

Joint Stock Company “Zaman-Bank”

Financial Statements

Year ended 31 December 2011

Together with Independent Auditors’ Report

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Independent auditors’ report

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INDEPENDENT AUDITORS' REPORT

To the Shareholders and Board of Directors of Joint Stock Company "Zaman-Bank"

We have audited the accompanying financial statements of Joint Stock Company "Zaman-Bank" (hereafter referred to as "Bank"), which comprise the statement of financial position as at 31 December 2011, the statements of comprehensive income, of changes in equity and of cash flows for the year then ended, and a summary of significant accounting policies and other explanatory information.

Management's responsibility for the financial statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with International Financial Reporting Standards, and for such internal control as management determines is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

Auditors' responsibility

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with International Standards on Auditing. Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditors' judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

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

Opinion

In our opinion, the financial statements present fairly, in all material respects, the financial position of Joint Stock Company "Zaman-Bank" as at 31 December 2011, and its financial performance and its cash flows for the year then ended in accordance with International Financial Reporting Standards.

20 March 2012

Statement of financial position**As of 31 December 2011***(In thousands of Kazakh tenge)*

| | <i>Notes</i> | <i>2011</i> | <i>2010</i> |
|--------------------------------------|--------------|------------------|------------------|
| Assets | | | |
| Cash and cash equivalents | 5 | 514,255 | 575,211 |
| Amounts due from credit institutions | 6 | 14,680 | 542,463 |
| Loans to customers | 7 | 4,227,453 | 3,643,764 |
| Property and equipment | 8 | 11,357 | 8,830 |
| Intangible assets | 9 | 14,039 | 14,667 |
| Other assets | 14 | 20,365 | 10,994 |
| Total assets | | 4,802,149 | 4,795,929 |
| Liabilities | | | |
| Amounts due to customers | 10 | 292,940 | 690,943 |
| Deferred income tax liabilities | 12 | 48,538 | 47,308 |
| Provisions | 13 | 102,353 | 112,470 |
| Other liabilities | 14 | 14,527 | 21,326 |
| Subordinated loan | 11 | 100,036 | 251,297 |
| Total liabilities | | 558,394 | 1,123,344 |
| Equity | | | |
| Share capital | 15 | 3,266,250 | 3,015,000 |
| Retained earnings | | 977,505 | 657,585 |
| Total equity | | 4,243,755 | 3,672,585 |
| Total equity and liabilities | | 4,802,149 | 4,795,929 |

Signed and authorised for release on behalf of the Management Board of the Bank

Gupalo Yelena A.

Chairwoman of the Management Board

Seitova Rimma S.

Chief Accountant

20 March 2012

Statement of comprehensive income**For the year ended 31 December 2011***(In thousands of Kazakh tenge)*

| | <i>Notes</i> | <i>2011</i> | <i>2010</i> |
|--|--------------|------------------|------------------|
| Interest income | | | |
| Loans to customers | | 505,650 | 462,472 |
| Amounts due from credit institutions | | 151 | 203 |
| | | 505,801 | 462,675 |
| Interest expense | | | |
| Amounts due to customers | | (262) | (369) |
| Subordinated loan | | (407) | (1,646) |
| | | (669) | (2,015) |
| Net interest income | | 505,132 | 460,660 |
| Allowance for loan impairment | 7 | (23,729) | (190,525) |
| Net interest income after allowance for loan impairment | | 481,403 | 270,135 |
| Net fee and commission income | 17 | 53,215 | 154,747 |
| Initial recognition of gain on loans to customers, adjusted for losses on changes in future cash flows | | 37,968 | — |
| Net gains from foreign currencies | | 16,608 | 23,625 |
| Other income | | 60 | 2,330 |
| Non-interest income | | 107,851 | 180,702 |
| Personnel expenses | 18 | (91,820) | (81,735) |
| Other operating expenses | 18 | (107,654) | (97,767) |
| Other (provisions)/reversal | 13 | 10,135 | (46,726) |
| Non-interest expense | | (189,339) | (226,228) |
| Profit before income tax expense | | 399,915 | 224,609 |
| Income tax expense | 12 | (79,995) | (46,107) |
| Profit for the year | | 319,920 | 178,502 |
| Other comprehensive income | | — | — |
| Total comprehensive income for the year | | 319,920 | 178,502 |

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Chief Accountant

20 March 2012

Statement of changes in equity**For the year ended 31 December 2011***(In thousands of Kazakh tenge)*

| | <i>Share capital</i> | <i>Retained earnings</i> | <i>Total equity</i> |
|---|----------------------|--------------------------|---------------------|
| 31 December 2009 | 3,015,000 | 479,083 | 3,494,083 |
| Total comprehensive income for the year | – | 178,502 | 178,502 |
| 31 December 2010 | 3,015,000 | 657,585 | 3,672,585 |
| Total comprehensive income for the year | – | 319,920 | 319,920 |
| Issue of share capital (Note 15) | 251,250 | – | 251,250 |
| 31 December 2011 | 3,266,250 | 977,505 | 4,243,755 |

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Gupalo Yelena A.

Chairwoman of the Management Board

Seitova Rimma S.

