




*tuzlanska
banka
d.d. tuzla*

2002

Godišnji izvještaj
Annual Report


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Filijala Gradačac - 035/817-117 • Filijala Kalesija - 035/631-605 • Filijala Kladanj - 035/621-590 • Filijala Lukavac - 035/566-746 • Filijala Orašje - 031/712-047 • Ekspozitura Odžak - 031/762-824
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Cijenjeni dioničari i uvaženi klijenti,

Zadovoljstvo mi je predstaviti Vam Godišnji izvještaj Tuzlanske banke d.d. Tuzla koji sadrži i finansijske izvještaje sa nezavisnim revizorskim mišljenjem jedne od vodećih revizorskih kuća Deloitte & Touche.

Tuzlanska banka predstavlja višedecenijski simbol finansijskog servisa na području sjevero-istočne Bosne, danas Tuzlanskog kantona.

Za našu Banku protekla 2002. godina može se okarakterisati kao vrlo uspješna, iako se poslovanje odvijalo u nepovoljnim uslovima. Zahvaljujući dobroj poslovnoj politici, na vrijeme su poduzete aktivnosti koje će značajnije uticati na njen budući razvoj i tržišni položaj.

Tuzlanska banka spada među vodeće i najveće banke u Federaciji BiH. Sa 31.12.2002. godine Banku karakterišu slijedeći pokazatelji:

neto bilansna suma	186.300 hiljada KM
ukupan kapital	22.814 hiljada KM
ostvarena dobit od	1.547 hiljada KM
poslovna mreža od 16 filijala sa	10.411 m ²
ukupan broj zaposlenih	374
broj transakcijskih računa	
za obavljanje poslova UPP	11.314
broj štednih računa	104.962
korespondencijski odnosi preko ino banaka	18

Banka ima razvijenu mrežu filijala (16) u Tuzlanskom, Sarajevskom i Posavskom kantonu, te Distriktu Brčko. Prostori Banke su u pravilu na vrlo atraktivnim pozicijama u centru grada ili naseljenih mjesta.

Dionički kapital je u privatnom vlasništvu 812 dioničara Banke i iznosi 18.375 hiljada KM, što je za 53% više u odnosu na kraj prošle godine. Time je Banka obezbijedila iznos koji je veći od nivoa kapitala propisanog Zakonom o bankama. Tokom 2002. godine Banka je uspješno realizovala III emisiju dionica putem zatvorene prodaje.

Banka je u toku 2002. godine uspješno obavljala sve vrste bankarskih poslova naročito kreditiranja i pružanja usluga svojim klijentima što se ogleda u povećanju kamatonosne aktive i ostvarenju značajnih prihoda od naknada za obavljene usluge.

U svom poslovanju Banka se oslanja na vlastite izvore, odnosno depozite pravnih i fizičkih lica. U cilju obezbjeđenja dugoročnih izvora sredstava, Banka je krajem godine ostvarila poslovni aranžman sa ino partnerom što je uticalo na povećanje bilansne sume za 5% u odnosu na 31.12.2001. godine.

Prikupljena sredstva, Banka je plasirala pravnim i fizičkim licima po povoljnim uslovima što je uticalo na povećanje nivoa kredita.

Treba naglasiti da je Banka u više navrata smanjivala visinu kamatnih stopa i naknada, tako da spada u red banaka sa najprijateljivijim cijenama usluga.

U politici plasmana sredstava znatno su povećani krediti za fizička lica, što je u skladu sa Strateškim planom i generalnom politikom Banke i omogućava sigurniju naplatu potraživanja. Takođe je povećan nivo komisionih kredita po kojima Banka ne snosi rizik.

Tuzlanska banka d.d. Tuzla već dvije godine uspješno obavlja poslove depozitne i budžetske banke Trezora Tuzlanskog kantona. Krajem 2002. godine Tuzlanska banka je nakon raspisanog tendera od strane Vlade Tuzlanskog kantona, između šest prijavljenih banaka, imala najbolju ponudu, te je ponovo izabrana za budžetsku i depozitnu banku na period od dvije godine.

Tuzlanska banka je prva banka u Federaciji BiH koja je uskladila svoje poslovanje sa Zakonom o izmjenama i dopunama Zakona o bankama i propisima FBA, što podrazumijeva usklađivanje akata Banke i izbor novih organa upravljanja.

Osnovno opredjeljenje Banke u njenom radu je zadovoljenje potreba klijenata za finansijskim uslugama tako da se kontinuirano vrši unapređenje kvaliteta i dopuna asortimana usluga.

Činjenica da nam je preko 11000 pravnih lica povjerilo obavljanje unutrašnjeg platnog prometa kao i da je otvoreno više od 100000 štednih računa, ilustrira naša nastojanja da se kvalitetom usluga poveća broj klijenata sa kojima Banka posluje.

U asortiman usluga Banka je protekle godine u oblasti kartičnog poslovanja uvela i izdavanje prve jedinstvene domaće BamCard kartice, koja je prihvaćena u bankama i prodajnim mjestima na području cijele Federacije.

Od juna mjeseca Banka je uključena u sistem elektronskog transfera novca WESTERN UNION, koji obezbjeđuje građanima povoljnu, brzu, tačnu i pouzdanu uslugu transfera novca i garantuje najkraće vrijeme za izvršenje doznake.

Krajem 2002. godine implementiran je projekat telefonskog bankarstva tako da pravna lica i građani bančine usluge mogu koristiti i bez dolaska u Banku.

Implementacija novog informacionog sistema omogućava potpunu sistemsku uvezanost svih organizacionih dijelova i trenutnu ažurnost podataka, što je glavna pretpostavka za uspješno poslovanje i donošenje odgovarajućih poslovnih odluka.

Ostvarujući planske ciljeve stručno i profesionalno, Banka je stekla visok ugled i povjerenje kod poslovnih partnera u zemlji i inostranstvu, kao i kod naših građana, čime je zadržala najveći tržišni udio na Tuzlanskom kantonu.

Želio bih i ovom prilikom da se posebno zahvalim članovima organa upravljanja, nadzora i menadžmenta Banke kojima je krajem prošle godine istekao mandat, te novim članovima organa Banke, kao i zaposlenicima, koji su svojim angažmanom dali značajan doprinos u poslovanju Banke.

Aktivnosti koje su preduzimate tokom 2002. godine dale su zadovoljavajuće rezultate što se ogleda u jačanju kapitala, porastu konkurentnosti i rejtinga Banke, te ostvarivanju značajnog pozitivnog finansijskog rezultata, što je garancija budućeg uspješnog poslovanja uz zadovoljstvo naših klijenata i dioničara.

DIREKTOR
Almir Šahinpašić



To our highly appreciated shareholders and clients,

It is my pleasure to present to you the Annual Report of Tuzlanska Bank d.d Tuzla together with its financial reports and findings as made by the independent auditing firm, Deloitte & Touche.

Tuzlanska Bank is the preeminent symbol of financial services and has a long history of conducting business in the Northeastern region of Bosnia which is known today as the Tuzla Canton.

This last year for our Bank, 2002, was very successful in spite of an unfavorable operating environment. Thanks to our excellent business policies certain activities critical to our future development and market position were implemented.

Tuzlanska Bank is one of the leading and largest banks in the Federation of Bosnia and Herzegovina. As of December 31, 2002, the Bank recorded the following financial performances:

net balance value	186.300/h KM
total equity	22.814/h KM
profit	1.547/h KM
business network created of 16	
branch offices with total space of	10.411 m ²
total number of employees	374
number of transaction accounts for the Internal Payment Transactions	11.314
number of savings accounts	104.962
bank correspondence through banks abroad	18

The Bank has a developed network of 16 branch offices in the Tuzla, Sarajevo and Posavina Cantons as well as in Brčko District. For the most part, all of the banks branches are located at choice downtown locations or in selected residential neighborhoods.

There are 812 shareholders and the total shareholders capital, at December 31, 2002, was 18,375/h KM which was 53% greater than the year before. As such, the Bank's capital performance has exceeded the required capital as stipulated by the Law on Banks. During 2002, the Bank successfully placed its third issuance of shares through closed sales.

During 2002 the Bank successfully conducted its banking operations as regards the lending to and servicing of its clients which is reflected in the increase of assets generated by loan interest and banking fees.

While conducting its business, the Bank has relied upon its own resources in the form of deposits from legal and physical entities. At the end of last year the Bank established a business relationship with a foreign partner that favorably contributed to the 5% increase in our 2002 net balance over the previous year and will expand our future long-term income sources.

Our collected revenue was sold to legal and physical entities under very good conditions and, as a consequence, increased the total number of loans.

It is important to emphasize that the Bank lowered its interest rates and fees on a few occasions. As a consequence the Bank has drawn much attention and generated much business because of its aggressive pricing.

As regards our policies for the sales of funds, the number of loans to physical entities has increased significantly and is in accordance with our Strategical Plan and general bank policies while ensuring the collection of its receivables. Also, the number of commission loans, in which the Bank assumed no risk, was higher.

For two years Tuzlanska Bank d.d., Tuzla has successfully acted as the Treasury Bank for the Tuzla Canton by performing deposit and budget activities. At the end of 2002, Tuzlanska Bank took part in a tender issued by the Tuzla Canton Government. The Bank won the tender, against a competitive field of six other banks, and has received a two year extension to continue its

deposit and budget activities for the Tuzla Canton Government.

Tuzlanska Banka is the first bank in the Federation of Bosnia and Herzegovina that has adjusted its activities and business to the Law on Changes and Supplements of the Law on Banks and Legislation of the Federal Banking Agency - which requires the adaptation of Bank documents and election of a new management structure.

The Bank's primary goal in conducting its business is to satisfy the clients' needs in financial services and, as such, it constantly works on improving the quality and diversity of its services. That over 11,000 legal entities have entrusted us with their money transfer needs and that more than 100,000 savings deposits have been opened demonstrates the success of our efforts to increase the number of Bank clients by increasing the quality of our services.

As for the diversification of our services, last year the bank introduced a novel payment instrument, the BamCard, the first of its kind, which is accepted at banks and sales points throughout the Federation.

In addition, since June the Bank has been transferring money electronically via WESTERN UNION, which provides citizens with convenient, fast, and reliable money transfer service while at the same time guaranteeing the money transfer in the shortest possible time.

At the end of 2002 we have implemented a banking project which enables legal entities and citizens to conduct their banking over the telephone without the need to physically appear at the bank.

Finally, the implementation of a new management information system connects all of our organizational parts into a network and this, in turn, further enables an improvement in data efficiency which is the fundamental requirement for a successful business that makes appropriate business decisions.

Reaching its business goals by acting in a professional and competent manner the Bank has created an excellent reputation and has earned the trust of its business partners, domestically and abroad, and of our citizens, as well, without which we would not be able to claim the largest market share in the Tuzla Canton.

I would like to use this opportunity to express my sincerest and deepest gratitude to the members of the Bank management and supervisory bodies and their leadership whose mandate expired in the last year, as well as to those new members of the subject Bank bodies, and, also, to our Bank employees, who have significantly contributed to the Bank's efficient performance.

The activities undertaken in 2002 yielded excellent results, which was reflected in the increased Bank equity, competitiveness, and reputation, as well as the realization of a significant and positive financial results which guarantee the future successful performance and satisfaction of our clients and shareholders.



Respectfully,
Almir Šahinpašić
DIRECTOR



Organi upravljanja Management Body



Skupština dioničara / Shareholders Assembly

Nadzorni odbor Banke / Bank Supervisory Board

Ibrahim Morankić, Predsjednik / President
Ademir Mešetović, Član / Member
Šemso Saković, Član / Member
Sead Rešidbegović, Član / Member
Nihad Jusufović, Član / Member
Fuad Beganović, Član / Member
Dr. Sejfudin Zahirović, Član / Member

Odbor za reviziju Banke / Bank Auditing Board

Šehzada Salihbašić, Predsjednik / President
Dr. Adil Kurtić, Član / Member
Meliha Mustafić, Član / Member
Nekir Suljagić, Član / Member
Muhamed Šadić, Član / Member

Glavni interni revizor / Internal Head Auditor

Rajka Topčić

Uprava Banke / Management of the Bank

Almir Šahinpašić, Direktor
Edim Sarihod ić, Izvršni direktor Direkcije plana, razvoja i kadrova
Executive Manager of Planning, Development and Human Resource Division
Nadija Trešnjo, Izvršni direktor Direkcije sredstava i platnog prometa
Executive Manager of Funds and Payment Operations Division
Jusuf Džafić, Izvršni direktor Direkcije plasmana
Executive Manager of Loan Management Division
Dijana Olić, Izvršni direktor Direkcije poslovne mreže
Executive Manager of Branch Network Division
Boris Ferković, Izvršni direktor Direkcije za podršku
Executive Manager of Support Division

Sekretar Banke / Bank Secretary

Vesna Hogić

Bilansna suma Balance sum

Neto bilansna suma sa 31.12.2002.godine (bez komisiona) iznosi 186.300 hiljada KM i veća je u odnosu na kraj prošle godine za 5%. Povećanje bilansne sume je konstantno prisutno posljednjih nekoliko godina:

The net balance, at 31.12.2002 (without commission), was 186,300/thousand KM and was 5% higher than the previous year. Since 2000 the net balance has steadily increased:

-000 KM-

31.12.2000.	99.331
31.12.2001.	177.095
31.12.2002.	186.300



Kapital Capital

Banka u skladu sa Zakonom o bankama ispunjava propisani cenzus u pogledu visine dioničkog kapitala. Ukupan osnovni kapital Banke na dan 31.12.2002.godine iznosi 24.361 hiljada KM, a sastoji se od dioničkog kapitala u iznosu od 18.375 hiljada KM, rezervi Banke u iznosu od 4.439 hiljada KM i ostvarene dobiti tokom 2002.godine od 1.547 hiljada KM.

The Bank in accordance with the Law exceeded the mandatory minimum threshold for share capital. Total capital stock, at 31.12.2002, was 24,361 thousand KM consisting of 18,375 thousand KM share capital and 4,439 thousand KM Bank reserves and 1,547 thousand KM realized profit in 2002.

Skupština Banke je donijela Odluku o III emisiji dionica putem zatvorene prodaje. Nakon uspješno završenog upisa, dionički kapital Banke povećan je za 3.352 hiljada KM.

The Bank Assembly made a Decision about the third issuance of shares by closed sale. After successful registration, share capital of the Bank was increased by 3,352 thousand KM.

Dionički kapital je u privatnom vlasništvu 812 dioničara Banke.

There are 812 shareholders.

Najveći dioničari banke Greatest Shareholders of Bank

	%
Jata d.o.o. Srebrenik	17,34
Polo d.o.o. Kalesija	4,04
Highway Construction Company d.o.o. Sarajevo	3,81
Tehno biro d.o.o. Tuzla	3,50
Ecoinvest d.o.o. Tuzla	3,40
Humić Midhat Doboj Istok	3,28
Soni Lux d.o.o. Tuzla	2,80
Solana d.d. Tuzla	2,48
Studen & CO Arex d.o.o. Gradačac	2,04
Company d.o.o. Zagreb	1,95
Ostali / Other	55,36



Depoziti Deposits

Depoziti pravnih i fizičkih lica sa 31.12.2002. godine iznose 130.793 hiljada KM.

