risk and related incidents. The goal is to keep operational risk at appropriate levels, in light of the Bank's financial strength, the characteristics of its businesses, the markets in which it operates, and the competitive and regulatory environment to which it is subject. Key themes are transparency of information, escalation of key issues and accountability for issue resolution.

The Bank's approach to operational risk management is intended to mitigate such losses by supplementing traditional control-based approaches to operational risk with risk measures, tools and disciplines that are risk-specific, consistently applied and utilized. Spread of culture that is aware of operational risk is an essential tool to mitigate the risk and reduce the actual losses.

OPERATIONAL RISK TEAM AND OPERATIONAL RISK MANAGERS

Incorporated within the Risk Management division is the Operational Risk team working in close cooperation with the operational risk managers in the business divisions and staff functions. The Operational Risk team insures regular control of operational risk and is responsible for the identification, assessment, monitoring and mitigation/control of operational risk. The Team is also involved in the new product implementation process. Operational risk managers are responsible for taking measures to reduce, prevent, or take out insurance against risks. Once a year, we have an Operational Risk Managers Day, where we use the day to further educate operational risk managers, to update them with the most relevant topics for the year to come, to use the time to discuss open topics that popped up and to gain as much as possible from the experience exchange among Operational Risk Managers.

OPERATIONAL RISK MEASUREMENT

Advanced Measurement Approach (AMA)

Getting the approval from the Bank of Slovenia to use the Advanced Measurement Approach for the calculation of the capital adequacy was the main achievement in 2009 in the field of operational risk. In 2008, the Bank of Slovenia conducted a pre-validation inspection followed by a validation check in 2009, through which it assessed the Bank's readiness for the advanced approach.

Monitoring process

The Bank's operational risk framework is supported by the Application for Risk Gauging Online (ARGO), a group internally designed operational risk software tool. ARGO integrates the individual components of the operational risk management framework into a unified, web-based tool. ARGO enhances the capture, reporting and analysis of operational risk data by enabling risk identification, measurement, monitoring, reporting and analysis to be done in an integrated manner, thereby enabling efficiencies in the Bank's monitoring and management of its operational risk.

A network of independent functions and teams is involved in managing and controlling risks, providing the Management Board with sufficient information on the risk situation and enabling the Management Board to manage risk. The main tool is the Operational Risk Managers Report which provides timely and accurate information, including information about actual operational loss levels as well as mitigation measures. The purpose of these reports is to enable management to maintain operational risk at appropriate levels within each line of business, to escalate issues.

The Operational Risk Committee, as the relevant operational risk committee since November 2008, is regularly updated on operational risk exposure by the company's operational risk management function, with the support of other functions involved, verifying risk mitigation proposed actions.

Internal Loss Data Collection

Internal loss data has been collected since 2002 and has helped to:

- Spread the awareness of operational risk throughout the Bank;
- Build experience in the operational risk concept and tools;

Risk Report

- Achieve a deeper understanding of the embedded risk in the business process.

Internal Loss Data are collected and processed in close coordination and cooperation with other departments and units. The minimum threshold at which an event is recorded is 100 euros of actual loss or 10.000 euros of potential loss. Any losses below these thresholds are not collected. The operational risk events are allocated in line with operational risk standards to the following seven categories:

- Internal fraud;
- External fraud;
- Employment practices and workplace safety;
- Clients, products and business practices;
- Damage to physical assets;
- Business disruption and system failures;
- Execution, delivery and process.

Operational risk losses get regularly reconciled with the Bank's profit and loss statement in order to ensure completeness of the collected operational risk losses.

We have to consider the fact that we always take numerous measures to manage and reduce operational risk. Implementation of mitigation measures is constantly monitored and new measures are proposed.

Self-Assessment

Risk identification is the recognition of the operational risk events that management believes may give rise to operational losses. We utilize self-assessment process and supporting architecture as a dynamic risk management tool. The goal of the self-assessment process is to identify the key operational risks specific to our environment and assess the degree to which it maintains appropriate controls. Action plans are developed for control issues identified, and business units are held accountable for tracking and resolving these issues on a timely basis.

Key Risk Indicators (KRI)

Risk indicators are numerical variables whose trend is linked to the processes' operational risk exposure. Risk indicators are ratios or data reflecting the operational risk profile: the value of an indicator should be correlated to changes in risk levels. Monitoring operational risk using indicators will give the Operational Risk Team, process owners and persons directly in charge of the risk management early warning signals.

The selection process of indicators involves the Operational Risk Management function and process owners and is based on internal loss data, external events, scenario analysis, experts' suggestion of processes and internal audit, business environment and internal control factors and risk mapping activity.