Chief Accountant

20 March 2012

Statement of cash flows**For the year ended 31 December 2011***(In thousands of Kazakh tenge)*

| | <i>Notes</i> | <i>2011</i> | <i>2010</i> |
|--|--------------|------------------|------------------|
| Cash flows from operating activities | | | |
| Interest received | | 486,202 | 461,893 |
| Interest paid | | (696) | (1,984) |
| Fees and commissions received | | 56,155 | 68,052 |
| Fees and commissions paid | | (2,311) | (2,190) |
| Realised gains less losses from dealing in foreign currencies | | 16,249 | 24,079 |
| Other income received | | 60 | — |
| Personnel expenses paid | | (91,515) | (82,815) |
| Other operating expenses paid | | (104,705) | (94,768) |
| Cash flows from operating activities before changes in operating assets and liabilities | | 359,421 | 372,267 |
| <i>Net (increase) / decrease in operating assets</i> | | | |
| Amounts due from credit institutions | | 528,107 | (452,686) |
| Loans to customers | | (549,816) | (486,144) |
| Other assets | | (6,186) | (743) |
| <i>Net increase / (decrease) in operating liabilities</i> | | | |
| Amounts due to customers | | (397,987) | 206,918 |
| Other liabilities | | — | 4,430 |
| Net cash flows used in operating activities before income tax | | (66,443) | (355,958) |
| Income tax paid | | (84,871) | (46,752) |
| Net cash used in operating activities | | (151,314) | (402,710) |
| Cash flows from investing activities | | | |
| Purchase of property and equipment | 8 | (6,193) | (3,595) |
| Purchase of intangible assets | 9 | (3,449) | (9,635) |
| Net cash used in investing activities | | (9,642) | (13,230) |
| Cash flows from financing activities | | | |
| Proceeds from subordinated loan | 11 | 100,000 | 251,250 |
| Net cash from financing activities | | 100,000 | 251,250 |
| Net decrease in cash and cash equivalents | | (60,956) | (164,690) |
| Cash and cash equivalents, beginning | 5 | 575,211 | 739,901 |
| Cash and cash equivalents, ending | 5 | 514,255 | 575,211 |
| Non-cash transactions: | | | |
| Decrease in subordinated loan | 11 | (251,250) | — |
| Increase in share capital | 11 | 251,250 | — |

In 2010 the Bank issued convertible subordinated loan payable. The conversion option was exercised by the lender in 2011 (Note 11).

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Gupalo Yelena A.

Chairwoman of the Management Board

Seitova Rimma S.

Chief Accountant

20 March 2012

(In thousands of Kazakh tenge)

1. Principal activities

Joint Stock Company “Zaman-Bank” (hereinafter - “the Bank”) operates in the Republic of Kazakhstan since 1991. The Bank accepts deposits from the public and extends credits, transfers payments within Kazakhstan and abroad, exchanges currencies and provides other banking services to its commercial and retail customers in accordance with license No. 11 issued on 24 December 2007 by Committee on Regulation and Supervision of the financial market and financial organizations of the National Bank of the Republic of Kazakhstan (hereinafter - the “FMSC”).

The Bank is a member of the deposit insurance system. The system operates under the Kazakhstan laws and regulations and is governed by Kazakhstan Fund of Guarantees Insurance. The insurance covers Bank’s obligations to individual depositors for the amount of up to KZT 5,000 thousand for each individual in case of Bank’s failure to meet its obligations and/or loss of the license.

The legal registered office of the Bank is located at 111A Mashhur Zhusup Street, Ekibastuz, 141206, the Republic of Kazakhstan.

As at 31 December 2011 and 2010, the following shareholders owned the issued shares :

| Shareholder | 2011 (%) | 2010 (%) |
|--|--------------|--------------|
| Abguzhinov T.S | 25.1 | 9.2 |
| Abguzhinov A.T. | 21.8 | 23.3 |
| LLP «Alan-A» | 9.2 | 20.0 |
| LLP «Energotaktika» | 8.8 | 9.5 |
| LLP «Direkt» | 7.3 | 7.9 |
| LLP «Ekibastuzskiy regional Business-Center | 6.2 | 6.7 |
| Abguzhinov B.S. | 5.9 | 6.4 |
| LLP “Solteko Kazakhstan” | 3.8 | 4.1 |
| Kim R.S. | 3.0 | 3.3 |
| Other shareholders (individually holding less than 3%) | 8.9 | 9.6 |
| Total | 100.0 | 100.0 |

As of 31 December 2011 members of the Board of Directors and Management Board controlled 865,560 shares (26.6%) (2010: 625,560 or 10.8%) of the Bank.

2. Basis of preparation**General**

These financial statements have been prepared in accordance with International Financial Reporting Standards (“IFRS”).

The financial statements have been prepared under the historical cost convention except as disclosed in the accounting policies below. These financial statements are presented in thousands of Kazakh tenge (“KZT”).

Reclassification

The reclassification of intangible assets into separate line has been made to 2010 balances to conform to the 2011 presentation:

| | <i>As previously reported</i> | <i>Reclassification</i> | <i>As adjusted</i> |
|---|-------------------------------|-------------------------|--------------------|
| Property, equipment and intangible assets | 23,497 | — | — |
| Property and equipment | — | 8,830 | 8,830 |
| Intangible assets | — | 14,667 | 14,667 |

3. Summary of accounting policies**Changes in accounting policies**

The Bank has adopted the following amended IFRS and new IFRIC Interpretations during the year. The principal effects of these changes are as follows:

LAS 24 “Related party disclosures” (Revised)

The revised IAS 24, issued in November 2009 and effective for annual periods beginning on or after 1 January 2011, simplifies the disclosure requirements for government-related entities and clarifies the definition of a related party. Previously, an entity controlled or significantly influenced by a government was required to disclose information about all transactions with other entities controlled or significantly influenced by the same government. The revised standard requires disclosure about these transactions only if they are individually or collectively significant. The amendment had no impact on the Bank’s financial statements.

(In thousands of Kazakh tenge)

3. Summary of accounting policies (continued)

Changes in accounting policies (continued)

Amendments to IAS 32 “Financial instruments: Presentation”: Classification of Rights Issues”

In October 2009, the IASB issued amendment to IAS 32. Entities shall apply that amendment for annual periods beginning on or after 1 February 2010. The amendment alters the definition of a financial liability in IAS 32 to classify rights issues and certain options or warrants as equity instruments. This is applicable if the rights are given pro rata to all of the existing owners of the same class of an entity’s non-derivative equity instruments, in order to acquire a fixed number of the entity’s own equity instruments for a fixed amount in any currency. The amendment had no impact on the Bank’s financial statements.