Total deposits of legal and physical entities at 31.12.2002 were 130,793 thousand KM. The currency structure of deposits were as follows:

Valutna struktura depozita je:

Opis / Description	- 000 KM -					
	Domaća valuta Domestic ccy		Strane valute Foreign ccy		Ukupno Total	
	2001.g.	2002.g.	2001.g.	2002.g.	2001.g.	2002.g.
Po viđenju / Sight	48.047	74.129	33.930	17.015	81.977	91.144
Oroč.do 3 mj./Term to 3 months	15.165	8.860	15.162	8.772	30.327	17.632
Oroč.preko 3 mj./Term over 3 mon.	90	1.534	3.513	3.970	3.603	5.504
Oroč.preko 1 g./Term over 1 year	13.191	4.474	11.329	12.039	24.520	16.513
UKUPNO / TOTAL:	76.493	88.997	63.934	41.796	140.427	130.793

Valutna struktura depozita pravnih i fizičkih lica je tokom 2002.godine promijenjena. Povećano je učešće depozita u domaćoj valuti u ukupnim depozitima sa 54% na 68%

The currency structure of deposits of legal and physical entities changed during 2002. The percentage of total domestic currency deposits increased to 68% from 54%.

Opis / Description	- 000 KM -					
	Fizička lica Physical entities		Pravna lica Legal entities		Ukupno Total	
	2001.g.	2002.g.	2001.g.	2002.g.	2001.g.	2002.g.
Po viđenju / Sight deposits	24.483	25.220	57.494	65.924	81.977	91.144
Oroč.do 3 mj./Term to 3 months	15.516	8.236	14.811	9.396	30.327	17.632
Oroč.preko 3 mj./Term over 3 mon.	3.487	4.608	116	896	3.603	5.504
Oroč.preko 1 g./Term over 1 year	11.452	13.468	13.068	3.045	24.520	16.513
UKUPNO / TOTAL:	54.938	51.532	85.489	79.261	140.427	130.793

Veći dio depozita odnosi se na depozite pravnih lica. Banka uspješno obavlja poslove unutrašnjeg platnog prometa. Banci je svoje povjerenje ukazalo preko 11.274 pravnih lica koji su otvorili transakcijske račune i koji svoje poslovanje obavljaju putem Tuzlanske banke dd Tuzla.

Most deposits are related to deposits of legal entities. The Bank successfully carried out domestic payment operations. Over 11,274 legal entities showed their trust in the Bank by opening transaction accounts to facilitate the cash flow activity of their business operations through Tuzlanska banka d.d. Tuzla.



Plasmani Lending

U domenu kreditiranja, osnovne aktivnosti Banke su bile usmjerene na povećanje disperzije rizika odobravanjem kredita malim i srednjim preduzećima, povećanje nivoa plasmana stanovništvu, naplatu dospjelih potraživanja, pojačanje nadzora nad kreditima, odobravanje kredita samo solventnim i bonitetnim tražiocima uz sigurne instrumente naplate, obezbjeđenje sredstava za investicione programe iz kojih bi se finansirali razvojni projekti, te ostvarivanje profita i usklađivanje ročne strukture izvora i sredstava.

Ukupan nivo kredita povećan je tokom 2002. godine za 22% i sa 31.12.2002. godine iznosi 90.855 hiljada KM. Na pravna lica se odnosi 59.349 hiljada KM, a na fizička 31.506 hiljada KM.

Najveći korisnici kratkoročnih kredita pravnim licima su privatna preduzeća Manji dio odnosi se na javna preduzeća i državne i neprofitne organizacije.

U cilju finansiranja razvojnih projekata pravnih i fizičkih lica, obezbijeđeno je nekoliko kreditnih linija iz sredstava Investicijske banke Federacije, Kantonalne agencije za privatizaciju Tuzlanskog kantona i Društva za razvoj Tuzla.

Posebna pažnja posvećena je komisionim plasmanima. Stanje plasmana koje Banka odobrava u ime i za račun drugih, sa 31.12.2002.godine iznosi 7.390 hiljada KM i veće je za 1.124 hiljada KM od stanja krajem prethodne godine.

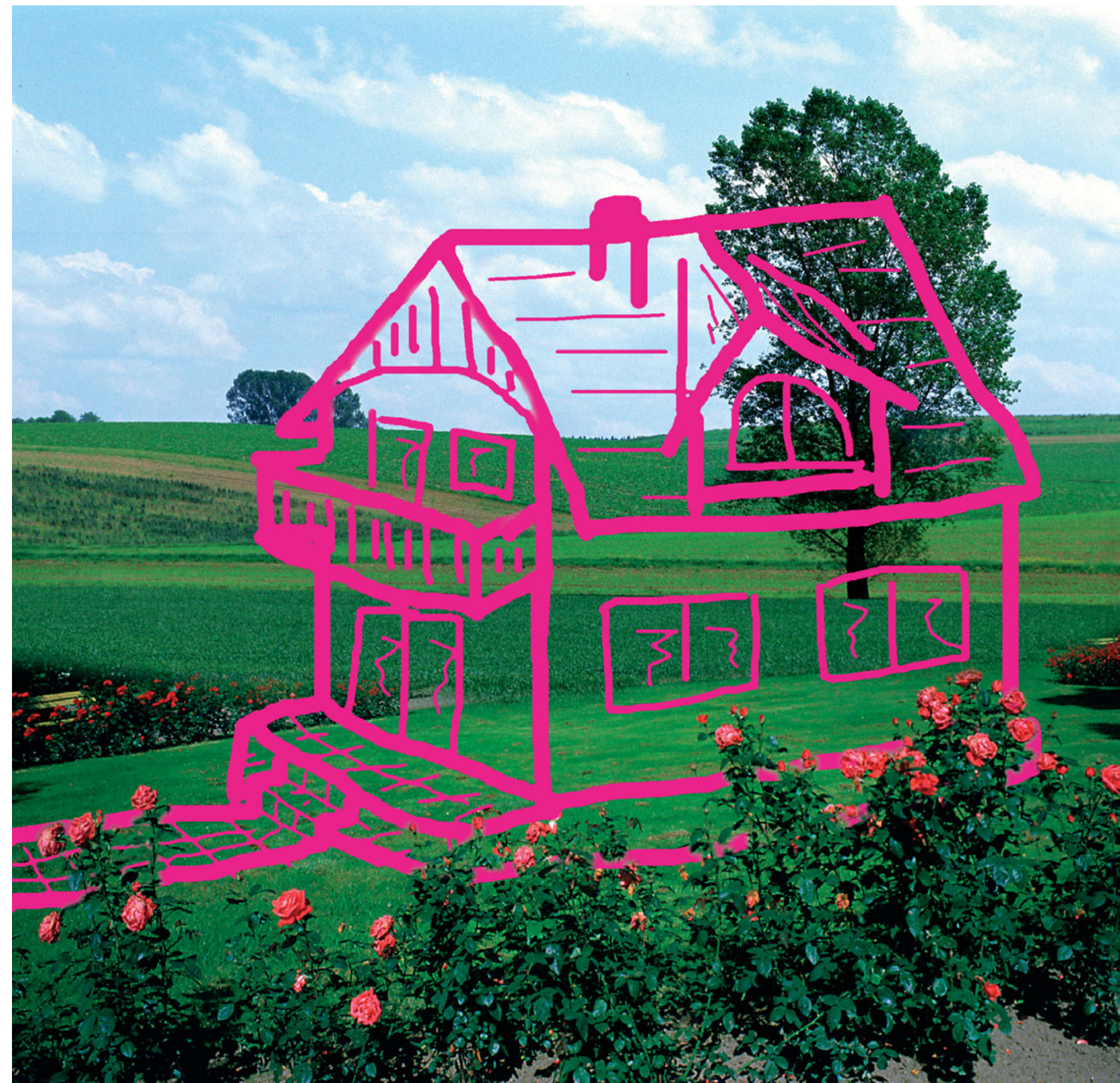
As regards lending, basic activities of the Bank were focused on improving the distribution of risk by approving loans to small and medium companies, increasing the number of loans to citizens, collecting accounts receivables, reinforcing loan monitoring, approving loans only to solvent and feasible applicants with safe repayment instruments, providing funds for development program investments realizing profit and balancing terms between sources and funds.

Total level of credits increased 22% during 2002 and at 31.12.2002 amounted to 90,855 thousand KM. Of this amount, 59,349 thousand KM is related to legal entities and 31,506 thousand KM is related to physical entities.

The biggest users of short term loans from the group of legal entities are private companies. The remainder is related to public companies, state and non-profit organizations.

For the purpose of financing the development projects of legal and physical entities, the Bank secured several credit lines from the Investment Bank of the Federation, Cantonal Agency for Privatization of Tuzla and Company for development Tuzla.

Special attention was given to commission credits. Credit balance approved by the Bank on behalf of, and for the account of, others at 31.12.2002 was 7,390 thousand KM which was 1,124 thousand KM higher than the previous year.





Poslovni rezultat Business results

Uspješno poslovanje Banke u 2002.godini uticalo je na ostvarivanje pozitivnog rezultata. U periodu od 01.01. do 31.12.2002.godine ostvareni su ukupni prihodi u iznosu od 25.447 hiljada KM i ukupni rashodi u iznosu od 23.900 hiljada KM, što je omogućilo Banci ostvarenje dobiti od 1.547 hiljada KM.

The successful business operations of the Bank in 2002 resulted in our profitable performance. In the period between 01.01. to 31.12.2002 total income was 25,447 thousand KM and total expenses were 23,900 thousand KM which permitted profit of 1,547 thousand KM.

-000 KM-

	2001.	2002.
Ukupni prihodi / Total income	27.197	25.447
Ukupni rashodi / Total expenses	25.623	23.900
Dobit / Profit	1.574	1.547

U strukturi ukupnih prihoda najveću stavku čine aktivne kamate, naknade za izvršene usluge po osnovu platnog prometa, naplata rezervisanih potraivanja iz ranijih godina i prihodi iz poslovanja sa devizama.

The biggest contributors to our income were interest earnings, bank fees related to payment operations, collection of reserved receivables from prior years, and foreign exchange operations.

Prihodi od kamata iznose 8.260 hiljada KM i za 6% su veći u odnosu na ostvarenje u protekloj godini. Iako je Banka u više navrata vršila smanjenje kamatnih stopa na sve vrste kredita, te za pojedine korisnike kredita obračunavala i povlaštenu kamatnu stopu, ipak je povećanim obimom broja i nivoa kredita uspjela ostvariti zavidan nivo prihoda po ovom osnovu.

Interest income amounted to 8,260 thousand KM which was 6% higher than the previous year. In spite of the fact that the Bank reduced several times the interest rates for all loans, volume of income increased.

Naknade za izvršene usluge po osnovu platnog prometa iznose 7.340 hiljada KM i čine 29% ukupnih prihoda. Naknade za izvršene usluge predstavljaju najkvalitetnije prihode Banke, iako traže angažman velikog broja zaposlenika

Bank fees for payment operations amounted to 7,340 thousand KM and contributed 29% of the total income. Even though it requires engagement of a great number of employees, the highest part of the total Bank income is created by collecting fees for its services.

Informacioni sistem Information system

Osnovna karakteristika razvoja Integralnog informacionog sistema

Banke u 2002.godini je prelazak na relaciju bazu podataka što predstavlja najsavremeniji sistem informatičke podrške Banke. Time je realizovana strategija razvoja informacionog sistema koja je usvojena od strane organa upravljanja.

Prednosti koje je Banka dobila uvođenjem relacione baze su značajne. On-line način rada je uveden na svim radnim mjestima, promjene na analitičkom nivou se evidentiraju samo jednom, na mjestu nastanka, ažurnost je trenutna, iskorištenje postojeće opreme je maksimalno, programska rješenja su prilagođena poslovnom okruženju u BiH, mogućnost brzog i kvalitetnog uvođenja novih oblika poslovanja (elektronsko bankarstvo, internet bankarstvo), osigurana je mogućnost da filijale obavljaju sve poslove koji su se do sada obavljali u sjedištu Banke.

The highlight of the implementation of the Integral Management Information System, in 2002, was the cross over to the relationship database which represents the most sophisticated use of the Integral Management Information System of the Bank. With this the Bank realized its strategy for the development of the management information system as required by the managing authorities.

The advantages to the Bank by introduction of the relationship database are significant. Online work is implemented at all work locations, changes to the analytical level registered only once at the place where they are made, updates are immediate, maximum utilization of existing equipment permitted, program solutions adjusted to the business environment in B&H, a possibility of fast and qualitative introduction of new forms of business operations provided (telephone banking, internet banking.....), for branches to can carry out any kind of operations that were previously only handled by the Head Office..ensured, etc.



Kadrovj Employees



Banka sa 31.12.2002.godine ima ukupno 374 zaposlenika i to 239 u Tuzli, a 135 u filijalama van Tuzle.

Broj zaposlenih na nivou Banke ostao je nepromjenjen. Prenosom poslova na filijale, povećan je broj zaposlenih u filijalama, a smanjen u direkcijama. U 2002.godini preneseni su skoro svi bankarski poslovi u filijale, a krajem godine izvršene su pripreme i za prenos poslova kreditiranja pravnih lica koji se do sada obavljao isključivo u Tuzli. Na ovaj način sve usluge Banke biće približene klijentima prema mjestu njihovog sjedišta.

Prenosom poslova na filijale se stvaraju uslovi za uspostavljanje profitnih centara u Banci.

Stručnom osposobljavanju zaposlenika, u Banci se posvećuje značajna pažnja, tako da su tokom izvještajnog perioda zaposlenici bili prisutni na brojnim eksternim i internim seminarima iz oblasti bankarstva, računovodstva, informatike i ostalih oblasti bankarskog poslovanja, sve u cilju postizanja najvećeg stepena efikasnosti poslovanja.

At 31.12.2002 the Bank had a total of 374 employees, 239 located in the head office building in Tuzla and 135 in branch offices outside Tuzla.

The number of employees has remained unchanged. Transfer of operations to the branches increased the number of employees in the branches but decreased the number of employees in the head office buildings. In 2002 almost all banking operations were transferred to the branches and by the end of the year preparation for transfer of lending operations for legal entities was completed.

In so doing all Bank services will be performed in the field closer to the clients.

This operational transfer has established multiple profit centers for the Bank.

The Bank pays special attention to professional training of employees and in the course of this report period the employees attended many external and internal seminars in the field of banking, accounting, information systems and other areas of banking operations in order to reach the highest degree of business efficiency.

Likvidnost Liquidity

Banka je tokom 2002.godine kontinuirano održavala potreban obim likvidnih sredstava, obezbjeđivala propisani nivo obavezne rezerve, te izvršavala sve dospjele obaveze.

Banka je svakodnevno provodila aktivnosti u cilju održavanja likvidnosti i to praćenjem računa deponenata, stanja na računima rezervi kod Centralne banke, te vršila usmjeravanje priliva i odliva sredstava i kupoprodaju deviza radi stvaranja uslova za održavanje odgovarajuće likvidnosti.

During 2002 the Bank maintained a necessary volume of liquid funds, an appropriate amount of obligated reserves, and executed all due obligations.

On a daily basis the Bank performed activities consistent with maintaining liquidity in deposit accounts, balances on reserve accounts with Central Bank, aiming the inflow and outflow of funds, foreign exchange purchase and sale, with purpose of creating the conditions for maintenance of adequate liquidity.

Platni promet sa inostranstvom

Banka ima korespondentne odnose sa 18 banaka u inostranstvu, ali najveći broj transakcija je obavila sa Deutsche bank AG Frankfurt.