Scenario Analysis

The goal of scenario analysis is to assess the Bank's operational risk exposure to high impact and low probability events. The scenarios are defined by analyzing internal losses, external events deemed relevant, key operational risk indicators' trend, processes, products and event types. The experience of process managers and operational risk managers as well as suggestions from internal audit and the senior management is taken into consideration. Results, in terms of worst case scenarios, critical processes, mitigation proposals or impacts on capital at risk are described in specific scenario reports.

General Ledger Reconciliation

To guarantee completeness and correctness of the loss data collection process, we carry out quarterly a general ledger analysis. The general ledger analysis is performed by operational risk team in cooperation with the Accounting department on P&L accounts of the general ledger. Although the general ledger analysis requires substantial effort of the Accounting department and the Operational Risk team, it is deemed as adequate and effective to identify all operational risk related accounts and data completeness. Since 2008, we have established also a transitory/suspense accounts analysis which is performed by the Accounting department in cooperation with the account owners.

Risk Modeling and capital Requirements

To support advanced capital modelling and management, the businesses are required to capture relevant operational risk capital information. An enhanced version of the risk capital model for operational risk has been developed on a Group level and implemented also in our Bank. The risk capital calculation is designed to qualify as an "Advanced Measurement Approach" (AMA) under Basel II. It uses a combination of internal and external loss data to support statistical modelling of capital requirement estimates, which are then adjusted to reflect qualitative data regarding the operational risk and control environment.

Legal Risks

Banks are highly regulated financial institutions and constantly supervised by competent authorities as they bring and bear systemic risk. Legal and compliance risks represent risks of loss of earnings arising from violations or non compliance with laws, by-laws, rules, regulations, agreements, prescribed practices, or ethical standards. The Bank faces the legal methodology risk, which is the risk that the methods adopted and steps taken to protect the Bank's assets against claims by others or to protect against liability to pay damages or compensation to others are inadequate. In addition, the Bank is subject to operational legal risk which arises, in the course of the conduct of the Bank's commercial operations, that it incurs obligations or liabilities that were not foreseen, or are greater than were foreseen or that its rights and claims prove to be fewer, or of a lower value, than had been expected.

Our objective is to identify, manage, monitor and mitigate legal risks throughout the Bank. We seek to actively mitigate these risks by identifying them, setting minimum standards for their management as well as ensuring compliance through proactive monitoring.

The legal risk policy is implemented through identification and ongoing review of areas where legal risk is found to be present, through allocation of responsibility for the development of procedures for management and mitigation of these risks and through establishing of procedures to monitor compliance, taking into account the required minimum standards.

Legal and compliance risks cannot be entirely eliminated or avoided and they are hardly predictable. UniCredit Banka Slovenija d.d. is involved in a very few legal proceedings, which are still pending.

Business Risk

Business risk is defined as adverse, unexpected change in business volume and/or margins that cannot be attributed to other risk types, resulting in fluctuations of revenues and costs, not considering extraordinary items. The changes in business volume result from unexpected development of market trend, unexpected customer behaviour or new market participants/products.

The calculation of business risk is based on an earnings-at-risk model using historical time series of revenues and costs.

Business risk measurement thus measures the influence of external factors on decline in profits and effect on market value.

As part of the general income and cost management, the operational management of business risk is the responsibility of individual business units.

Risks Arising from the Bank's Shareholdings and Equity Interests

UniCredit Banka Slovenija d.d. is not actively making long-term investments in shares on its own account for the purpose of realizing short-term trading or long-term substantial value increases. The shareholdings of the Bank are either closely related to the Bank's business (SWIFT; Bankart etc.) or the result of restructuring attempts (out of loans and reverse repo transaction). Hence, UniCredit Banka Slovenija d.d. sees no need for an active risk management approach.

Real Estate Risk

UniCredit Banka Slovenija d.d. only has a minor exposure in real estate financing and does not invest in real estate itself.

Information According to Pillar 3

In line with the regulation on the Pillar 3 and the fact that UniCredit Banka Slovenija d.d. is consolidated into the UniCredit Group, the Bank has to disclose the following information on capital management, available funds and capital requirements for different risk categories.

Risk Report

Capital Management

Within the Internal Capital Adequacy Assessment Process (ICAAP), UniCredit Banka Slovenija d.d. focuses on the economic view of matching the economic capital (capital demand) with the risk-taking capacity (shareholder's equity) in line with Pillar II of the Basel accord.

The economic capital is calculated retrospectively on a quarterly basis but it is also monitored within the yearly planning process. As both capital demand and capital supply evolve over time, the Bank ensures that on the one side capital demand - mainly driven by business plans and by risk-profile forecasts in combination with macro-economic scenarios - does not exceed capital supply and on the other side the capital supply - mainly influenced by planned capital transactions and expected profits - is kept at a level to cover the calculated risks at all times.