IFRIC 19 “Extinguishing Financial Liabilities with Equity Instruments”

IFRIC Interpretation 19 was issued in November 2009 and is effective for annual periods beginning on or after 1 July 2010. The interpretation clarifies the accounting when the terms of a financial liability are renegotiated and result in the entity issuing equity instruments to a creditor to extinguish all or part of the financial liability. The Bank accounted for extinguishment of debt by issuance of equity instruments (Note 11).

Improvements to IFRSs

In May 2010 the IASB issued the third omnibus of amendments to its standards, primarily with a view to removing inconsistencies and clarifying wording. Most of the amendments are effective for annual periods beginning on or after 1 January 2011. There are separate transitional provisions for each standard. Amendments included in May 2010 “Improvements to IFRS” had impact on the accounting policies, financial position or performance of the Bank, as described below.

- IFRS 3 Business combinations: limits the scope of the measurement choices that only the components of NCI that are present ownership interests that entitle their holders to a proportionate share of the entity’s net assets, in the event of liquidation, shall be measured either at fair value or at the present ownership instruments’ proportionate share of the acquiree’s identifiable net assets. The amendment had no impact on the Bank’s financial statements.
- IFRS 7 Financial instruments: Disclosures; introduces the amendments to quantitative and credit risk disclosures. The additional requirements had minor impact as information is readily available.
- Other amendments to IFRS 1, IFRS 3, IAS 1, IAS 27, IAS 34 and IFRIC 13 will have no impact on the accounting policies, financial position or performance of the Bank.

The following amendments to standards and interpretations did not have any impact on the accounting policies, financial position or performance of the Bank:

- IFRS 1 First-time Adoption of International Financial Reporting Standards – Limited Exemption from Comparative IFRS 7 Disclosures for First-time Adopters
- IFRIC 14 Prepayments of a Minimum Funding Requirement

Financial assets

Initial recognition

Financial assets in the scope of IAS 39 are classified as either financial assets at fair value through profit or loss, loans and receivables, held-to-maturity investments, or available-for-sale financial assets, as appropriate. When financial assets are recognised initially, they are measured at fair value, plus, in the case of investments not at fair value through profit or loss, directly attributable transaction costs. The Bank determines the classification of its financial assets upon initial recognition, and subsequently can reclassify financial assets in certain cases as described below.

Date of recognition

All regular way purchases and sales of financial assets are recognised on the trade date i.e. the date that the Bank commits to purchase the asset. Regular way purchases or sales are purchases or sales of financial assets that require delivery of assets within the period generally established by regulation or convention in the marketplace.

(In thousands of Kazakh tenge)

3. Summary of accounting policies (continued)

Financial assets (continued)

‘Day 1’ profit

Where the transaction price in a non-active market is different to the fair value from other observable current market transactions in the same instrument or based on a valuation technique whose variables include only data from observable markets, the Bank immediately recognises the difference between the transaction price and fair value (a ‘Day 1’ profit) in the statement of comprehensive income. In cases where use is made of data which is not observable, the difference between the transaction price and model value is only recognised in the statement of comprehensive income when the inputs become observable, or when the instrument is derecognised.

Financial assets at fair value through profit or loss

Financial assets classified as held for trading are included in the category ‘financial assets at fair value through profit or loss’. Financial assets are classified as held for trading if they are acquired for the purpose of selling in the near term. Derivatives are also classified as held for trading unless they are designated and effective hedging instruments. Gains or losses on financial assets held for trading are recognised in the statement of comprehensive income.

Held-to-maturity investments

Non-derivative financial assets with fixed or determinable payments and fixed maturity are classified as held-to-maturity when the Bank has the positive intention and ability to hold them to maturity. Investments intended to be held for an undefined period are not included in this classification. Held-to-maturity investments are subsequently measured at amortised cost. Gains and losses are recognised in the statement of comprehensive income when the investments are impaired, as well as through the amortisation process.

Loans and receivables

Loans and receivables are non-derivative financial assets with fixed or determinable payments that are not quoted in an active market. They are not entered into with the intention of immediate or short-term resale and are not classified as trading securities or designated as investment securities available-for-sale. Such assets are carried at amortised cost using the effective interest method. Gains and losses are recognised in the statement of comprehensive income when the loans and receivables are derecognised or impaired, as well as through the amortisation process.

Available-for-sale financial assets

Available-for-sale financial assets are those non-derivative financial assets that are designated as available-for-sale or are not classified in any of the three preceding categories. After initial recognition available-for-sale financial assets are measured at fair value with gains or losses being recognised in other comprehensive income until the investment is derecognised or until the investment is determined to be impaired at which time the cumulative gain or loss previously reported in other comprehensive income is reclassified to the statement of comprehensive income. However, interest calculated using the effective interest method is recognised in the statement of comprehensive income.

Determination of fair value

The fair value for financial instruments traded in active market at the reporting date is based on their quoted market price or dealer price quotations (bid price for long positions and ask price for short positions), without any deduction for transaction costs.

For all other financial instruments not listed in an active market, the fair value is determined by using appropriate valuation techniques. Valuation techniques include net present value techniques, comparison to similar instruments for which market observable prices exist, options pricing models and other relevant valuation models.

Offsetting

Financial assets and liabilities are offset and the net amount is reported in the statement of financial position when there is a legally enforceable right to set off the recognised amounts and there is an intention to settle on a net basis, or to realise the asset and settle the liability simultaneously. This is not generally the case with master netting agreements, and the related assets and liabilities are presented gross in the statement of financial position.

(In thousands of Kazakh tenge)

3. Summary of accounting policies (continued)

Financial assets (continued)

Reclassification of financial assets

If a non-derivative financial asset classified as held for trading is no longer held for the purpose of selling in the near term, it may be reclassified out of the fair value through profit or loss category in one of the following cases:

- a financial asset that would have met the definition of loans and receivables above may be reclassified to loans and receivables category if the Bank has the intention and ability to hold it for the foreseeable future or until maturity;
- other financial assets may be reclassified to available for sale or held to maturity categories only in rare circumstances.