Ukupan devizni platni promet Banke iznosi 426.903 hiljada KM i to 221.325 hiljada KM čine prilivi a 205.578 hiljada KM čine odlivi. Na osnovu kretanja priliva i odliva deviznih sredstava, ostvaren je devizni efekat u iznosu od 15.747 hiljada KM.



International payment operations

The Bank has correspondent relationships with 18 foreign banks with the largest number of transactions executed through Deutsche Bank AG Frankfurt/M.

The total foreign exchange revenue amounted to 426,903 thousand KM, the inflow of funds was 221,325 thousand KM and outflow of funds was 205,578 thousand KM. Foreign exchange earnings, driven by the aforementioned inflows and outflows, were 15,747 thousand KM.

Lista korespondenata

List of Correspondents

ZEMLJA COUNTRY	KORESPONDENT CORRESPONDENT	SWIFT	RAČUN ACCOUNT	VALUTA CURRENCY
AUSTRIJA AUSTRIA	BANK AUSTRIA CREDITANSTALT, WIEN	BKAUATWW	0101-66031/00	EUR
	BAWAG BANK, WIEN	BAWAATWW	0118800630	EUR
	ZVEZA BANK, KLAGENFURT		40.600	EUR
BELGIJA BELGIUM	ING BELGIUM SA/NA BRUSSELS	BBRUBEBB	3010102451-03-978	EUR
	FORTIS BANQUE S.A. BRUSSELS	GEBABEBB	2911117375329780	EUR
HRVATSKA CROATIA	ZAGREBAČKA BANKA DD, ZAGREB	ZABHR2X	1690000 36-19	HRK
			2690000198-oznaka valute	
	SPLITSKA BANKA DD SPLIT	SPLIHR2X	80924-191-6932894	HRK
			7092-840-6932894	USD
			7092-978-6932894	EUR
	PRIVREDNA BANKA DD ZAGREB	PBZGHR2X	709200840-9982800-0921484	USD
			709200978-9982800-0921484	EUR
NJEMAČKA GERMANY	LHB INTERNATIONALE HANDELSBANK	LHBIDEFF	9791302	USD
			9791013	EUR
	DEUTSCHE BANK AG, FRANKFURT/M	DEUTDEFF	936272405	USD
			936272410	EUR
	POSTBANK, FRANKFURT/M	PBNKDEFF	624912609	EUR
ITALIJA ITALY	BANCA ANTONIANA POPOLARE VENETA	ANTBIT2P	027401578	EUR
	BANCA AGRICOLA MANTOVANA S.C.A.	BAMNIT22	0900003011	EUR
SLOVENIJA SLOVENIA	NOVA LJUBLJANSKA BANKA DD LJUBLJANA	LIBASI2X	900-8010-705-4010/64	SIT
			900-7010-oznaka valute-4010/64	
	A BANKA DD, LJUBLJANA	ABANSI2X	70100708408762	USD
			70100709788762	EUR
	BANKA CELJE DD, CELJE	SBCESI2X	701097845003/93	EUR
	NOVA KREDITNA BANKA MARIBOR	KBMASI2X	701006389/4-978	EUR
ŠVEDSKA SEVERIGE	SVENSKA HANDELSBANKEN STOCKHOLM	HANDSESS	40 388 409	SEK





FINANSIJSKI IZVJEŠTAJI I
NEZAVISNO REVIZORSKO MIŠLJENJE
ZA GODINE KOJE SU ZAVRŠILE
31. DECEMBRA 2002. I 2001.

FINANCIAL STATEMENTS AND
INDEPENDENT AUDITORS' REPORT
FOR THE YEARS ENDED
31 DECEMBER 2002 AND 2001

NEZAVISNO REVIZORSKO MIŠLJENJE

Dioničarima Tuzlanske banke d.d., Tuzla,
Bosna i Hercegovina

Obavili smo reviziju Bilansa stanja Tuzlanske banke, dioničkog društva, Tuzla, (Banka), na dan 31. decembra 2001. i 2000. godine, te s njima povezanih Bilansa uspjeha, Izvještaja o promjenama dioničke glavnice i Izvještaja o novčanim tokovima za godine koje su završile 31. decembra 2002. i 2001. Ti finansijski izvještaji pripadaju u djelokrug odgovornosti Uprave Banke. Naša je odgovornost izraziti mišljenje o tim finansijskim izvještajima na temelju naše revizije.

Reviziju smo obavili u skladu sa Međunarodnim revizijskim standardima. Ovi standardi zahtijevaju da planiramo i provedemo reviziju na takav način da se uvjerimo kako u finansijskim izvještajima nema pogrešno iskazanih materijalno značajnih stavaka. Revizija uključuje pregled stanja na temelju testiranja uz provjere dokaza u vezi sa iznosima i njihova objavljivanja u nabrojanim finansijskim izvještajima. Revizija također uključuje ocjenu računovodstvenih politika koje su primjenjivane, kao i značajne procjene imovine i obaveza koje je učinila Banka. Vjerujemo da naša revizija daje razumnu osnovicu za naše mišljenje.

Bilješka 9. uz finansijske izvještaje opisuje procjenu nekretnina u vlasništvu Banke, čiji je uticaj smanjenje sadašnje vrijednosti materijalne i nematerijalne imovine te zadržane dobiti i rezervi u iznosu od 5.047 hiljada KM, koje je Banka provela 2001. godine, a knjižila početkom 2002. godine.

Po našem mišljenju, osim gore navedenih efekata na bilansu stanja za 2001. godinu priloženi finansijski izvještaji, sastavljeni su pravilno, te realno i objektivno prikazuju finansijski položaj Tuzlanske banke d.d., Tuzla na dan 31. decembra 2002. i 2001. godine, te rezultate poslovanja i promjene u novčanom toku i dioničkoj glavnici za godine koje su završile 31. decembra 2002. i 2001., u skladu sa Međunarodnim računovodstvenim standardima.

Deloitte & Touche d.o.o.

Sarajevo, 7. februara 2003. godine

Deloitte & Touche

INDEPENDENT AUDITORS' REPORT

To the Shareholders of Tuzlanska banka d.d.,
Tuzla, Bosnia and Herzegovina

We have audited the accompanying Balance Sheets of Tuzlanska banka d.d., Tuzla, (the "Bank"), as of 31 December 2002 and 2001, and related statements of income, cash flows and changes in equity for the years ended 31 December 2002 and 2001. These financial statements are the responsibility of the Bank's management. Our responsibility is to express an opinion on these financial statements based on our audits.

We conducted our audits in accordance with International Standards on Auditing. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by the management, as well as evaluating the overall financial statement presentation. We believe our audits provide a reasonable basis for our opinion

Note 9 to the financial statements describes the revaluation of real estate with the effect of decrease in net value of tangible and intangible assets and retained earnings and reserves in the amount of KM 5,047 thousand, which the Bank performed in 2001, but recorded only at the beginning of the year 2002.

In our opinion, except for the effect of the matter referred to above on the 2001 balance sheet, the financial statements present fairly, in all material respects, the financial position of Tuzlanska banka d.d., Tuzla as of 31 December 2002 and 2001 and the results of its operations, its cash flows and changes in equity for the years then ended, in accordance with International Accounting Standards.

Deloitte & Touche d.o.o.

Sarajevo, 7 February 2003

Deloitte & Touche

**BILANS STANJA
BALANCE SHEET**

'000 KM

	Bilješke/Notes	2002.	2001.
Aktiva / Assets			
Novac i potraživanja od banaka / Cash and due from banks	3	75.315	74.795
Potraživanja od Centralne banke / Due from Central Bank	4	440	1.069
Plasmani drugim bankama, umanjeni za rezervisanja za moguće gubitke Placements with banks, net of provision for possible losses	5	5.867	6.709
Kreditni, umanjeni za rezervisanja za moguće gubitke Loans, net of provision for possible losses	6	79.127	62.314
Potraživanja po obračunatim kamatama, umanjena za rezervisanja za moguće gubitke Accrued interest receivable, net of provision for possible losses	7	418	350
Ulaganja / Investments in equity securities	8	1.493	1.573
Materijalna i nematerijalna imovina / Tangible and intangible assets	9	22.584	29.094
Ostala aktiva, neto / Other assets, net of provision for possible other asset losses	10	1.056	1.191
UKUPNA AKTIVA / TOTAL ASSETS		186.300	177.095
Pasiva / Liabilities			
Obaveze prema drugim bankama / Due to banks	11	10.975	5.750
Depoziti po viđenju / Demand deposits	12	85.876	81.416
Oročeni depoziti / Term deposits	13	44.759	57.351
Obaveze po obračunatim kamatama / Accrued interest payable	14	311	358
Obaveze po kreditima / Borrowings	15	14.447	4.870
Ostala pasiva / Other liabilities	16	5.571	2.841
UKUPNA PASIVA / TOTAL LIABILITIES		161.939	152.586
Dionička glavnica / Shareholders' Equity			
Dionički kapital / Share capital	17	18.375	12.018
Zadržana dobit i rezerve / Retained earnings and reserves		5.986	12.491
UKUPNA DIONIČKA GLAVNICA / TOTAL SHAREHOLDERS' EQUITY		24.361	24.509
UKUPNA PASIVA I UKUPNA DIONIČKA GLAVNICA TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY		186.300	177.095

Bilješke na stranicama 29 do 54 čine sastavni dio ovih finansijskih izvještaja

**BILANS USPJEHA
PROFIT AND LOSS ACCOUNT**

'000 KM

	Bilješke/Notes	2002.	2001.
Prihodi od kamata / Interest income:			
Kreditni / Loans		6.886	7.321
Plasmani bankama / Placements with banks		1.374	468
<i>Ukupno / Total</i>		<i>8.260</i>	<i>7.789</i>
Rashodi po kamatama / Interest expenses:			
Depoziti komitenata / Deposits from customers		2.259	1.416
Depoziti banaka / Deposits from banks		161	389
<i>Ukupno / Total</i>		<i>2.420</i>	<i>1.805</i>
NETO PRIHOD OD KAMATA / NET INTEREST INCOME		5.840	5.984
Rezervisanja za moguće gubitke po plasmanima, kreditima i kamatama Provision for possible placement, loan and interest losses	5, 6, 7	(1.813)	(8.303)
NETO DOBIT/(GUBITAK) NAKON REZERVISANJA ZA MOGUĆE GUBITKE PO PLASMANIMA, KREDITIMA I KAMATAMA		4.027	(2.319)
NET PROFIT/(LOSS) AFTER PROVISION FOR POSSIBLE PLACEMENT, LOAN AND INTEREST LOSSES			
Ostali prihodi / Other income:			
Naknade / Fees		8.268	7.722
Prihodi od kursnih razlika, neto / Foreign exchange gain, net	18	1.864	1.012
Prihodi od naplate otpisanih potraživanja / Collection of written-off receivables		1.504	6.854
Ostali prihodi / Other income		229	164
<i>Ukupno / Total</i>		<i>11.865</i>	<i>15.752</i>
Ostali troškovi / Other expenses:			
Naknade / Fees		635	406
Troškovi osoblja / Personnel expenses		6.186	5.379
Opći i administrativni troškovi / General and administrative expenses		5.842	4.256
Amortizacija / Depreciation		1.330	921
Rezervisanja za moguće gubitke po ulaganjima / Provision for possible investment losses	8	(2)	32
Rezervisanja za moguće gubitke za ostalu aktivnu / Provision for possible other asset losses	10	63	99
Rezervisanja za moguće gubitke za potencijalne i preuzete obaveze Provision for possible commitment and contingent liability losses	16	35	224
Ostali troškovi / Other expenses		256	542
<i>Ukupno / Total</i>		<i>14.345</i>	<i>11.859</i>
DOBIT PRIJE OPOREZIVANJA / PROFIT BEFORE TAXATION		1.547	1.574
POREZ NA DOBIT / INCOME TAX	2.10.	-	-
NETO DOBIT / NET PROFIT		1.547	1.574

The accompanying notes to the financial statements on pages 29 to 54 form an integral part of these financial statement

IZVJEŠTAJ O NOVČANIM TOKOVIMA
STATEMENT OF CASH FLOWS

'000 KM

	2002.	2001.
Poslovne aktivnosti / Operating Activities		
Dobit nakon oporezivanja / Net Profit	1.547	1.574
<i>Usklađenje na neto novčana sredstva ostvarena (upotrijebljena) za poslovne aktivnosti:</i> <i>Adjustments to reconcile net income to net cash provided by (used in) operating activities:</i>		
Amortizacija / Depreciation	1.330	921
Rezervisanja za moguće gubitke za kredite, kamate i plasmane Provision for possible placement, loan and interest losses	1.813	8.303
Rezervisanja za moguće gubitke po ulaganjima / Provision for possible investment losses	(2)	32
Rezervisanja za moguće gubitke za ostalu aktivu / Provision for possible other asset losses	63	99
Rezervisanja za moguće gubitke za potencijalne i preuzete obaveze Provision for possible commitment and contingent liability losses	35	224
<i>Promjene u sredstvima i izvorima / Changes in operating assets and liabilities:</i>		
Neto smanjenje potraživanja od Centralne banke BIH / Net decrease in due from Central Bank	629	1.734
Neto smanjenje/(povećanje) plasmana bankama / Net decrease/(increase) in placements with banks	979	(6.846)
Neto povećanje kredita / Net increase in loans	(18.714)	(16.238)
Neto (povećanje) potraživanja za obračunatu kamatu / Net increase in accrued interest receivable	(117)	(191)
Neto smanjenje/(povećanje) ostale aktive / Net decrease/(increase) in other assets	72	(753)
Neto povećanje/(smanjenje) obaveza prema drugim bankama Net increase/(decrease) in due to other banks	5.225	(5.787)
Neto povećanje/(smanjenje) obaveza za obračunatu kamatu Net increase/(decrease) in accrued interest payable	(47)	198
Neto povećanje ostale pasive / Net increase in other liabilities	2.695	748
Neto povećanje depozita po viđenju / Net increase in demand deposits	4.460	34.304
Neto povećanje/(smanjenje) oročenih depozita / Net increase/(decrease) in term deposits	(12.592)	44.055
NETO NOVČANA SREDSTVA OSTVARENA IZ/(UPOTRIJEBLJENA ZA) POSLOVNE AKTIVNOSTI NET CASH PROVIDED BY/(USED IN) OPERATING ACTIVITIES	(12.624)	62.377

Bilješke na stranicama 29 do 54 čine sastavni dio ovih finansijskih izvještaja

IZVJEŠTAJ O NOVČANIM TOKOVIMA
STATEMENT OF CASH FLOWS

'000 KM

	2002.	2001.
Investicijske aktivnosti / Investing Activities		
Neto nabavke materijalne i nematerijalne imovine / Net purchases of tangible and intangible assets	(364)	(64)
Smanjenje vrijednosti materijalne imovine po osnovu procjene Decrease in value of tangible assets, estimate	5.109	-
Smanjenje materijalne imovine po osnovu preknjiženja / Decrease in value of tangible assets, overestimate	435	-
Neto smanjenje ulaganja / Net decrease in investments	82	206
NETO NOVČANA SREDSTVA OSTVARENA IZ INVESTICIJSKE AKTIVNOSTI NET CASH PROVIDED BY INVESTING ACTIVITIES	5.262	142
Finansijske aktivnosti / Financing Activities		
Neto povećanje obaveza po kreditima / Net increase in borrowings	9.577	3.448
Uplata treće zatvorene emisije dionica / Payment of third closed share issue	3.352	-
Umanjenje kapitala po osnovu procjene vrijednosti materijalne imovine Decrease in capital on the basis of tangible assets valuation	(5.047)	-
NETO NOVČANA SREDSTVA OSTVARENA FINANSIJSKIM AKTIVNOSTIMA NET CASH PROVIDED BY FINANCING ACTIVITIES	7.882	3.448
NETO POVEĆANJE NOVCA I EKVIVALENATA NOVCA NET INCREASE IN CASH AND CASH EQUIVALENTS	520	65.967
NOVAC I EKVIVALENTI NOVCA NA DAN 1. JANUARA CASH AND CASH EQUIVALENTS AS OF 1 JANUARY	74.795	8.828
NOVAC I EKVIVALENTI NOVCA NA DAN 31. DECEMBRA CASH AND CASH EQUIVALENTS AS OF 31 DECEMBER	75.315	74.795