Economic capital is intended to reflect the Bank's specific risk profile in a comprehensive and consistent way. With the exception of liquidity risk, economic capital is calculated using uniform value-at-risk methods across all types of risk which were mentioned in this risk report. A specific factor taken into account in the required risk capital is business risk, which reflects the influence of external factors such as consumer behaviour or competitive situation on the market value of business divisions or subsidiaries. Unexpected losses over a period of one year are calculated with a confidence level of 99.97 %. The overall responsibility for identification of risks and assessment of risk level is with the ALCO.

Besides the economic view, the Bank has to comply with the regulatory requirements set by Basel II and the Slovenian legislation. Here, the regulatory capital for credit risk, market risk and operational risk accounts for the capital demand, while balance-sheet capital (Tier 1, Tier 2 and Tier 3) constitutes the capital supply side. Capital adequacy is monitored continuously by the Bank's management and filed with the Bank of Slovenia on a quarterly basis. The Bank of Slovenia requires each bank to maintain a ratio of total regulatory capital to the risk weighted asset (the capital adequacy ratio) at or above the internationally agreed minimum of 8 %.

The structure of the regulatory capital, capital requirements and capital adequacy ratio for 2009 and 2008 is presented in the table below. The capital adequacy ratio increased from 9.55 % at the end of 2008 to 10.29 % at the end of 2009. The Bank calculated the capital requirement for operational risk according to the advance measurement approach at the end of 2009, whereas at the end of 2008 the Bank still used the standardized approach.

Own funds and capital requirement

In 1,000 EUR

Label	31. 12. 2009	31. 12. 2008
TOTAL OWN FUNDS FOR SOLVENCY PURPOSES	199,196	178,583
ORIGINAL OWN FUNDS	169,196	158,583
Paid up capital	16,258	16,258
Share premium	61,885	61,885
Reserves	108,857	95,216
(-) Other deductions from Original Own Funds	(17,804)	(14,776)
(-) Intangible assets	(12,621)	(10,004)
(-) Other country specific deductions to Original Own Funds	(5,183)	(4,772)
Difference between the reported impairments and provisions according to IFRS and the regulation on loss assessment	-	600
Other valuation differences	5,183	4,172
ADDITIONAL OWN FUNDS	30,000	20,000
Subordinated loan capital	30,000	20,000
TOTAL ORIGINAL OWN FUNDS FOR GENERAL SOLVENCY PURPOSES	169,196	158,583
TOTAL ADDITIONAL OWN FUNDS FOR GENERAL SOLVENCY PURPOSES	30,000	20,000
Gross amount of subordinated loan capital	30,000	20,000
Minimum initial capital required	5,000	5,000
CAPITAL REQUIREMENTS	154,818	149,671
TOTAL CAPITAL REQUIREMENTS FOR CREDIT, COUNTERPARTY CREDIT, DILUTION AND DELIVERY RISKS	148,036	140,434
Standardised approach (SA)	148,036	140,434
SA exposure classes excluding securitization positions	148,036	140,434
Central governments or central banks	-	-
Regional governments or local authorities	3,292	659
Administrative bodies and non-commercial undertakings	2,655	2,947
Institutions	5,244	7,391
Corporate	74,328	78,435
Retail	45,897	40,811
Secured by real estate property	2,066	2,038
Past due items	3,383	2,899
Items belonging to regulatory high-risk categories	5,758	3,488
Other items	5,413	1,766
SETTLEMENT RISK	-	-
TOTAL CAPITAL REQUIREMENTS FOR POSITION, FOREIGN EXCHANGE AND COMMODITY RISKS	1,605	1,822
Position, foreign exchange and commodity risks under standardised approaches (SA)	1,605	1,822
Traded debt instruments	1,582	1,822
TOTAL CAPITAL REQUIREMENTS FOR OPERATIONAL RISKS (OpR)	5,177	6,826
OpR Standardised (STA) / Alternative Standardised (ASA) approaches	-	6,826
OpR Advanced measurement approaches	5,177	-
OTHER AND TRANSITIONAL CAPITAL REQUIREMENTS	-	589
Other country specific own funds requirements	-	589
Surplus (+) / Deficit (-) of own funds	44,378	28,912
Solvency ratio (%)	10.29%	9.55%

Jerzy Owsiak,
The Great Orchestra of Christmas
Charity Foundation
Corporate Banking Client - Poland

» **W**hen the climax of the Great Orchestra of Christmas Charity gets under way, some 120,000 volunteers take to the streets of cities, towns and villages. Their donation boxes fill up in an absolutely magical way. Everybody knows we raise money to buy life-saving medical equipment. Sometimes people wonder if their spare change can really help. But of course that is exactly how millions of Poles join to make this happen. But before we can put that spare change to use, it all has to be counted and deposited to our accounts. Sorting, counting, balancing and managing our accounts - by doing these things, Bank Pekao SA helps us immensely and makes our job that much easier.«

It's easy with UniCredit.



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