A financial asset classified as available for sale that would have met the definition of loans and receivables may be reclassified to loans and receivables category of the Bank has the intention and ability to hold it for the foreseeable future or until maturity.

Financial assets are reclassified at their fair value on the date of reclassification. Any gain or loss already recognized in profit or loss is not reversed. The fair value of the financial asset on the date of reclassification becomes its new cost or amortised cost, as applicable.

Cash and cash equivalents

Cash and cash equivalents consist of cash on hand, amounts due from the National Bank of the Republic of Kazakhstan that mature within ninety days of the date of origination and are free from contractual encumbrances.

Borrowings

Issued financial instruments or their components are classified as liabilities, where the substance of the contractual arrangement results in the Bank having an obligation either to deliver cash or another financial asset to the holder, or to satisfy the obligation other than by the exchange of a fixed amount of cash or another financial asset for a fixed number of own equity instruments. Such instruments include amounts due to customers and non-convertible subordinated loan. After initial recognition, borrowings are subsequently measured at amortised cost using the effective interest method. Gains and losses are recognised in the statement of comprehensive income when the borrowings are derecognised as well as through the amortisation process.

Leases

Operating - Bank as lessee

Leases of assets under which the risks and rewards of ownership are effectively retained by the lessor are classified as operating leases. Lease payments under an operating lease are recognised as expenses on a straight-line basis over the lease term and included into other operating expenses.

Impairment of financial assets

The Bank assesses at each reporting date whether there is any objective evidence that a financial asset or a group of financial assets is impaired. A financial asset or a group of financial assets is deemed to be impaired if, and only if, there is objective evidence of impairment as a result of one or more events that has occurred after the initial recognition of the asset (an incurred ‘loss event’) and that loss event (or events) has an impact on the estimated future cash flows of the financial asset or the group of financial assets that can be reliably estimated. Evidence of impairment may include indications that the borrower or a group of borrowers is experiencing significant financial difficulty, default or delinquency in interest or principal payments, the probability that they will enter bankruptcy or other financial reorganisation and where observable data indicate that there is a measurable decrease in the estimated future cash flows, such as changes in arrears or economic conditions that correlate with defaults.

3. Summary of accounting policies (continued)

Impairment of financial assets (continued)

Amounts due from credit institutions and loans to customers

For amounts due from credit institutions and loans to customers carried at amortised cost, the Bank assesses individually whether objective evidence of impairment exists for financial assets.

If there is an objective evidence that an impairment loss has been incurred, the amount of the loss is measured as the difference between the assets' carrying amount and the present value of estimated future cash flows (excluding future expected credit losses that have not yet been incurred). The carrying amount of the asset is reduced through the use of an allowance account and the amount of the loss is recognised in the statement of comprehensive income. Interest income continues to be accrued on the reduced carrying amount based on the original effective interest rate of the asset. Loans together with the associated allowance are written off when there is no realistic prospect of future recovery and all collateral has been realised or has been transferred to the Bank. If, in a subsequent year, the amount of the estimated impairment loss increases or decreases because of an event occurring after the impairment was recognised, the previously recognised impairment loss is increased or reduced by adjusting the allowance account. If a future write-off is later recovered, the recovery is credited to the statement of comprehensive income.

The present value of the estimated future cash flows is discounted at the financial asset's original effective interest rate. If a loan has a variable interest rate, the discount rate for measuring any impairment loss is the current effective interest rate. The calculation of the present value of the estimated future cash flows of a collateralised financial asset reflects the cash flows that may result from foreclosure less costs for obtaining and selling the collateral, whether or not foreclosure is probable.

Renegotiated loans

Where possible, the Bank seeks to restructure loans rather than to take possession of collateral. This may involve extending the payment arrangements and the agreement of new loan conditions.

The accounting treatment of such restructuring is as follows:

- If the currency of the loan has been changed the old loan is derecognised and the new loan is recognised.
- If the loan restructuring is not caused by the financial difficulties of the borrower the Bank uses the same approach as for financial liabilities described below.
- If the loan restructuring is due to the financial difficulties of the borrower and the loan is impaired after restructuring, the Bank recognizes the difference between the present value of the new cash flows discounted using the original effective interest rate and the carrying amount before restructuring in the provision charges for the period. In case loan is not impaired after restructuring the Bank recalculates the effective interest rate.

Once the terms have been renegotiated, the loan is no longer considered past due. Management continuously reviews renegotiated loans to ensure that all criteria are met and that future payments are likely to occur. The loans continue to be subject to an individual or collective impairment assessment, calculated using the loan's original or current effective interest rate.

Derecognition of financial assets and liabilities

Financial assets

A financial asset (or, where applicable a part of a financial asset or part of a group of similar financial assets) is derecognised where:

- the rights to receive cash flows from the asset have expired;
- the Bank has transferred its rights to receive cash flows from the asset, or retained the right to receive cash flows from the asset, but has assumed an obligation to pay them in full without material delay to a third party under a 'pass-through' arrangement; and
- the Bank either (a) has transferred substantially all the risks and rewards of the asset, or (b) has neither transferred nor retained substantially all the risks and rewards of the asset, but has transferred control of the asset.

Where the Bank has transferred its rights to receive cash flows from an asset and has neither transferred nor retained substantially all the risks and rewards of the asset nor transferred control of the asset, the asset is recognised to the extent of the Bank's continuing involvement in the asset. Continuing involvement that takes the form of a guarantee over the transferred asset is measured at the lower of the original carrying amount of the asset and the maximum amount of consideration that the Bank could be required to repay.

(In thousands of Kazakh tenge)

3. Summary of accounting policies (continued)**Derecognition of financial assets and liabilities (continued)***Financial assets (continued)*

Where continuing involvement takes the form of a written and / or purchased option (including a cash-settled option or similar provision) on the transferred asset, the extent of the Bank's continuing involvement is the amount of the transferred asset that the Bank may repurchase, except that in the case of a written put option (including a cash-settled option or similar provision) on an asset measured at fair value, the extent of the Bank's continuing involvement is limited to the lower of the fair value of the transferred asset and the option exercise price.