The accompanying notes to the financial statements on pages 29 to 54 form an integral part of these financial statement

IZVJEŠTAJ O PROMJENAMA DIONIČKE GLAVNICE
STATEMENT OF CHANGES IN SHAREHOLDERS EQUITY '000 KM

	Dionički kapital Share Capital	Zadržana dobit i rezerve Retained earnings and reserves	Ukupno Total
Stanje 1. januara 2001. / Balance as of 1 January 2001	12.018	10.917	22.935
Neto dobit / Net profit for the year	-	1.574	1.574
Stanje 31. decembra 2001. / Balance as of 31 December 2001	12.018	12.491	24.509
Povećanje nominalne vrijednosti dionica / Increase in nominal value of shares	3.005	(3.005)	-
Treća zatvorena emisija dionica / Third closed share issue	3.352	-	3.352
Smanjenje po osnovu ponovne procjene vrijednosti materijalne i nematerijalne imovine Decrease in value following revaluation of tangible and intangible assets	-	(5.047)	(5.047)
Neto dobit / Net profit for the year	-	1.547	1.547
Stanje 31. decembra 2002. / Balance as of 31 December 2002	18.375	5.986	24.361

Banka je u julu 2002. godine, u skladu sa Odlukom Skupštine banke, izvršila povećanje dioničkog kapitala iz rezervi na način da je uvećana nominalna vrijednost svih dionica sa KM 100 na KM 125.

In July 2002, the Bank has increased its shareholders' capital from reserves by increasing the nominal value of all shares from KM 100,00 to KM 125,00.

Dionički kapital Banke na dan 31. decembra 2002. i 31. decembra 2001. godine sastoji se od 146.817 odnosno 120.001 redovnih dionica pojedinačne nominalne vrijednosti KM 125 odnosno KM 100 i 182 prioritetne dionice nominalne vrijednosti KM 125,00 odnosno KM 100,00.

The Bank's share capital, respectively as of December 31 2002 and 2001, includes 146,817 and 120,001 ordinary shares of nominal value KM 125,00 and KM 100,00, and 182 preferred shares with nominal values of KM 125 and KM 100.

Bilješke na stranicama 29 do 54 čine sastavni dio ovih finansijskih izvještaja

BILJEŠKE UZ FINANSIJSKE IZVJEŠTAJE
NOTES TO FINANCIAL STATEMENTS '000 KM

1. ORGANIZACIJA I TEMELJ ZA PREZENTIRANJE FINANSIJSKIH IZVJEŠTAJA
ORGANISATION AND BASIS FOR THE PREPARATION OF FINANCIAL STATEMENTS

1.1. Općenito

Tuzlanska banka d.d. Tuzla, Bosna i Hercegovina, Maršala Tita 34 ("Banka") neprekidno posluje više od sto godina. Nakon niza vlasničkih transformacija Banka postaje zasebni pravni subjekt 1989. godine, nakon podjele bivše Privredne banke Sarajevo-Udružene banke na 9 banaka. Tokom 1998. godine Banka je postala većinski privatna banka (Bilješka 16).

U skladu sa Zakonom o privatizaciji banaka i ostalim odnosnim zakonima, Banka je sastavila Početni bilans stanja prema Zakonu o izradi početnog bilansa stanja preduzeća i banaka na dan 31. decembra 1997. godine.

Odlukom Nadzornog odbora od 27. novembra 2002. godine imenovan je novi generalni direktor Banke, gospodin Almir Šahinpašić.

1.2. Računovodstvo

Banka evidentira računovodstvene promjene i iskazuje svoje izvještaje, u skladu sa bankarskim, privrednim i fiskalnim propisima u Bosni i Hercegovini. Banka evidentira i iskazuje svoje izvještaje u Konvertibilnim Markama (KM). Kurs KM je fiksiran i iznosi: 1KM = 1DEM (njemačka marka). Od 1. januara 2002. godine Konvertibilna Marka je fiksno vezana za Euro ("EUR") (t.j. EUR 1 = KM 1,95583)

Određena računovodstvena načela, koja su propisana Zakonom, razlikuju se od onih koja su općenito priznata na međunarodnim finansijskim tržištima. Kako bismo mogli prezentirati finansijski položaj i rezultate poslovanja u skladu Međunarodnim standardima finansijskog izvještavanja, obavljene su izvjesne reklasifikacije u odnosu na bosansko-hercegovačke finansijske izvještaje.

Priprema finansijskih izvještaja Banke u skladu sa MRS-ima zahtijeva od Uprave da učini procjene i pretpostavke, koje

1.1. General

Tuzlanska banka d.d. Tuzla, Bosnia and Herzegovina, 25 Marsala Tita Street, ("the Bank") has been in continuous business for more than one hundred years. After many ownership transformations the Bank becomes a separate legal entity in 1989, after Privredna Banka Sarajevo-Associated Bank split into 9 different banks. During 1998 the majority holding in the Bank was privatised (see Note 16).

Pursuant to the Law on privatisation of banks and other relevant legislation, the Bank has prepared Opening balance sheet, according to the Law on opening balance sheet of enterprises and banks as of 31 December 1997.

Mr. Almir Sahinpasic has been named a new general director by Supervising Board on 27 November 2002.

1.2. Accounting

The Bank maintains its accounting records and prepares its statutory accounts in accordance with commercial, banking and fiscal regulations prevailing in Bosnia and Herzegovina. The Bank's functional currency is the Konvertibilna Marka (KM). As of January 1, 2002, the KM exchange rate is officially tied to euro ("EUR") (EUR 1 = KM 1,95583)

Certain of the accounting principles prescribed for statutory purposes are different from those generally recognised in the international financial markets. In order to present the financial position and results of operations in accordance with International Accounting Standards ("IAS"), certain adjustments have been made to the Bank's statutory accounts.

The presentation of financial statements in conformity with International Accounting Standards requires management to make estimates and assumptions that effect the reported amounts of assets and liabilities and disclosure of contingent

The accompanying notes to the financial statements on pages 29 to 54 form an integral part of these financial statement

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'000 KM

utječu na iznose prikazane u ovim finansijskim izvještajima i pratećim bilješkama. Postoji mogućnost da bi stvarni rezultati mogli biti drugačiji od procijenjenih.

Banka je u toku 2001. godine usvojila MRS 39 Finansijski instrumenti: Prepoznavanje i Mjerenje. Finansijski efekti usvajanja MRS-a 39 su prezentirani u finansijskim izvještajima za 2001. godinu.

assets and liabilities at the date of financial statements and their reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

The Bank adopted IAS 39 Financial Instruments: Recognition and Measurement in 2001. The financial effects of adopting IAS 39 were reported in the previous year's financial statements.

2. SAŽETAK RAČUNOVODSTVENIH POLITIKA SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

U nastavku dajemo najvažnije računovodstvene politike primjenjene na priložene finansijske izvještaje:

Significant accounting policies applied in the accompanying financial statements are summarised below:

2.1. Temelj prezentiranja

2.1. Basis of Presentation

Imovina i obaveze iskazani su u skladu sa historijskim troškovima, osim ako je drugačije navedeno. Prihodi i troškovi evidentirani su u razdoblju u kojem su nastali ili obračunati.

The Balance Sheet has been prepared under the historical cost convention except where stated otherwise. Revenues and expenses are recorded in the period in which they are earned or accrued.

2.2. Preračunavanje stranih sredstava plaćanja

2.2. Foreign Currency Transactions

Sredstva i izvori sredstava izraženi u stranim sredstvima plaćanja preračunavaju se u konvertibilne marke po kursu koji je važeći kod Centralne banke Bosne i Hercegovine na dan Bilansa stanja. Prihodi i rashodi u stranim sredstvima plaćanja preračunavaju se po kursu na dan transakcije. Ostvareni prihodi i rashodi nastali preračunavanjem po kursu knjiže se u Bilansu uspjeha.

Assets and liabilities denominated in foreign currencies are translated into KM at the exchange rates quoted by the Central Bank of Bosnia and Herzegovina ("CB BiH") at the Balance Sheet date. Income and expenses arising in foreign currencies are converted at the rate of exchange on the transaction date. Resulting foreign exchange gains and losses are recorded in the Profit and Loss Account.

2.3. Krediti, umanjani za rezervisanja za moguće gubitke po kreditima

2.3. Loans, net of Provision for Possible Loan Losses

Kreditni su iskazani u visini glavnice umanjani za moguće gubitke po kreditima. Kamate se obračunavaju i iskazuju kao prihod na temelju glavnice. Obračun i knjigovodstveno evidentiranje kamata u Bilansu Banke se prekida kada je prethodno obračunata kamata nenaplaćena za više od 90 dana. Na

Loans are stated at the principal amounts outstanding, net of provision for possible loan losses. Interest is accrued and credited to income based on the principal amount. The accrual of interest on loans is discontinued when interest is past due for more than 90 days. Upon such discontinuance, all unpaid interest is reversed against interest income in the Income

BILJEŠKE UZ FINANSIJSKE IZVJEŠTAJE NOTES TO FINANCIAL STATEMENTS

'000 KM

temelju toga prekida, sva nenaplaćena kamata se otpisuje u Računu dobiti i gubitka. Kada, po mišljenju Uprave, postoje naznake da dužnik neće ispuniti svoje obaveze po dospelju, i kada je kamata nenaplaćena za manje od 90 dana, za obračunatu kamatu se vrši rezervisanje. Promjene na rezervisanjima za moguće gubitke po kamatama uključene su u rezervisanja za moguće gubitke po plasmanima, kreditima i kamatama u Računu dobiti i gubitka.

Statement. When, in the opinion of management, there is an indication that a borrower may be unable to meet payments as they fall due and interest is overdue for less than 90 days, an accrual for interest is made and a corresponding provision for the same amount is included in accrued interest receivable. Changes in the provision for doubtful interest receivables are included with provisions for possible loan losses in the Income Statement.

Rezervisanja za moguće gubitke po kreditima se održavaju na onom nivou za koji Uprava smatra da je dostatan za moguće buduće gubitke. Uprava određuje adekvatnost rezervisanja na temelju sposobnosti dužnika da podmiruje dospjele kamate i glavnice redovito, kao i na temelju pojedinačnog uvida u svaki kredit, trenutne ekonomske situacije, različitih kategorija rizika prema vrstama kredita i ostalim neophodnim činjenicama.

The provision for possible loan losses is maintained at a level management believes is adequate to absorb probable future losses. Management determines the adequacy of the provision based upon the borrower's ability to pay interest and principal on a timely basis and also based upon reviews of individual loans, current economic conditions, the risk characteristics of the various loans categories and other pertinent factors.

Iznos rezervisanja za moguće gubitke po kreditima predstavlja razliku između knjigovodstvenog i nadoknadivog iznosa, koji predstavlja sadašnju vrijednost očekivanih novčanih tokova, uključujući nadoknadive iznose po osiguranjima urednog povrata kredita, diskontovanim na temelju kamatnih stopa.

The provisions for possible loan losses represent difference between book value and amount which can be collected, which is the present value of expected cash inflows, including amounts of collaterals, discounted with appropriate interest rates.

Nenaplativa potraživanja po kreditima, plaćenim garancijama i akreditivima, te obračunatim kamatama, po kojima je u potpunosti izvršeno rezervisanje, iskazana su u vanbilansnoj evidenciji u iznosu od KM 20.022 hiljade odnosno KM 20.786 hiljada na dan 31. decembra 2002., odnosno 31. decembra 2001. godine. U slučaju naplate ovih potraživanja, ona se tretiraju kao prihod od otpisanih potraživanja, odnosno kao prihod perioda u kojem je nastao.

Irrecoverable loan receivables, paid guaranties, letters of credits and related interest, which are fully provided for were written off and included as off-balance sheet items. Those amounts were KM 20,042 thousand and KM 20,115 thousand as of 31 December 2002 and 2001, respectively. If part of a loan or interest is recovered in a subsequent period it must be shown as income from written-off receivables in the period in which it is recovered.

Rezervisanja uključuju rezerve za gubitke ili potencijalne gubitke sadržane u kreditnom portfelju, koji su bili posebno identificirani od strane Uprave, kao i rezerve za potencijalne gubitke koji nisu posebno identificirani, ali za koje je na temelju iskustva utvrđeno da postoje u kreditnom portfelju.

The provision includes reserves for losses or potential losses in the portfolio of loans and placements, which have been specifically identified by management, as well as a reserve for potential losses not specifically identified but which experience indicates are present in the portfolio of loans and placements.

2.4. Ulaganja

2.4. Investment in Equity Securities

Ulaganja u vrijednosne papire raspoloživa za prodaju se sastoje od dugoročnih investicija u preduzeća i finansijske institu-

Securities held for resale are comprised of long-term investments in companies and financial institutions, which are stat-

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'000 KM

cije koja su iskazana po trošku sticanja umanjenoj za smanjenje vrijednosti kada je to potrebno. Zarada i gubici od prodaje ulaganja utvrđeni su na dan prodaje u iznosu razlike knjigovodstvene i prodajne cijene.

Banka na 31. decembra 2002. i 31. decembra 2001. godine nije imala investicijski portfelj utrživih vrijednosnica, niti derivativnih finansijskih instrumenata.

2.5. Konsolidacija finansijskih izvještaja

Konsolidacija finansijskih izvještaja nije napravljena budući da su učinci konsolidacije nematerijalni za ove finansijske izvještaje (vidi Bilješku 8).

2.6. Fer vrijednost finansijske aktive i obaveza

Fer vrijednost finansijske aktive i obaveza su iznosi za koje se imovina može razmijeniti i obaveze izmiriti. Kada je, prema mišljenju Uprave, fer vrijednost finansijske imovine odnosno obaveza materijalno različita od onih prikazanih u ovim izvještajima, takve fer vrijednosti su zasebno navedene u bilješkama uz finansijske izvještaje.

Zajmovi i predujmovi sa pogoršanom kreditnom kvalitetom iskazani su umanjenoj za ispravke po osnovu diskontovanih iznosa budućih novčanih tokova za koje se očekuje da će biti primljeni.