Financial liabilities

A financial liability is derecognised when the obligation under the liability is discharged or cancelled or expires.

Where an existing financial liability is replaced by another from the same lender on substantially different terms, or the terms of an existing liability are substantially modified, such an exchange or modification is treated as a derecognition of the original liability and the recognition of a new liability, and the difference in the respective carrying amounts is recognised in the statement of comprehensive income.

Financial guarantees

In the ordinary course of business, the Bank gives financial guarantees, consisting of guarantees. Financial guarantees are initially recognised in the financial statements at fair value, in 'Other liabilities', being the premium received. Subsequent to initial recognition, the Bank's liability under each guarantee is measured at the higher of the amortised premium and the best estimate of expenditure required to settle any financial obligation arising as a result of the guarantee.

Any increase in the liability relating to financial guarantees is taken to the statement of comprehensive income. The premium received is recognised in the statement of comprehensive income on a straight-line basis over the life of the guarantee.

Taxation

The current income tax expense is calculated in accordance with the regulations of the Republic of Kazakhstan.

Deferred tax assets and liabilities are calculated in respect of temporary differences using the liability method. Deferred income taxes are provided for all temporary differences arising between the tax bases of assets and liabilities and their carrying values for financial reporting purposes.

A deferred tax asset is recorded only to the extent that it is probable that taxable profit will be available against which the deductible temporary differences can be utilised. Deferred tax assets and liabilities are measured at tax rates that are expected to apply to the period when the asset is realised or the liability is settled, based on tax rates that have been enacted or substantively enacted at the reporting date.

There are requirements on tax charges and payments regarding the business activity of the Bank in the Republic of Kazakhstan, where the Bank conducts the business. These taxes are reflected in the statement of comprehensive income as a part of operating expenses.

Property and equipment

Property and equipment are carried at cost, excluding the costs of day-to-day servicing, less accumulated depreciation and any accumulated impairment. Such cost includes the cost of replacing part of equipment when that cost is incurred if the recognition criteria are met.

The carrying values of property and equipment are reviewed for impairment when events or changes in circumstances indicate that the carrying value may not be recoverable.

Depreciation of an asset begins when it is available for use. Depreciation is calculated on a straight-line basis over the following estimated rates:

| | <i>Depreciation rates</i> |
|--------------------------------|----------------------------------|
| Computers and office equipment | 20-50% |
| Other property | 10-50% |
| Land | 0% |

The asset's residual values, useful lives and methods are reviewed, and adjusted as appropriate, at each financial year-end.

Costs related to repairs and renewals are charged when incurred and included in other operating expenses, unless they qualify for capitalization.

(In thousands of Kazakh tenge)

3. Summary of accounting policies (continued)

Intangible assets

Intangible assets include computer software and licenses.

Intangible assets acquired separately are measured on initial recognition at cost. The cost of intangible assets acquired in a business combination is fair value as at the date of acquisition. Following initial recognition, intangible assets are carried at cost less any accumulated amortisation and any accumulated impairment losses. The useful lives of intangible assets are assessed to be finite. Intangible assets with finite lives are amortised over the useful economic lives of 3 to 5 years and assessed for impairment whenever there is an indication that the intangible asset may be impaired. Amortisation periods and methods for intangible assets with indefinite useful lives are reviewed at least at each financial year-end.

Provisions

Provisions are recognised when the Bank has a present legal or constructive obligation as a result of past events, and it is probable that an outflow of resources embodying economic benefits will be required to settle the obligation and a reliable estimate of the amount of obligation can be made.

Retirement and other employee benefit obligations

The Bank does not have any pension arrangements separate from the State pension system of the Republic of Kazakhstan, which requires current contributions by the employer calculated as a percentage of current gross salary payments; such expense is charged in the period the related salaries are earned. In addition, the Bank has no significant post-retirement benefits.

Share capital

Share capital

Ordinary shares are classified as equity. External costs directly attributable to the issue of new shares, other than on a business combination, are shown as a deduction from the proceeds in equity. Any excess of the fair value of consideration received over the par value of shares issued is recognised as additional paid-in capital.

Dividends

Dividends are recognised as a liability and deducted from equity at the reporting date only if they are declared before or on the reporting date. Dividends are disclosed when they are proposed before the reporting date or proposed or declared after the reporting date but before the financial statements are authorised for issue.

Contingencies

Contingent liabilities are not recognised in the statement of financial position but are disclosed unless the possibility of any outflow in settlement is remote. A contingent asset is not recognised in the statement of financial position but disclosed when an inflow of economic benefits is probable.

Recognition of income and expenses

Revenue is recognized to the extent that it is probable that the economic benefits will flow to the Bank and the revenue can be reliably measured. The following specific recognition criteria must also be met before revenue is recognized:

Interest and similar income and expense

For all financial instruments measured at amortised cost, interest income or expense is recorded at the effective interest rate, which is the rate that exactly discounts estimated future cash payments or receipts through the expected life of the financial instrument or a shorter period, where appropriate, to the net carrying amount of the financial asset or financial liability. The calculation takes into account all contractual terms of the financial instrument (for example, prepayment options) and includes any fees or incremental costs that are directly attributable to the instrument and are an integral part of the effective interest rate, but not future credit losses. The carrying amount of the financial asset or financial liability is adjusted if the Bank revises its estimates of payments or receipts. The adjusted carrying amount is calculated based on the original effective interest rate and the change in carrying amount is recorded as interest income or expense.

(In thousands of Kazakh tenge)

3. Summary of accounting policies (continued)**Recognition of income and expenses (continued)***Interest and similar income and expense (continued)*

Once the recorded value of a financial asset or a group of similar financial assets has been reduced due to an impairment loss, interest income continues to be recognised using the original effective interest rate applied to the new carrying amount.

Fee and commission income

The Bank earns fee and commission income from a diverse range of services it provides to its customers. Fee income can be divided into the following two categories:

- *Fee income earned from services that are provided over a certain period of time*

Fees earned for the provision of services over a period of time are accrued over that period. These fees include commission income and asset management, custody and other management and advisory fees. Loan commitment fees for loans that are likely to be drawn down and other credit related fees are deferred (together with any incremental costs) and recognised as an adjustment to the effective interest rate on the loan.

- *Fee income from providing transaction services*

Fees arising from negotiating or participating in the negotiation of a transaction for a third party – such as the arrangement of the acquisition of shares or other securities or the purchase or sale of businesses – are recognised on completion of the underlying transaction. Fees or components of fees that are linked to a certain performance are recognised after fulfilling the corresponding criteria.

Foreign currency translation

The financial statements are presented in Kazakhstani Tenge, which is the Bank's functional and presentation currency. Transactions in foreign currencies are initially recorded in the functional currency, converted at the rate of exchange ruling at the date of the transaction. Monetary assets and liabilities denominated in foreign currencies are retranslated at the functional currency rate of exchange ruling at the reporting date. Gains and losses resulting from the translation of foreign currency transactions are recognised in the statement of comprehensive income as gains less losses from foreign currencies - translation differences. Non-monetary items that are measured in terms of historical cost in a foreign currency are translated using the exchange rates as at the dates of the initial transactions. Non-monetary items measured at fair value in a foreign currency are translated using the exchange rates at the date when the fair value was determined.

Differences between the contractual exchange rate of a transaction in a foreign currency and the Central Bank exchange rate on the date of the transaction are included in gains less losses from dealing in foreign currencies.

Below are listed exchange rates used by the Bank in preparation of the financial statements:

| | <i>31 December</i> | |
|---------|--------------------|-------------|
| | <i>2011</i> | <i>2010</i> |
| KZT/USD | 148.40 | 147.50 |
| KZT/EUR | 191.72 | 196.88 |
| KZT/RUR | 4.61 | 4.83 |

Future changes in accounting policies*Standards and interpretations issued but not yet effective**IFRS 9 “Financial Instruments”*

In November 2009 and 2010 the IASB issued the first phase of IFRS 9 Financial instruments. This Standard will eventually replace IAS 39 Financial Instrument: Recognition and Measurement. IFRS 9 becomes effective for financial years beginning on or after 1 January 2013. The first phase of IFRS 9 introduces new requirements on classification and measurement of financial instruments. In particular, for subsequent measurement all financial assets are to be classified at amortised cost or at fair value through profit or loss with the irrevocable option for equity instruments not held for trading to be measured at fair value through other comprehensive income. For financial liabilities designated at fair value through profit or loss using fair value option IFRS 9 requires the amount of change in fair value attributable to changes in credit risk to be presented in other comprehensive income. The Bank now evaluates the impact of the adoption of new Standard and considers the initial application date.

(In thousands of Kazakh tenge)

3. Summary of accounting policies (continued)

Future changes in accounting policies (continued)

Standards and interpretations issued but not yet effective (continued)

IFRS 10 Consolidated Financial Statements

IFRS 10 establishes a single control model that applies to all entities including special purpose entities. The changes introduced by IFRS 10 will require management to exercise significant judgement to determine which entities are controlled, and therefore, are required to be consolidated by a parent, compared with the requirements that were in IAS 27. In addition IFRS 10 introduces specific application guidance for agency relationships. IFRS 10 replaces the portion of IAS 27 *Consolidated and Separate Financial Statements* that addresses the accounting for consolidated financial statements. It also includes the issues raised in SIC-12 Consolidation — *Special Purpose Entities*. It is effective for annual periods beginning on or after 1 January 2013. Earlier application is permitted. The Bank expects that these amendments will have no impact on the Bank's financial position.

IFRS 11 Joint Arrangements

IFRS 11 removes the option to account for jointly controlled entities (JCEs) using proportionate consolidation. Instead, JCEs that meet the definition of a joint venture must be accounted for using the equity method. IFRS 11 supersedes IAS 31 Interests in Joint Ventures and SIC-13 Jointly Controlled Entities—Non-monetary Contributions by Venturers and is effective for annual periods beginning on or after 1 January 2013. Earlier application is permitted. The Bank expects that these amendments will have no impact on the Bank's financial position.

IFRS 12 Disclosure of Interests in Other Entities

IFRS 12 includes all of the disclosures that were previously in IAS 27 related to consolidated financial statements, as well as all of the disclosures that were previously included in IAS 31 and IAS 28. These disclosures relate to an entity's interests in subsidiaries, joint arrangements, associates and structured entities. A number of new disclosures are also required. IFRS 12 is effective for annual periods beginning on or after 1 January 2013. Earlier application is permitted. Adoption of the standard will require new disclosures to be made in the financial statements of the Bank but will have no impact on its financial position or performance.

IFRS 13 Fair Value Measurement

IFRS 13 establishes a single source of guidance under IFRS for all fair value measurements. IFRS 13 does not change when an entity is required to use fair value, but rather provides guidance on how to measure fair value under IFRS when fair value is required or permitted. IFRS 13 is effective for annual periods beginning on or after 1 January 2013. Earlier application is permitted. The adoption of the IFRS 13 may have effect on the measurement of the Bank's assets and liabilities accounted for at fair value. Currently the Bank evaluates possible effect of the adoption of IFRS 13 on its financial position and performance.

IAS 27 Separate Financial Statements (as revised in 2011)

As a consequence of the new IFRS 10 and IFRS 12, what remains of IAS 27 is limited to accounting for subsidiaries, jointly controlled entities, and associates in separate financial statements. The amendment becomes effective for annual periods beginning on or after 1 January 2013. The Bank expects that these amendments will have no impact on the Bank's financial position.