2.7. Prihodi i rashodi od kamata

Prihodi i rashodi od kamata iskazuju se u računu dobiti i gubitka za sve instrumente koji donose kamatu po načelu obračunanih kamata primjenom metode stvarnog prinosa, a na temelju stvarne kupovne cijene. Prihodi od kamata uključuju zarade od stalnih investicijskih prihoda. Kamate se obračunavaju u skladu sa zakonskim propisima ili prema ugovoru zaključenom između vjerovnika i dužnika. Kamate se pripisuju glavnici ako je to ugovorom predviđeno. Kamata se suspenduje kada se ustanovi da prihod od kamate nije izvjestan. Suspendovana kamata se iskazuje kao prihod od kamata kada se naplati.

ed at their original cost of acquisition, net of provision for possible investment losses, when needed. Gains and losses on the sale of investments are recognized at the date of the sale as the difference between the book value and the sale price.

As of 31 December 2002 and 2001 the Bank did not have a trading securities portfolio nor derivatives.

2.5. Consolidated Financial Statements

Consolidated financial statements have not been prepared since the effects of consolidation would not be material to these financial statements as a whole (see Note 8).

2.6. Fair value of financial assets and liabilities

Fair value represents the amount at which an asset could be exchanged or a liability settled on an arm's length basis. Where, in the opinion of the Management, fair values of financial assets and liabilities differ materially from their carrying values, such fair values are separately disclosed in the notes to the financial statements. Impaired loans and advances are stated net of provisions on the basis of estimated future cash flows expected to be received.

2.7. Interest Income and Expenses

Interest income and expense are recognised in the Profit and Loss Account for all interest bearing instruments on an accrual basis using the effective yield method based on the actual purchase price. Interest income includes income from fixed investment, accrued discounts, treasury premiums and other discounted instruments. Interest is calculated in accordance with legal regulations and agreements between lenders and borrowers. Interest is added to the principal where this is foreseen by the agreement. Interest is suspended when the recovery of the related income is unlikely. Suspended interest is recognised as income when collected.

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'000 KM

2.8. Prihodi od naknada i provizija

Naknade i provizije uglavnom se iskazuju po obračunskoj osnovi. Naknade za odobravanje kredita za kredite čija će sredstva vjerojatno biti povučena, odgađaju se (zajedno s povezanim izravnim troškovima) i priznaju kao usklađenje stvarnog prinosa po zajmu. Provizije i naknade koje proizlaze iz pregovora ili sudjelovanja u pregovorima oko neke transakcije za treću stranu, primjerice vezano uz sticanje zajmova, dionica ili drugih vrijednosnica ili kupnju ili prodaju preduzeća, priznaju se po okončanju predmetne transakcije.

2.9. Materijalna i nematerijalna imovina

Materijalna i nematerijalna imovina iskazane su po nabavnoj vrijednosti umanjenoj za akumuliranu amortizaciju ili nezavisnu procjenu vrijednosti. Amortizacija materijalne i nematerijalne imovine obračunava se po proporcionalnoj metodi na procijenjeni korisni vijek trajanja imovine. Primijenjene godišnje stope amortizacije su, približno, slijedeće:

	2002.	2001.
Građevinski objekti / Buildings	3%	1,3%
Automobili / Automobiles	15,5%	15,5%
Kompjuteri / Computers	33,30%	30%
Ostala uredska oprema / Other office equipment	6% - 20%	6% - 20%
Nematerijalna imovina / Intangible assets	20%	20%

Banka u toku poslovanja periodično provodi procjenu vrijednosti materijalne i nematerijalne imovine. Kada je knjigovodstveni iznos sredstva povećan kao rezultat revalorizacije, to povećanje treba izravno odobriti glavnici kao revalorizacijski višak. Revalorizacijsko povećanje se priznaje kao prihod do iznosa do kojeg ono poništava revalorizacijsko smanjenje vrijednosti istog sredstva, koje je prethodno bilo priznato kao rashod. Kada se knjigovodstveni iznos sredstva smanji zbog revalorizacije, to smanjenje treba priznati kao rashod. Revalorizacijsko smanjenje treba izravno teretiti revalorizacijski višak do iznosa do kojeg ovo smanjenje ne premašuje iznos koji postoji kao revalorizacijska rezerva za isto sredstvo.

2.8. Fee and commission income

Fees and commissions are mainly presented on the accrual basis. Accrual of loan fees for loans that will possibly be withdrawn is postponed (along with related expenses), and will be recorded as an adjustment to loan return. Agreement and/or proposal fees and commissions for a certain third party transaction, such as acquiring loans, shares or other securities, or purchase or sale of enterprises, are recognised at the completion of such transactions.

2.9. Tangible and Intangible Assets

Tangible and intangible assets are stated at historical cost less accumulated depreciation or independent appraisal values.. Depreciation is computed on a straight-line basis over the estimated useful lives of the assets based upon the application of the following annual percentages to historical costs:

The Bank performs periodic revaluation of tangible and intangible assets based on appraisal values. When an asset's carrying amount is increased as a result of revaluation, the increase is credited directly to equity under the heading of revaluation surplus. A revaluation increase is recognised as income to the extent that it reverses a revaluation decrease of the same asset previously recognised as an expense. When an asset's carrying amount is decreased as a result of the revaluation, the decrease is recognised as an expense. A revaluation decrease is charged directly against any related revaluation surplus to the extent that the decrease does not exceed the amount held in the revaluation surplus in respect of that same asset.

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Banka je u februaru 2002. godine izmjenila računovodstvenu politiku koja tretira uslove prepoznavanja sitnog inventara i njegovog otpisa povećavajući monetarne granice za sredstva manje vrijednosti, a po kojim su takva sredstva rashodovana (vidi bilješku 9).

Banka periodično testira svoja sredstva za slučajeve neočekivanog smanjenja vrijednosti. U slučaju kada je računovodstvena vrijednost sredstva veća od procijenjene, takvo sredstvo se otpisuje do svog procijenjenog (naplativog) iznosa.

2.10. Porez na dobit

Banka podliježe obavezi obračunavanja i plaćanja poreza na dobit kako je to izračunato u skladu sa poreznim zakonodavstvom Bosne i Hercegovine. Banka nije iskazala obavezu plaćanja poreza na dobit za 2002. odnosno 2001. godinu, radi gubitka iz prijašnjih godina.

2.11. Potencijalne i preuzete obaveze

Tokom svog poslovanja Banka je izdavanjem garancija, akreditiva i odobravanjem kredita koji nisu u cijelosti iskorišteni iskazala potencijalne i preuzete obaveze u vanbilansnoj evidenciji. Ovi finansijski instrumenti se iskazuju u Bilansu stanja Banke u trenutku kada i ako Banka po njima podmiri dospjelu obavezu.

Rezervisanja za moguće gubitke po potencijalnim i preuzetim obavezama održavaju se na onom nivou za koji Uprava Banke smatra da je dovoljan za apsorbovanje mogućih budućih gubitaka i koja su uključena u ostalu pasivu u Bilansu stanja Banke. Uprava utvrđuje dostatnost rezervacija na temelju uvida u pojedinačne stavke, trenutačnih privrednih okolnosti, karakteristika rizika različitih kategorija transakcija, kao i drugih odgovarajućih faktora.

Rezervisanja uključuju rezerve za gubitke ili potencijalne gubitke sadržane u vanbilansnoj evidenciji, koji su bili posebno identificirani od strane Uprave, kao i rezerve za potencijalne gubitke koji nisu posebno identificirani, ali za koje je na temelju iskustva utvrđeno da postoje u vanbilansnoj evidenciji.

In February 2002, the Bank changed its accounting policy for recognition inventory and its write-off by increasing the monetary limit of low-value items at which such items are expensed.

The Bank periodically tests its assets for impairment. Where the carrying amount of an asset is greater than its estimated recoverable amount, it is written down to this recoverable amount.

2.10. Income Taxes

The Bank is income tax liable under the fiscal laws of Bosnia and Herzegovina. On the basis of previous years operating losses, the Bank has recorded no income tax liability in 2002 and 2001.

2.11. Credit commitments and other contingencies

In the ordinary course of business, the Bank has entered into off-balance sheet guarantees, letters of credits and undrawn loans. These financial instruments are recorded in the Bank's financial statements if and when they become payable.

The provision for possible losses on commitments and contingent liabilities is maintained at a level Management believes is adequate to absorb probable future losses and is included in other liabilities in the Balance Sheet. Management determines the adequacy of the provision based upon reviews of individual items, current economic conditions, the risk characteristics of the various categories of transactions and other pertinent factors.

The provision includes reserves for potential losses in the portfolio of off-balance sheet instruments which have been specifically identified by management, as well as a reserve for potential losses not specifically identified but which experience indicates are present in the portfolio of off-balance sheet instruments.

BILJEŠKE UZ FINANSIJSKE IZVJEŠTAJE NOTES TO FINANCIAL STATEMENTS

2.12. Izvještaj o novčanim tokovima

U svrhu izvještavanja o novčanim tokovima, stavka novac i ekvivalenti novca uključuje novac u blagajni i potraživanja od banaka.

2.13. Poslovi u ime i za račun

Banka upravlja sredstvima u ime i za račun pravnih osoba i građana, za koje obračunava naknadu. Budući da ti iznosi ne predstavljaju aktivu, odnosno sredstva Banke, oni su isključeni iz Bilansa stanja koji je prezentiran ovim Izvještajem (vidi Bilješku 20).

2.14. Reklasifikacija

Zbog uporedivosti podataka sa 2002. godinom, obavljene su određene reklasifikacije pozicija u finansijskim izvještajima iz 2001. godine.

2.12. Statement of Cash Flows

For the purpose of reporting cash flows, cash and cash equivalents include cash on hand and due from banks.

2.13. Managed Funds - Agency Business

The Bank manages assets in the name and on behalf of legal entities and citizens for which a fee is charged. As such amounts do not represent assets of the Bank, they have been excluded from the accompanying Balance Sheet (see Note 20).

2.14. Reclassification

Certain amounts in the 2001 financial statements have been reclassified to conform to the 2002 presentation.

3. NOVAC I POTRAŽIVANJA OD BANAKA CASH AND DUE FROM BANKS

'000 KM

Novac i potraživanja od banaka na dan 31. decembra mogu se prikazati kako slijedi:

Cash and due from banks as of 31 December are summarised as follows:

	2002.	2001.
Gotovina u blagajni / Cash on hand:		
u KM / in KM	8.373	10.680
u devizama / in foreign currency	9.722	10.684
<i>Podzbir / Sub-total</i>	<i>18.095</i>	<i>21.364</i>
Čekovi u postupku naplate / Cheques in the course of collection:		
u devizama / in foreign currency	80	220
Potraživanja od inozemnih banaka / Due from foreign banks:		
u devizama / in foreign currency	1.478	13.427
Potraživanja od domaćih banaka / Due from domestic banks:		
u devizama / in foreign currency	2.793	31
Novac na žiro-računu / Cash on giro account:		
u KM / in KM	52.869	39.753
Ukupno / Total:	75.315	74.795

BILJEŠKE UZ FINANSIJSKE IZVJEŠTAJE NOTES TO FINANCIAL STATEMENTS

'000 KM

4. POTRAŽIVANJA OD CENTRALNE BANKE DUE FROM THE CENTRAL BANK

	2002.	2001.
Obavezna rezerva kod Centralne banke / Obligatory reserve	440	1.069
Ukupno / total:	440	1.069

Banka mora držati domaću valutu na prolaznom računu kod Centralne banke. Desetodnevni prosjek na ovom računu uvećan za gotovinu u blagajni mora biti veći od obavezne rezerve koja se izračunava u postotku od depozita (10% na dan 31. decembra 2002. kao i 31. decembra 2001. godine).

The Bank is required to hold domestic currency on a clearing account at the Central bank of Bosnia and Herzegovina. The ten-day average amount on this account increased for cash on hand has to be greater than the obligatory reserve, which is calculated as a percentage of deposits (10% as of 31 December 2002 and 2001).

5. PLASMANI DRUGIM BANKAMA, NETO PLACEMENTS WITH BANKS, NET

'000 KM

Plasmani drugim bankama, umanjani za rezervisanja za moguće gubitke po plasmanima, neto, mogu se prikazati kako slijedi:
Placements with banks, net of provision for possible placement losses are summarized as follows:

	2002.	2001.
Kratkoročni depoziti kod stranih banaka / Short-term deposits with foreign banks		
- u stranim valutama / in foreign currency	5.867	6.846
Rezervisanja za moguće gubitke po plasmanima – opća Provision for possible placement losses - general	-	(137)
Ukupno / Total	5.867	6.709

Promjene na rezervisanjima za moguće gubitke po plasmanima bankama dajemo kako slijedi:
The movements in the provision for possible placement losses are summarized as follows:

	2002.			2001.		
	posebna Specific	opća General	ukupno Total	posebna Specific	opća General	ukupno Total
Stanje na dan 1. januara / Balance as of 1 January	-	137	137	-	-	-
Rezervisanja za moguće gubitke po plasmanima bankama Provision for possible placement losses	-	(137)	(137)	-	137	137
Stanje 31. decembra / Balance of 31 December:	-	-	-	-	137	137

BILJEŠKE UZ FINANSIJSKE IZVJEŠTAJE NOTES TO FINANCIAL STATEMENTS

Navedeni depozit na dan 31. decembra 2002. godine u iznosu od KM 5.867 hiljada predstavlja depozit kod Nove Ljubljanske banke d.d. Ljubljana, Slovenija, u originalnom iznosu od EUR 3.000 hiljada. Kamatna stopa na navedeni depozit iznosila je šestomjesečni EURIBOR + 0,25% godišnje. Depozit predstavlja osiguranje urednog povrata kredita uzetog kod Nove Ljubljanske banke d.d. Ljubljana, Slovenija (vidi bilješku 11).

The deposit as of 31 December 2002, in the amount of KM 5,867 thousand is the deposit with Nova Ljubljanska Banka d.d. Ljubljana, Slovenia, in the original amount of EUR 3,000 thousand. The interest rate on this deposit is 6 month EURIBOR plus 0.25% per annum. The deposit represents collateral against Bank's borrowings from Nova Ljubljanska Banka d.d. Ljubljana, Slovenia (See note 11).

6. KREDITI, NETO LOANS, NET

'000 KM

Kreditima, umanjani za rezervisanja za moguće gubitke po kreditima, neto, mogu se prikazati kako slijedi:
Loans, net of provision for possible loan losses can be shown as follows:

	2002.	2001.
Kratkoročni krediti / Short-term loans		
U KM / in KM	49.387	42.129
U devizama / in foreign currency	529	3.078
Tekuća dospijeca dugoročnih kredita / Current portion of long-term loans	5.635	4.744
Ukupno kratkoročni krediti / Total short-term loans	55.551	49.951
Dugoročni krediti / Long-term loans:		
U KM / in KM	35.533	19.130
U devizama / in foreign currency	5.462	10.173
Tekuća dospijeca dugoročnih kredita / Current portion of long-term loans	(5.635)	(4.744)
Ukupno dugoročni krediti / Total long-term loans	35.360	24.559
Ukupno kratkoročni i dugoročni krediti / Total short-term and long-term loans	90.911	74.510
Rezervisanja za moguće gubitke po kreditima / Provision for possible loan losses		
- posebna / specific	(10.384)	(10.984)
- opća / general	(1.400)	(1.212)
Ukupno / Total:	79.127	62.314

Kratkoročni krediti su odobreni na rok do jedne godine i mogu se reprogramirati, prema odluci Banke. Namjena većine kratkoročnih kredita u KM odobrenih klijentima je za obrtna sredstva.

Short-term loans are granted for the period of up to 1 year and can be rolled over, at the Bank's discretion. The majority of short-term loans in KM are granted to clients for working cap-

BILJEŠKE UZ FINANSIJSKE IZVJEŠTAJE NOTES TO FINANCIAL STATEMENTS

Kreditni odobreni u devizama, koji predstavljaju otprilike 6% ukupno odobrenih kredita na dan 31. decembra 2002. odnosno 18% ukupno odobrenih kredita na dan 31. decembra 2001., se uglavnom sastoje od kredita odobrenih klijentima za obrtna sredstva i za finansiranje uvoza robe. Kamatne stope na kredite preduzećima iznosile su od 10% do 15% godišnje tokom 2002. (Banka je uvela posebne, niže, kamatne stope za komitente koji ispunjavaju određene uslove), odnosno od 12% do 20% tokom 2001. godine. Kamatne stope za kredite građanima kretale su se od 7% do 13,9% godišnje tokom 2002. godine, odnosno od 7% do 15% godišnje tokom 2001. godine.

U iznosu dugoročnih kredita sadržani su iznosi od KM hiljada 9.931, KM 2.153 hiljada i KM 48 hiljada na dan 31. decembra 2002. godine, odnosno KM 5.084 hiljada, KM 3.750 hiljada, KM 66 hiljada na dan 31. decembra 2001. godine, a odnose se na kredite odobrene iz Agencije za privatizaciju Tuzlanskog kantona, projekte Svjetske banke preko Investicijske banke Federacije BiH i Društva za razvoj d.o.o., Tuzla, a koji imaju promjenjivu kamatnu stopu.

Za ove kredite Banka je preuzela kreditni rizik i ima kamatnu maržu (vidi bilješke 11 i 15). U skladu sa navedenim, prihodi i rashodi od ukupnih kamata prikazani su u Bilansu uspjeha.

Kreditni na dan 31. decembra 2002. i 2001. godine, umanjeni za rezervisanja za moguće gubitke po kreditima mogu se prikazati kako slijedi:

	2002.	2001.
Građani / Citizens	30.075	14.700
Preduzeća / Companies	49.052	47.614
Ukupno / Total:	79.127	62.314

'000 KM

ital. Loans granted in foreign currency, which comprise approximately 30% and 18% of the Bank's loan portfolio as of 31 December 2002 and 2001, respectively, are primarily comprised of loans granted to clients for working capital and for import financing. Interest rates on loans to companies were ranged from 9% to 12% per year during year 2002 (the Bank has decreased interest rates for the clients that fulfil certain conditions) and from 12% to 26,82% per year during year 2001. Interest rates for loans to citizens ranged from 7% to 13,9% per year and 7% to 15% per year, during 2002 and 2001, respectively. As of 31 December 2002 long-term loans include the amounts of KM 9,931 thousand, KM 2,153 thousand and KM 48 thousand, while as of December 31 2001, the same amounts to KM 5,084 thousand, KM 3,750 thousand and KM 66 thousand, which represent refinancing loans through Privatisation Agency of Tuzla county, associated with the World Bank projects, through the Investment bank of Federation of Bosnia and Herzegovina and through the projects of Društvo za razvoj d.o.o., Tuzla, which bear variable interest rates.

For these loans, the Bank assumes the credit risk and charges an interest margin (See Notes 11 and 15). Accordingly, both interest income and expense are included in the Profit and Loss Account.

The specific characteristics of loans outstanding, net of provision for possible loan losses, as of 31 December 2002 and 2001 are summarised as follows:

BILJEŠKE UZ FINANSIJSKE IZVJEŠTAJE NOTES TO FINANCIAL STATEMENTS

'000 KM

Promjene na rezervisanjima za moguće gubitke po kreditima mogu se prikazati kako slijedi:
The movements in the provision for possible loan losses are summarised as follows:

	2002.			2001.		
	posebna Specific	opća General	ukupno Total	posebna Specific	opća General	ukupno Total
Stanje 1. januara / Balance as of 1 January	10.984	1.212	12.196	10.791	948	11.739
Rezervisanja za moguće gubitke po kreditima Provision for possible loan losses	1.713	188	1.901	7.328	264	7.592
Prijenos na vanbilansnu evidenciju Transfer to off-balance sheet recording	(2.313)	-	(2.313)	(7.135)	-	(7.135)
Stanje 31. decembra / Balance of 31 December	10.384	1.400	11.784	10.984	1.212	12.196

7. POTRAŽIVANJA PO OBRAČUNATIM KAMATAMA, NETO ACCRUED INTEREST RECEIVABLE, NET

	2002.	2001.
Obračunate kamate u KM / Accrued interest receivable in KM	402	320
Obračunate kamate u devizama / Accrued interest receivable in foreign currency	17	30
<i>Ukupno obračunate kamate / Total accrued interest receivable</i>	<i>419</i>	<i>350</i>
Rezervisanja za moguće gubitke po kamatama / Provision for possible interest losses		
- posebna / specific	-	1
- opća / general	(8)	(8)
Ukupno / Total:	411	343

Promjene na rezervisanjima za moguće gubitke po kamatama mogu se prikazati kako slijedi:
The movements in the provision for possible interest losses are summarised as follows:

	2002.			2001.		
	posebna Specific	opća General	ukupno Total	posebna Specific	opća General	ukupno Total
Stanje 1. januara / Balance as of 1 January	(1)	8	7	2	18	20
Rezervisanja za moguće gubitke po kamatama Provision for possible interest losses	49	-	49	584	(10)	574
Prijenos na vanbilansnu evidenciju Transfer to off-balance sheet recording	(48)	-	(48)	(587)	-	(587)
Stanje 31. decembra / Balance of 31 December:	-	8	8	(1)	8	7

BILJEŠKE UZ FINANSIJSKE IZVJEŠTAJE
NOTES TO FINANCIAL STATEMENTS

'000 KM

8. ULAGANJA
INVESTMENTS IN EQUITY SECURITIES

	2002.	2001.
Sarajevo osiguranje	28	18
Privredna banka Sarajevo d.d., Sarajevo	226	320
LHB banka, Frankfurt	960	960
Centar za poduzetništvo	102	102
BAMCARD d.o.o. Sarajevo (u 2000. godini BiH POS) / (in year 2000 BiH POS)	205	205
Ostali / Other	2	-
Rezervisanja za moguće gubitke po ulaganjima - opća Provision for possible investment losses - general	(30)	(32)
Stanje 31. decembra / Balance as of 31 December:	1.493	1.573

Promjene na rezervisanjima za moguće gubitke po ulaganjima mogu se prikazati kako slijedi:
Movements in provision for possible investment losses are as follows:

	2002.			2001.		
	posebna Specific	opća General	ukupno Total	posebna Specific	opća General	ukupno Total
Stanje 1. januara / Balance as of January	-	32	32	-	-	-
Rezervisanja za moguće gubitke po kamata Provision for possible investment losses	-	(2)	(2)	-	32	32
Stanje 31. decembra / Balance as of 31 December:	-	30	30	-	32	32

BILJEŠKE UZ FINANSIJSKE IZVJEŠTAJE
NOTES TO FINANCIAL STATEMENTS

'000 KM

9. MATERIJALNA I NEMATERIJALNA IMOVINA
9. TANGIBLE AND INTANGIBLE ASSETS

Detalji u promjenama u materijalnoj i nematerijalnoj imovini tokom 2002. godine dati su kako slijedi:
Details of movements in tangible and intangible assets during 2002 are provided below:

	Građevinski objekti i zemljište <i>Land and Buildings</i>	Namještaj i oprema <i>Furniture and equipment</i>	Materijalna imovina u pripremi <i>Tangible assets in progress</i>	Nematerijalna imovina <i>Intangible assets</i>	Ukupno <i>Total</i>
Nabavna vrijednost / Book value					
Stanje 31. decembra 2001. / 31 December 2001	36.150	10.682	1.145	155	48.132
Povećanje / Additions	-	-	364	-	364
Prijenos sa/na / Transfer from tangible assets in progress	542	70	(917)	305	-
Preknjiženje / Overestimate	-	-	(435)	-	(435)
Otuđivanje i rashodovanje / Disposals	(6.078)	(2.048)	-	-	(8.126)
Stanje 31. decembra 2002. / 31 December 2002	30.614	8.704	157	460	39.935
Ispravka vrijednosti / Depreciation					
Stanje 31. decembra 2001. / 31 December 2001	9.530	9.415	-	93	19.038
Amortizacija za 2002. / Depreciation for 2002	911	390	-	29	1.330
Otuđivanje i rashodovanje / Disposals	(969)	(2.048)	-	-	(3.017)
Stanje 31. decembra 2002. / 31 December 2002	9.472	7.757	-	122	17.351
Neotpisana vrijednost 31. decembra 2002.	21.142	947	157	338	22.584
Net Book Value 31 December 2002					
Neotpisana vrijednost 31. decembra 2001.	26.620	1.267	1.145	62	29.094
Net Book Value 31 December 2001					

Banka je tokom 2002. godine izvršila procjenu vrijednosti svih nekretnina u njenom vlasništvu. Efekt izvršene procjene je smanjenje sadašnje vrijednosti nekretnina Banke za 5.047 hiljada KM. Prethodno navedeno evidentirano je kao smanjenje sadašnje vrijednosti materijalne i nematerijalne imovine te smanjenje zadržane dobiti i rezervi početkom 2002. godine.

Promjena računovodstvene politike tretmana sitnog inventara (te istovremeno materijalne imovine) efekuirala je podcjenjenošću materijalne i nematerijalne imovine u iznosu od KM 233 hiljade, odnosno precjenjenošću troškova otpisa sitnog inventara u iznosu od KM 233 hiljade. Efekti promjene računovodstvene politike u pogledu amortizacije rezultirali su u podcjenjenim troškovima amortizacije za iznos od KM 25 hiljada, odnosno precjenjenoj materijalnoj i nematerijalnoj imovini za navedeni iznos.

During the year ended 31 December 2001, the Bank performed valuation of its buildings, which was recorded on 1 January 2002. The result of the valuation was a decrease in the value of buildings in amount of KM 5,047 thousand. This is recorded as a decrease in tangible and intangible assets value and decrease in retained earnings and reserves in the beginning of 2002 as a reduction of the previously recorded revaluation surplus.

The change of accounting policies on treatment of low-value inventory (and tangible assets) resulted in tangible and intangible assets value reduced and inventory write-off expenses increased for the amount of KM 233 thousand. The effects of changes in the depreciation accounting policies resulted in decreased depreciation expenses in the amount of KM 25 thousand, and increased tangible and intangible asset values for the same amount.

BILJEŠKE UZ FINANSIJSKE IZVJEŠTAJE
NOTES TO FINANCIAL STATEMENTS

'000 KM

10. OSTALA AKTIVA, NETO
OTHER ASSETS, NET

	2002.	2001.
Sitni inventar / Tools and consumable stores	72	62
Potraživanja po naknadama / Fees receivable	16	18
Predujmovi za materijalnu imovinu / Advances for tangible assets	-	343
Unaprijed plaćene zakupnine / Prepaid rent	217	53
Potraživanja za poreze-pretplata poreza na dobit / Tax receivables - prepaid income tax	434	41
Ostalo / Other	163	695
Podzbir / Subtotal	902	1.212
Rezervisanja za moguće gubitke po ostaloj aktivi / Provision for possible other asset losses		
- posebna / - specific	-	(6)
- opća / general	(86)	(40)
Ukupno / Total	816	1.166

Promjene na rezervisanjima za moguće gubitke po ostaloj aktivi mogu se prikazati kako slijedi:

The movements in the provision for other asset losses are summarised as follows:

	2002.			2001.		
	posebna Specific	opća General	ukupno Total	posebna Specific	opća General	ukupno Total
Stanje 1. januara / Balance as of 1 January	6	40	46	22	1	23
Rezervisanja za moguće gubitke po ostaloj aktivi	73	46	119	92	39	131
Provision for possible other asset losses						
Prijenos na vanbilansnu evidenciju	(79)	-	(79)	(108)	-	(108)
Transfer to off-balance sheet records						
Stanje 31. decembra / Balance of 31 December:	-	86	86	6	40	46

Efekti promjene računovodstvene politike tretmana sitnog inventara opisani su u bilješci 9. uz finansijske izvještaje.

The effects of changes in accounting policy of inventory treatment are described in Note 9 to the financial statements.

BILJEŠKE UZ FINANSIJSKE IZVJEŠTAJE
NOTES TO FINANCIAL STATEMENTS

'000 KM

11. OBAVEZE PREMA DRUGIM BANKAMA
DUE TO OTHER BANKS

	2002.	2001.
Tekući računi / Current accounts:		
- u KM / in KM	21	226
- u devizama / in foreign currency	138	334
Podzbir / Sub-total	159	560
Dugoročni depoziti u KM / Long-term deposits in KM	-	1.100
Tekuće dospjeće dugoročnih kredita / Short-term borrowings in KM	1.513	-
Dugoročni krediti / Long term borrowings		
- u KM / in KM	4.480	3.497
- u devizama / in foreign currency	6.336	593
Tekuće dospjeće dugoročnih kredita / Current portion of the long-term loan	(1.513)	-
Podzbir / Sub-total	10.816	4.090
Ukupno / Total:	10.975	5.750

Obaveze po dugoročnim kreditima na dan 31. decembra 2002. godine u ukupnom iznosu od KM 10.816 hiljada sastojе se od slijedećег:

- obaveze prema Belgijskoj vladi odobrene preko Investicijske Banke Federacije BiH u iznosu od KM 4.949 hiljada, odnosno KM 4.090 hiljada na dan 31. decembra 2001. godine. Ovi izvori se mogu koristiti za kreditiranje preduzeća sa dospjećem od 30 dana do 5 godina. Banka snosi rizik po odobrenim kreditima i ima fiksnu kamatnu maržu. Kamatna stopa za korištenje navedenih kredita je tokom 2002. odnosno 2001. godine iznosila 4%, odnosno od 4% do 6,27 %;

- obaveze prema Novoj Ljubljanskoj banci u iznosu od KM 5.867 hiljada sa dospjećem 18. juna 2004. godine i kamatnom stopom od EURIBOR + 1% godišnje.

Long-term borrowings as of 31 December 2002 totals KM 10,816 thousand and includes the following:

- Due to the Belgian Government through Investment Bank of Federation of Bosnia and Herzegovina in the amount of KM 4,949 thousand and KM 4,090 thousand as of 31 December 2002 and 2001 respectively. These credit sources can be used as loans for companies with 30 days to 5 year maturity. The Bank bears the credit risk and charges a fixed interest margin. The interest rate per annum was 4% and 4%-6.27% for 2002 and 2001, respectively.

- Due to Nova Ljubljanska Bank in the amount of KM 5, 867 thousand with a due date on 18 June 2004 and interest rate of EURIBOR+1% per annum.