IAS 28 Investments in Associates and Joint Ventures (as revised in 2011)

As a consequence of the new IFRS 11 and IFRS 12, IAS 28 has been renamed IAS 28 Investments in Associates and Joint Ventures, and describes the application of the equity method to investments in joint ventures in addition to associates. The amendment becomes effective for annual periods beginning on or after 1 January 2013. The Bank expects that these amendments will have no impact on the Bank's financial position.

Amendments to IFRS 7 “Financial Instruments: Disclosures”

The Amendments were issued in October 2010 and are effective for annual periods beginning on or after 1 July 2011. The amendment requires additional disclosure about financial assets that have been transferred but not derecognised to enable the user of the Bank's financial statements to understand the relationship with those assets that have not been derecognised and their associated liabilities. In addition, the amendment requires disclosures about continuing involvement in derecognised assets to enable the user to evaluate the nature of, and risks associated with, the entity's continuing involvement in those derecognised assets. The amendment affects disclosure only and has no impact on the Bank's financial position or performance.

(In thousands of Kazakh tenge)

3. Summary of accounting policies (continued)

Future changes in accounting policies (continued)

Standards and interpretations issued but not yet effective (continued)

Amendments to IAS 12 "Income Taxes" – Deferred tax: Recovery of underlying assets

In December 2010 the IASB issued amendments to IAS 12 effective for annual periods beginning on or after 1 January 2012. The amendment clarified the determination of deferred tax on investment property measured at fair value. The amendment introduces a rebuttable presumption that deferred tax on investment property measured using the fair value model in IAS 40 should be determined on the basis that its carrying amount will be recovered through sale. Furthermore, it introduces the requirement that deferred tax on non-depreciable assets that are measured using the revaluation model in IAS 16 always be measured on a sale basis of the asset. The Bank now evaluates the impact of the adoption of these amendments.

Amendments to IAS 19 Employee Benefits

The IASB has published amendments to IAS 19 Employee Benefits, effective for annual periods beginning on or after 1 January 2013, which proposes major changes to the accounting for employee benefits, including the removal of the option for deferred recognition of changes in pension plan assets and liabilities (known as the "corridor approach"). In addition, these amendments will limit the changes in the net pension asset (liability) recognised in profit or loss to net interest income (expense) and service costs. The Bank expects that these amendments will have no impact on the Bank's financial position.

Amendments to IAS 1 Changes to the Presentation of Other Comprehensive Income

The amendments to IAS 1 Presentation of Financial Statements, effective for annual periods beginning on or after 1 July 2012, change the grouping of items presented in other comprehensive income. Items that could be reclassified (or 'recycled') to profit or loss at a future point in time (for example, upon derecognition or settlement) would be presented separately from items that will never be reclassified. These amendments will change presentation in the statement of comprehensive income but will have no effect on its financial position and performance.

Amendment to IFRS 1 Severe Hyperinflation and Removal of Fixed Dates for First-time Adopters

These amendments to IFRS 1, effective for annual periods beginning on or after 1 July 2011, introduce a new deemed cost exemption for entities that have been subject to severe hyperinflation. The Bank expects that these amendments will have no impact on the Bank's financial position.

4. Significant accounting judgments and estimates

Estimation uncertainty

In the process of applying the Bank's accounting policies, management has used its judgments and made estimates in determining the amounts recognised in the financial statements. The most significant use of judgments and estimates are as follows:

Fair value of financial instruments

Where the fair values of financial assets and financial liabilities recorded in the statement of financial position cannot be derived from active markets, they are determined using a variety of valuation techniques that include the use of mathematical models. The input to these models is taken from observable markets where possible, but where this is not feasible, a degree of judgment is required in establishing fair values.

Allowance for loan impairment

The Bank regularly reviews its loans and receivables to assess impairment. The Bank uses its experienced judgment to estimate the amount of any impairment loss in cases where a borrower is in financial difficulties and there are few available sources of historical data relating to similar borrowers. Similarly, the Bank estimates changes in future cash flows based on the observable data indicating that there has been an adverse change in the payment status of borrowers in a group, or national or local economic conditions that correlate with defaults on assets in the group. Management uses estimates based on historical loss experience for assets with credit risk characteristics and objective evidence of impairment similar to those in the group of loans and receivables. The Bank uses its experienced judgment to adjust observable data for a group of loans or receivables to reflect current circumstances.

*(In thousands of Kazakh tenge)***4. Significant accounting judgments and estimates (continued)****Estimation uncertainty (continued)***Adequacy of provisions for guarantees issued*

The Bank regularly reviews its exposures under guarantees and similar off balance sheet credit instruments issued. These instruments are assessed and provision made in a similar manner as for loans. The Bank uses its experienced judgment to adjust the provisions against guarantees issued based on probability of outflow of resources required to settle the obligation under the guarantee.

5. Cash and cash equivalents

Cash and cash equivalents comprise:

| | <i>2011</i> | <i>2010</i> |
|---|----------------|----------------|
| Cash on hand | 37,457 | 21,962 |
| Current accounts with the National Bank of the Republic of Kazakhstan | 468,704 | 542,880 |
| Obligatory reserve with the National Bank of the Republic of Kazakhstan | 8,094 | 10,369 |
| Cash and cash equivalents | 514,255 | 575,211 |

The Bank is required to maintain a non-interest earning cash deposit (obligatory reserve) with the National Bank of the Republic of Kazakhstan, the amount of which depends on the level of funds attracted by the Bank. These reserves are not restricted.

6. Amounts due from credit institutions

Amounts due from credit institutions comprise:

| | <i>2011</i> | <i>2010</i> |
|--|---------------|----------------|
| Time deposits with initial maturity over 90 days | 14,680 | 542,463 |
| Amounts due from credit institutions | 14,680 | 542,463 |

During 2011, the Bank placed deposits with Kazakhstan and CIS banks in various currencies. As of 31 December 2011, deposit amounted to KZT 13,189 thousand (2010: KZT 537,182 thousand) was placed on correspondent account with recognized CIS bank and KZT 1,491 thousand (2010: KZT 5,237 thousand) was placed on correspondent account with internationally recognized OECD bank.