BILJEŠKE UZ FINANSIJSKE IZVJEŠTAJE
NOTES TO FINANCIAL STATEMENTS

'000 KM

12. DEPOZITI PO VIĐENJU
DEMAND DEPOSITS

	2002.	2001.
Depoziti po viđenju / Demand deposits		
- u KM / in KM	73.850	47.825
- u devizama / In foreign currency	12.026	33.591
Ukupno / Total:	85.876	81.416

Detalji depozita po viđenju na dan 31. decembra 2002. godine dati su kako slijedi:
The specific characteristics of demand deposits outstanding as of 31 December 2002 are summarised as follows:

	2002.	Godišnja kamatna stopa za KM Annual Interest Rates In KM	Godišnja kamatna stopa za devize Annual Interest Rates in Foreign Currency
Depoziti po viđenju finansijskih institucija Demand deposits of financial institutions	837	0,7% - 1%	-
Depoziti po viđenju preduzeća Demand deposits of companies	10.850	0,7% - 1%	-
Depoziti po viđenju stanovništva Demand deposits of individuals	24.982	0,7% - 1%	-
Depoziti po viđenju javnog sektora Demand deposits of public sector	18.680	0,7% - 1%	-
Depoziti po viđenju neprofitnih organizacija Demand deposits of non-profit institutions	18.358	0,7% - 1%	-
Depoziti po viđenju državnih institucija Demand deposits of the Government	10.572	0,7% - 1%	-
Ostali depoziti po viđenju Other demand deposits	1.597	0,7% - 1%	-
Ukupno / Total:	85.876	-	-

BILJEŠKE UZ FINANSIJSKE IZVJEŠTAJE
NOTES TO FINANCIAL STATEMENTS

'000 KM

13. OROČENI DEPOZITI
TERM DEPOSITS

	2002.	2001.
Oročeni depoziti stanovništva / Term deposits from individuals:		
- u KM / In KM	4.395	1.682
- u devizama / In foreign currency	21.991	28.774
<i>Podzbir / Subtotal</i>	<i>26.386</i>	<i>30.456</i>
Oročeni depoziti preduzeća / Term deposits from companies:		
- u KM / In KM	1.443	437
- u devizama / In foreign currency	4.172	197
<i>Podzbir / Subtotal</i>	<i>5.615</i>	<i>634</i>
Oročeni depoziti javnih preduzeća / Term deposits from public companies:		
- u KM / In KM	184	9.880
- u devizama / In foreign currency	1.694	1.034
<i>Podzbir / Subtotal</i>	<i>1.878</i>	<i>10.914</i>
Oročeni depoziti finansijskih organizacija / Term deposits from financial institutions:		
- u KM / In KM	200	800
- u devizama / In foreign currency	116	-
<i>Podzbir / Subtotal</i>	<i>316</i>	<i>800</i>
Oročeni depoziti državnih institucija / Term deposits from state institutions:		
- u KM / In KM	7.300	14.500
- u devizama / In foreign currency	106	-
<i>Podzbir / Subtotal</i>	<i>7.406</i>	<i>14.500</i>
Oročeni depoziti neprofitnih organizacija / Term deposits from non-profit institutions:		
- u KM / In KM	1.604	47
- u devizama / In foreign currency	1.554	-
<i>Podzbir / Subtotal</i>	<i>3.158</i>	<i>47</i>
Ukupno / Total:	44.759	57.351

Detalji oročenih depozita na dan 31. decembra 2002. godine dati su kako slijedi:
The specific characteristics of term deposits outstanding as of 31 December 2002 are summarised as follows:

	KM In KM	U devizama In Foreign Currency	Godišnja kamatna stopa Annual Interest Rates
0 - 12 mjeseci / 0 - 12 months	10.652	17.594	1% - 6%
Preko 12 mjeseci / over 12 months	4.474	12.039	7% - 8%
Ukupno / Total:	15.126	29.633	-

Kamatne stope na oročene depozite promjenjive su u skladu sa Bančinom odlukom, prema stanju na tržištu.
Interest rates on term deposits are revised at the Bank's discretion based upon market conditions at the time of revision.

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'000 KM

14. OBAVEZE PO OBRAČUNATIM KAMATAMA
ACCRUED INTEREST PAYABLE

	2002.	2001.
Obaveze po obračunatim kamatama / Accrued interest payable		
- u KM / In KM	308	340
- u devizama / In foreign currency	3	18
<i>Podzbir / Sub-total</i>	<i>311</i>	<i>358</i>
Unaprijed plaćene kamate / Interest collected in advance		
- KM / In KM	-	-
Ukupno / Total:	311	358

15. OBAVEZE PO KREDITIMA
BORROWINGS

	2002.	2001.
Kratkoročne obaveze po kreditima / Short-term borrowings		
Tekuće dospijeće dugoročnih kredita / Current maturity of short-term borrowings	4.264	-
Obaveze po dugoročnim kreditima / Long-term borrowings:		
- u KM / in KM	14.417	4.818
- u devizama / In foreign currencies	30	52
Tekuće dospijeće dugoročnih kredita / Current maturity of long-term borrowings	(4.264)	-
Ukupno Total:	14.447	4.870

Obaveze po dugoročnim kreditima u iznosu od KM 14.384 hiljada odnosno KM 4.777 hiljada na dan 31. decembra 2002. odnosno 31. decembra 2001. godine odnose se na obaveze prema Vladi Tuzlanskog Kantona odnosno Agenciji za privatizaciju Tuzlanskog kantona. Ovi izvori mogu se koristiti za kreditiranje preduzeća za unapređenje privredne djelatnosti sa dospijećem do 6 godina. Banka snosi rizik po odobrenim kreditima i kamatna stopa za korištenje navedenih kredita iznosila je 1% tokom 2002. odnosno 2001. godine.

Obaveze po dugoročnim kreditima u iznosu od KM 63 hiljade odnosno KM 93 hiljade na dan 31. decembra 2002. i 31. decembra 2001. godine odnose se na obaveze prema Ministarstvu za obnovu i razvoj Tuzlanskog kantona. Ovi izvori mogu se koristiti za kreditiranje fizičkih i pravnih lica koji se bave primarnom i sekundarnom poljoprivrednom djelatnošću sa dospijećem do 5,5 godina. Banka snosi rizik po odobrenim kreditima i kamatna stopa za korištenje navedenih kredita iznosila je 2% tokom 2002. godine, odnosno 3% tokom 2001.godine.

Long-term borrowings as of 31 December 2002 and 2001, respectively, in the amount of KM 14,384 thousand and KM 4,777 thousand refer to liabilities toward Privatisation Agency of Tuzla County. Those sources can be used for loans to customers with purpose of stimulating the local economy, with 6 years maturity. The Bank assumes the credit risk in respect of the loans granted, and for usage of those sources interest rate was 1% per annum during 2002 and 2001.

Long-term borrowings in the amount of KM 63 thousand and KM 93 thousand as of December 2002 and 2001, respectively, refer to liabilities toward Ministry of Reconstruction and Development of Tuzla County. Those sources can be used for loans to citizens and legal entities with purpose stimulating the primary and secondary agricultural sector with 5.5 years maturity. The Bank assumes the risk in respect of the loans granted and for usage of those sources interest rate was 2% per annum during year 2002, and 3% per annum during year 2001.

BILJEŠKE UZ FINANSIJSKE IZVJEŠTAJE
NOTES TO FINANCIAL STATEMENTS

'000 KM

16. OSTALA PASIVA
16. OTHER LIABILITIES

	2002.	2001.
Obaveze prema dobavljačima / Liabilities to suppliers	133	161
Obaveze prema zaposlenima / Liabilities to employees	665	317
Obaveze za poreze i doprinose / Tax and contributions	133	101
Obaveze za neraspoređeni priliv / Undisbursed inflow	152	121
Razlika obaveza po komisionim poslovima / Net managed funds liability	2.549	273
Ostale obaveze / Other	1.050	536
Rezervisanja za moguće gubitke po potencijalnim i preuzetim obavezama		
Provision for possible commitment and contingent liability losses		
- posebna / specific	503	983
- opća / general	386	349
Ukupno / Total:	5.571	2.841

Promjene na rezervisanjima za moguće gubitke po potencijalnim i preuzetim obavezama mogu se prikazati kako slijedi:
The movements in the provision for possible commitment and contingent liability losses may be summarized as follows:

	2002.			2001.		
	posebna Specific	opća General	ukupno Total	posebna Specific	opća General	ukupno Total
Stanje 1. januara / Balance of 1 January	983	349	1.332	822	286	1.108
Rezervisanja za moguće gubitke po potencijalnim i preuzetim obavezama	(2)	37	35	161	63	224
Provision for possible commitment and contingent liability losses						
Isknjižavanje iz bančine evidencije	(478)	-	(478)	-	-	-
Exclusion from Bank's records						
Stanje 31. decembra / Balance of 31 December:	503	386	889	983	349	1.332

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17. DIONIČKI KAPITAL
SHARE CAPITAL

Banka je tokom 2000. godine promijenila vlasničku strukturu kapitala te postala privatna banka. Radnici i pojedini dioničari Banke kupili su 15.673 običnih i 124 prioritetne dionice Banke od Ministarstva finansija Federacije Bosne i Hercegovine - Jedinice za privatizaciju banaka.

The Bank has changed its ownership structure during year 2000 and became privately owned. Employees and several shareholders of the Bank purchased 15,673 regular and 124 preferred shares from the Federal Ministry of Finance – Bank Privatisation Unit.

2002.	Vlasnički kapital <i>Owner's capital</i>	% učešća <i>% share</i>	Bilansna izloženost <i>Balance exposure</i>	Vanbilansna izloženost <i>Off-balance exposure</i>	Rezervisanja <i>Provision</i>	Ukupna izloženost <i>Total exposure</i>
Jata d.o.o., Srebrenik	3.186	17,34	755	231	26	960
Polo d.o.o., Kalesija	741	4,03	507	218	14	711
Highway Construction, Sarajevo	700	3,81	-	-	-	-
Tehno Biro d.o.o., Tuzla	643	3,50	-	-	-	-
Ecoinvest d.o.o., Brčko	624	3,40	112	-	2	110
Humić Midhat	603	3,28	-	-	-	-
Soni Lux d.o.o., Tuzla	514	2,80	-	-	-	-
Solana d.d., Tuzla	456	2,48	1.000	50	21	1.029
Studen & CO Arex d.o.o., Tuzla	376	2,05	980	-	20	960
Ostali / Other	10.532	57,31	14.453	8.222	1.914	20.761
Ukupno / Total:	18.375	100,00	17.807	8.721	1.997	24.531

2001.	Vlasnički kapital <i>Owner's capital</i>	% učešća <i>% share</i>	Bilansna izloženost <i>Balance exposure</i>	Vanbilansna izloženost <i>Off-balance exposure</i>	Rezervisanja <i>Provision</i>	Ukupna izloženost <i>Total exposure</i>
Jata d.o.o., Srebrenik	1.898	15,79	247	497	40	704
Tehno Biro d.o.o., Tuzla	536	4,46	-	-	-	-
Humić Midhat	482	4,01	-	-	-	-
Ecoinvest d.o.o., Brčko	419	3,49	-	-	-	-
Soni Lux d.o.o., Tuzla	411	3,42	-	-	-	-
Polo d.o.o., Kalesija	401	3,34	15	161	4	172
Solana d.d., Tuzla	309	2,57	475	50	10	515
Company d.o.o., Zagreb	287	2,39	-	-	-	-
Ostali / / Other	7.275	60,53	8.014	3.384	628	10.770
Ukupno / Total:	12.018	100,00	8.751	4.092	682	12.161

BILJEŠKE UZ FINANSIJSKE IZVJEŠTAJE
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18. PRIHODI OD KURSNIH RAZLIKA, NETO
FOREIGN EXCHANGE GAINS, NET

Prihodi od kursnih razlika, neto mogu se prikazati kako slijedi:
Foreign exchange gains, net may be summarized as follows:

	2002.	2001.
<i>Pozitivne kursne razlike / Foreign exchange gains:</i>		
Nastale pri poslovanju / From operating activities	2.186	1.087
Nastale pri preračunu deviznih bilansnih pozicija u kurs domicilne valute From foreign currency conversion	1.037	643
<i>Podzbir / Subtotal</i>	3.223	1.730
<i>Negativne kursne razlike / Foreign exchange losses:</i>		
Nastale pri poslovanju / From operating activities	52	91
Nastale pri preračunu deviznih bilansnih pozicija u kurs domicilne valute From foreign currency conversion	1.307	627
<i>Podzbir / Subtotal</i>	1.359	718
Ukupno / Total:	1.864	1.012

19. POTENCIJALNE I PREUZETE OBAVEZE
COMMITMENTS AND CONTINGENT LIABILITIES

Potencijalne i preuzete obaveze sastoje se od izdatih garancija i nepokrivenih akreditiva od strane Banke u iznosu od KM 22.619 hiljada na dan 31. decembra 2002. godine odnosno KM 22.539 hiljada na dan 31. decembra 2001. godine.

Commitments and contingent liabilities include issued guarantees and letters of credit in amount of KM 22,619 thousand as of 31 December 2002, and KM 22,539 thousand as of 31 December 2001.

20. POSLOVI U IME I ZA RAČUN PRAVNIH OSOBA I GRAĐANA
MANAGED FUNDS – AGENCY BUSINESS

Banka upravlja sredstvima u ime i za račun pravnih i fizičkih osoba. Prihodi i rashodi po tom poslovanju terete nalogodavca, a Banka ne snosi druge obaveze. Banka nije izdavala garancije za poslove u ime i za račun.

The Bank manages funds in the name and on behalf of legal entities and individuals. The gains and losses on such operations are ascribed to the ordering party and the Bank does not bear any liabilities. No guarantees have been issued in respect of this business.

Neto sredstva i izvori po poslovima u ime i za račun mogu se prikazati kako slijedi (vidi Bilješku 2.13):
The net assets and liabilities managed on behalf of third parties may be summarised as follows (see Note 2.13.):

	2002.	2001.
<i>Sredstva / Assets</i>		
Preduzeća / Enterprises	7.271	6.080
Stanovništvo / Citizens	120	186
Novčana sredstva / Cash	-	-
Ukupno sredstva / Total assets:	7.391	6.266
<i>Izvori / Liabilities</i>		
Kantonalna agencija za privatizaciju / Privatisation agency of the Tuzla County	4.272	502
Investicijska banka Federacije Bosne i Hercegovine Investment Bank of Federation of Bosnia and Herzegovina	2.605	3.597
Ostale organizacije / Other organisations	514	2.167
Ukupno izvori / Total liabilities:	7.391	6.266

BILJEŠKE UZ FINANSIJSKE IZVJEŠTAJE NOTES TO FINANCIAL STATEMENTS

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21. ROČNA I MONETARNA STRUKTURA AKTIVE I PASIVE

Banka održava svoje profile likvidnosti u skladu sa bankarskim propisima donesenim od strane Federacije Bosne i Hercegovine. Donja tabela pokazuje analizu sredstava, obaveza i dioničkog kapitala u ročnim grupama, a na osnovu perioda preostalog od datuma bilansa stanja do ugovorenog datuma dospelosti. Tabela je prezentirana pažljivim praćenjem datuma dospeljeća uzimajući u obzir opcije ili rasporede otplata koji dozvoljavaju mogućnosti ranije otplate. Sredstva i obaveze koji nemaju ugovoreni datum dospelosti su grupisani zajedno u kategoriji "nedefinisanih dospelosti".

2002.	Valuta Currency	Do 12 mjeseci Between 0-12 months	Preko 12 mjeseci Over 12 months	Ukupno Total
AKTIVA / ASSETS				
Novac i potraživanja od banaka / Cash and due from banks	U KM / in KM	61.242	-	61.242
	U dev. / In foreign ccy	14.073	-	14.073
Potraživanja od Centralne banke / Due from Central Bank	U KM / in KM	440	-	440
Plasmani drugim bankama, umanjeni za rezervisanja za moguće gubitke Placements with banks, net of provision for possible placement losses	U dev. / In foreign ccy	5.867	-	5.867
Kreditni, umanjeni za rezervisanja za moguće gubitke Loans, net of provision for possible loan losses	U KM / in KM	54.064	20.760	74.824
	U dev. / In foreign ccy	411	3.892	4.303
Potraživanja po obračunatim kamatama, umanjena za rezervisanja za moguće gubitke Accrued interest receivable, net of provision for possible interest losses	U KM / in KM	401	-	401
	U dev. / In foreign ccy	17	-	17
Ulaganja / Investments	U KM / in KM	-	424	424
	U dev. / In foreign ccy	-	1.069	1.069
Materijalna i nematerijalna imovina / Tangible and intangible assets	U KM / in KM	-	22.584	22.584
Ostala aktiva, umanjena za rezervisanja za moguće gubitke po ostalim sredstvima Other assets, net of provision for possible other asset losses	U KM / in KM	1.056	-	1.056
	U dev. / In foreign ccy	-	-	-
UKUPNA AKTIVA (1) / TOTAL ASSETS (1)	U KM / in KM	117.203	43.768	160.971
	U dev. / In foreign ccy	20.368	4.961	25.329
PASIVA / LIABILITIES				
Obaveze prema drugim bankama / Due to other banks	U KM / in KM	1.534	2.967	4.501
	U dev. / In foreign ccy	138	6.336	6.474
Depoziti po videnju / Demand deposits	U KM / in KM	73.848	-	73.848
	U dev. / In foreign ccy	12.028	-	12.028
Oročeni depoziti / Term deposits	U KM / in KM	10.652	4.474	15.126
	U dev. / In foreign ccy	17.594	12.039	29.633
Obaveze po obračunatim kamatama / Accrued interest payable	U KM / in KM	308	-	308
	U dev. / In foreign ccy	3	-	3
Obaveze po kreditima / Borrowings	U KM / in KM	4.264	10.153	14.417
	U dev. / In foreign ccy	-	30	30
Ostala pasiva / Other liabilities	U KM / in KM	5.135	-	5.135
	U dev. / In foreign ccy	436	-	436
UKUPNA PASIVA / TOTAL LIABILITIES	U KM / in KM	95.741	17.594	113.335
	U dev. / In foreign ccy	30.199	18.405	48.604
DIONIČKA GLAVNICA / SHAREHOLDERS' EQUITY	U KM / in KM	-	24.361	24.361
UKUPNA PASIVA I DIONIČKA GLAVNICA (2) TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY	U KM / in KM	95.741	41.955	137.696
	U dev. / In foreign ccy	30.199	18.405	48.604
Neusklađenost (1) – (2) / Mismatch (1) – (2)	U KM / in KM	21.462	1.813	23.275
	U dev. / In foreign ccy	(9.831)	(13.444)	(23.275)

BILJEŠKE UZ FINANSIJSKE IZVJEŠTAJE NOTES TO FINANCIAL STATEMENTS

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21. MATURITY AND CURRENCY ANALYSIS OF ASSETS AND LIABILITIES

The Bank maintains its liquidity profiles in accordance with regulations laid down by the banking regulations of Federation of Bosnia and Herzegovina. The table below provides an analysis of assets, liabilities and shareholders' equity into relevant maturity groupings based on the remaining period from the balance sheet date to the contractual maturity date. It is presented under the most prudent consideration of maturity dates where options or repayment schedules allow for early repayment possibilities. Those assets and liabilities that do not have a contractual maturity date are grouped together under 'maturity undefined' category.

2001.	Valuta Currency	Do 12 mjeseci Between 0-12 months	Preko 12 mjeseci Over 12 months	Ukupno Total
AKTIVA / ASSETS				
Novac i potraživanja od banaka / Cash and due from banks	U KM / in KM	50.684	-	50.684
	U dev. / In foreign ccy	24.111	-	24.111
Potraživanja od Centralne banke / Due from Central Bank	U KM / in KM	1.069	-	1.069
Plasmani drugim bankama, umanjeni za rezervisanja za moguće gubitke Placements with banks, net of provision for possible placement losses	U dev. / In foreign ccy	6.709	-	6.709
Kreditni, umanjeni za rezervisanja za moguće gubitke Loans, net of provision for possible loan losses	U KM / in KM	33.495	19.424	52.919
	U dev. / In foreign ccy	3.206	6.189	9.395
Potraživanja po obračunatim kamatama, umanjena za rezervisanja za moguće gubitke Accrued interest receivable, net of provision for possible interest losses	U KM / in KM	320	-	320
	U dev. / In foreign ccy	30	-	30
Ulaganja / Investments	U KM / in KM	-	515	515
	U dev. / In foreign ccy	-	1.058	1.058
Materijalna i nematerijalna imovina / Tangible and intangible assets	U KM / in KM	-	29.094	29.094
Ostala aktiva, umanjena za rezervisanja za moguće gubitke po ostalim sredstvima Other assets, net of provision for possible other asset losses	U KM / in KM	836	343	1.179
	U dev. / In foreign ccy	12	-	12
UKUPNA AKTIVA (1) / TOTAL ASSETS (1)	U KM / in KM	86.404	49.376	135.780
	U dev. / In foreign ccy	34.068	7.247	41.315
PASIVA / LIABILITIES				
Obaveze prema drugim bankama / Due to other banks	U KM / in KM	226	4.597	4.823
	U dev. / In foreign ccy	334	593	927
Depoziti po videnju / Demand deposits	U KM / in KM	47.825	-	47.825
	U dev. / In foreign ccy	33.591	-	33.591
Oročeni depoziti / Term deposits	U KM / in KM	15.255	12.091	27.346
	U dev. / In foreign ccy	18.675	11.330	30.005
Obaveze po obračunatim kamatama / Accrued interest payable	U KM / in KM	342	-	342
	U dev. / In foreign ccy	16	-	16
Obaveze po kreditima / Borrowings	U KM / in KM	-	4.818	4.818
	U dev. / In foreign ccy	-	52	52
Ostala pasiva / Other liabilities	U KM / in KM	1.687	-	1.687
	U dev. / In foreign ccy	1.154	-	1.154
UKUPNA PASIVA / TOTAL LIABILITIES	U KM / in KM	65.335	21.506	86.841
	U dev. / In foreign ccy	53.770	11.975	65.745
DIONIČKA GLAVNICA / SHAREHOLDERS' EQUITY	U KM / in KM	-	24.509	24.509
UKUPNA PASIVA I DIONIČKA GLAVNICA (2) TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY	U KM / in KM	65.335	46.015	111.350
	U dev. / In foreign ccy	53.770	11.975	65.745
Neusklađenost (1) – (2) / Mismatch (1) – (2)	U KM / in KM	21.069	3.361	24.430
	U dev. / In foreign ccy	(19.702)	(4.728)	(24.430)

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22. ANALIZA KAMATNIH STOPA
INTEREST RATE ANALYSIS

Bančine knjigovodstvene evidencije ne omogućavaju detaljno utvrđivanje efekata promjene kamatnih stopa i njihov uticaj na novčani tok. The Bank is not able to extract detailed information about effect of interest rate change and their effect on the cash flow.

23. TRANSAKCIJE SA POVEZANIM STRANAMA
RELATED-PARTY TRANSACTIONS

Neizmireni krediti, potencijalne i preuzete obaveze odobreni i izdati od strane Banke povezanim stranama mogu se prikazati: Outstanding loans and commitment and contingent liabilities granted to related parties can be summarised as follows:

	2002.	2001.
Kreditni odobreni dioničarima i ostalim povezanim licima Loans to shareholders	2.814	5.579
Potencijalne i preuzete obaveze dioničara i ostalih povezanih lica Shareholders' commitments and contingent liabilities	652	1.572
<i>Ukupni plasmani dioničarima i ostalim povezanim licima</i> <i>Total shareholders placements</i>	3.466	7.151
Kreditni odobreni zaposlenicima / Loans to employees	692	655
Ukupno / Total	4.158	7.806

Kreditni dioničarima i ostalim povezanim licima odobreni su u skladu sa normalnim komercijalnim uvjetima. Loans to shareholders are approved in accordance with normal commercial conditions.

24. IZLOŽENOST DEVIZNOM RIZIKU
24. FOREIGN EXCHANGE POSITION

2002.	KM	U devizama Foreign currency	Ukupno Total
Aktiva / Assets	160.971	25.329	186.300
Pasiva / Liabilities	(113.335)	(48.604)	(161.939)
Vanbilansne stavke / Off-balance sheet position	(14.145)	(8.474)	(22.619)
Ukupno / Total:	33.491	(31.749)	1.742

2001.	KM	U devizama Foreign currency	Ukupno Total
Aktiva / Assets	135.780	41.315	177.095
Pasiva / Liabilities	(86.841)	(65.745)	(152.586)
Vanbilansne stavke / Off-balance sheet position	(8.390)	(11.927)	(20.317)
Ukupno / Total:	40.549	(36.357)	4.192

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25. KREDITNI RIZIK
CREDIT RISK

Banka je izložena kreditnom riziku, koji predstavlja rizik nemogućnosti druge strane da podmiri iznose obaveza u cijelosti po dospelosti. Banka razvrstava kreditni rizik utvrđujući limite za iznose rizika koje očekuje da će nastati u vezi s jednim zajmoprimcem ili skupinom zajmoprimaca, te za geografske privredne sektore. Banka prati navedene rizike i preispituje ih jednom kvartalno ili češće.

Banka upravlja izloženošću kreditnom riziku redovnim analizama sposobnosti zajmoprimaca i potencijalnih zajmoprimaca da ispune svoje obaveze otplate kamate i glavnice i mijenjanjem limita kreditiranja po potrebi. Banka dijelom upravlja kreditnim rizikom i prihvaćajući kolateralna jamstva, jamstva preduzeća i osobna jamstva.

Garancije i odobreni akreditivi, koji predstavljaju neopoziva jamstva da će Banka izvršiti isplatu u slučaju da klijent ne može podmiriti svoje obaveze prema trećim stranama, nose isti kreditni rizik kao i zajmovi.

The Bank faces a credit risk, or possibility that a borrower will not repay the loan on time. The Bank classifies the credit risk by setting the risk limits that are possible to occur with one or a group of borrowers and according to the geographic commerce sectors. The Bank monitors these risks at least once a quarter.

The Bank manages exposure to these risks by conducting regular analysis of borrowers competence and prospective competence to fulfill loan repayment obligations and by changing the loan limits when needed. Partially, the Bank manages the credit risk by accepting collateral guarantees from both companies and individuals.

Guarantees and letters of credit that are irrevocable securities Bank assumes in case the borrower can not fulfill his/her contractual obligations for third parties, are similar risk to credit risk.

26. KAMATNI RIZIK
26. INTEREST RISK

Kamatni rizik je rizik promjene vrijednosti finansijskih instrumenata pod utjecajem promjena u tržišnim kamatnim stopama. Vremenski period fiksne kamatne stope na određenom finansijskom instrumentu pokazuje izloženost kreditnom riziku. Banka upravlja izloženošću promjenama u neto kamatnom prihodu koji proizilazi iz promjena u kamatnim stopama za vrijednost neusklađenosti u bilansu stanja.

Aktivnosti upravljanja rizicima usmjerene su na optimiziranje neto kamatnog prihoda u skladu s poslovnom strategijom Banke, uz date tržišne kamatne stope. Aktivnosti upravljanja rizicima provode se u kontekstu osjetljivosti Banke na promjene kamatnih stopa. Izloženost riziku promjene kamatnih stopa nadzire se primjenom analize neusklađenosti aktive i pasive.

Interest rate risk is the risk that the value of a financial instrument will fluctuate due to changes in market interest rates. The length of time for which the rate of interest is fixed on a financial instrument, therefore, indicates to what extent it is exposed to interest rate risk. It is the Bank's policy to manage the exposure to fluctuations in net interest income arising from changes in interest rates by the degree of repricing mismatch in the balance sheet.

Risk management activities are directed at the optimum net interest income in accordance with Bank's business strategies, by way of market interest rates. Managing this risk is in context with Bank's sensitivity to interest rate changes. Conducting assets and liabilities matching analysis controls exposure to the risk of interest rate changes.

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27. RIZIK LIKVIDNOSTI LIQUIDITY RISK

Rizik likvidnosti je pokazatelj roka koji je potreban Banci da skupi sredstva da bi izmirila svoje obaveze sa financijskim instrumentima. Banka je izložena svakodnevnim isplatama iznosa na poziv koje podmiruje novčanim izvorima koji se sastoje od prekončnih depozita, sredstava na tekućim računima, depozitima koji dospijevaju, povlačenja sredstava kredita, jamstava i ostalih derivata koji se podmiruju iz marži i ostalih iznosa na poziv. Banka ne održava novčane izvore da bi pokrila sve navedene potrebe jer je iz iskustva moguće s velikom pouzdanošću predvidjeti minimalne iznose ponovnog ulaganja dospjelih sredstava. Uprava utvrđuje limite za najniže iznose sredstava koja dospijevaju a koja su raspoloživa za podmirivanje iznosa plativih na poziv, te najniže iznose međubankarskih i ostalih kredita za pokriće neočekivanih iznosa sredstava koja se povlače na zahtjev.

Likvidnost potrebna za plaćanje iznosa pod garancijama i akreditivima na poziv je značajno manja od iznosa preuzete obaveze jer Banka u pravilu ne očekuje da će treća strana povući iznose prema sklopljenim ugovorima. Ukupni ugovoreni iznos preuzetih obaveza za kreditiranjem na dan bilansa ne predstavlja nužno buduće potrebne novčane tokove, jer će mnoge od preuzetih obaveza isteći ili biti raskinute bez potrebe njihovog finansiranja.

Liquidity risk is a measure of the extent to which the Bank may be required to raise funds to meet its commitments associated with financial instruments. The Bank is exposed to daily calls on its available cash resources from overnight deposits, current accounts, maturing deposits, loan draw downs and guarantees. The Bank does not maintain cash resources to meet all of these needs as experience shows that a minimum level of reinvestment of maturing funds can be predicted with a high level of certainty. The Bank sets limits on the minimum proportion of maturing funds available to meet such calls and on the minimum level of interbank and other borrowing facilities that should be in place to cover withdrawals at unexpected levels of demand.

Liquidity necessary for payment of guaranteed amount and letter of credit is significantly lower than the amount of assumed liabilities because the Bank does not expect the assistance for third parties according to signed agreements. Total agreed amount of assumed loan liabilities on the Balance sheet date does not portray necessary future cash expenses, because many of the assumed liabilities will expire or breach without the need for their financing.

28. RIZIK OD PROMJENE KURSA FOREIGN CURRENCY RISKS

Banka je izložena riziku promjene kursa kroz transakcije u stranim valutama. Izloženost valutnom riziku proizlazi iz kreditnih, depozitnih i investicijskih aktivnosti trgovanja, a kontrolira se prema zakonskim i interno utvrđenim limitima po pojedinim valutama, te za ukupnu aktivu i obaveze denominirane u stranim valutama.

Svoje poslovne aktivnosti Banka usmjerava primarno nastojeći minimizirati neusklađenost između stavki aktive i obaveza denominiranih u stranoj valuti.

Bank faces possible risks in change of currencies through transactions in foreign currencies. This risk emerges from credit, deposit and investment business activities, and it can be controlled by regulatory guidelines and limits internally set on certain currencies, and for total assets and liabilities denoted in foreign currencies.

All of Bank's business activities are directed in a way that minimizes the mismatch between asset items and liabilities in foreign currency.