7. Loans to customers

Loans to customers comprise:

| | <i>2011</i> | <i>2010</i> |
|---------------------------------|------------------|------------------|
| Corporate lending | 3,931,866 | 3,376,167 |
| Individual entrepreneurs | 512,573 | 417,760 |
| Small business lending | 41,868 | 61,456 |
| Consumer lending | 25,460 | 19,529 |
| Residential mortgages | 9,431 | 10,921 |
| Gross loans to customers | 4,521,198 | 3,885,833 |
| Less – Allowance for impairment | (293,745) | (242,069) |
| Loans to customers | 4,227,453 | 3,643,764 |

(In thousands of Kazakh tenge)

7. Loans to customers (continued)*Allowance for impairment of loans to customers*

A reconciliation of the allowance for impairment of loans to customers by class is as follows:

| | <i>Corporate lending 2011</i> | <i>Individual entreprene urs 2011</i> | <i>Small business lending 2011</i> | <i>Consumer lending 2011</i> | <i>Residential mortgages 2011</i> | <i>Total 2011</i> |
|--|---------------------------------------|---|--|--------------------------------------|---|-----------------------|
| At 1 January 2011 | 165,394 | 60,860 | 15,691 | 47 | 77 | 242,069 |
| Charge /(reversal) for the year | 31,049 | (7,899) | (744) | 1400 | (77) | 23,729 |
| Recoveries | 21,353 | 4,791 | 1,803 | – | – | 27,947 |
| At 31 December 2011 | 217,796 | 57,752 | 16,750 | 1,447 | – | 293,745 |
| Individual impairment | 217,796 | 57,752 | 16,750 | 1,447 | – | 293,745 |
| Gross amount of loans, individually determined to be impaired, before deducting any individually assessed impairment allowance | 1,277,290 | 60,141 | 16,966 | 4,547 | – | 1,358,944 |

| | <i>Corporate lending 2010</i> | <i>Individual entreprene urs 2010</i> | <i>Small business lending 2010</i> | <i>Consumer lending 2010</i> | <i>Residential mortgages 2010</i> | <i>Total 2010</i> |
|--|---------------------------------------|---|--|--------------------------------------|---|-----------------------|
| At 1 January 2010 | 57,562 | 21,181 | 5,460 | 17 | 27 | 84,247 |
| Charge for the year | 130,177 | 47,902 | 12,350 | 35 | 61 | 190,525 |
| Amortization of discount | (2,711) | (998) | (258) | – | – | (3,967) |
| Amounts written off | (19,634) | (7,225) | (1,861) | (5) | (11) | (28,736) |
| At 31 December 2010 | 165,394 | 60,860 | 15,691 | 47 | 77 | 242,069 |
| Individual impairment | 165,394 | 60,860 | 15,691 | 47 | 77 | 242,069 |
| Gross amount of loans, individually determined to be impaired, before deducting any individually assessed impairment allowance | 1,303,554 | 71,852 | 17,449 | 4,677 | 77 | 1,397,609 |

Interest income accrued on loans, for which impairment allowances have been recognized, for the year ended 31 December 2011, comprised KZT 32,709 thousand (2010 – KZT 21,145 thousand).

Collateral and other credit enhancements

The amount and type of collateral required depends on an assessment of the credit risk of the counterparty. Guidelines are implemented regarding the acceptability of types of collateral and valuation parameters.

The main types of collateral obtained are as follows:

- For commercial lending, charges over real estate properties, inventory and other,
- For retail lending, mortgages over residential properties.

Management monitors the market value of collateral, requests additional collateral in accordance with the underlying agreement, and monitors the market value of collateral obtained during its review of the adequacy of the allowance for loan impairment.

(In thousands of Kazakh tenge)

7. Loans to customers (continued)**Concentration of loans to customers**

As of 31 December 2011, the Bank had a concentration of loans represented by KZT 3,640,415 thousands due from the ten largest third party borrowers (81% of gross loan portfolio) (2010: KZT 2,360,645 thousands, 69% of gross loan portfolio). An allowance of KZT 49,911 thousands (2010: KZT 44,234 thousands) was recognized against these loans.

Loans have been extended to the following types of customers:

| | <i>2011</i> | <i>2010</i> |
|---------------------------|------------------|------------------|
| Private companies | 3,739,181 | 3,223,475 |
| Individual entrepreneurs | 454,821 | 391,736 |
| Individuals | 33,451 | 28,553 |
| Loans to customers | 4,227,453 | 3,643,764 |

Loans are made principally within Kazakhstan in the following industry sectors:

| | <i>2011</i> | <i>2010</i> |
|---------------------------------|------------------|------------------|
| Trading enterprises | 2,368,291 | 2,621,128 |
| Coal mining | 777,417 | 282,179 |
| Individuals | 488,272 | 420,289 |
| Agriculture and food processing | 226,993 | 14,066 |
| Services | 205,566 | 9,378 |
| Metal products manufacturing | 91,165 | 138,308 |
| Machine-building | 36,320 | — |
| Transport | 15,598 | 23,510 |
| Construction and maintenance | 3,151 | 8,569 |
| Wooden goods manufacturing | — | 74,142 |
| Other | 14,680 | 52,195 |
| Loans to customers | 4,227,453 | 3,643,764 |

8. Property and equipment

The movements in property and equipment were as follows:

| | <i>Land</i> | <i>Computers and office equipments</i> | <i>Furniture</i> | <i>Total</i> |
|---------------------------------|--------------|--|------------------|---------------|
| Cost | | | | |
| 31 December 2009 | — | 5,147 | 11,113 | 16,260 |
| Additions | — | 1,258 | 2,337 | 3,595 |
| Disposals | — | (1,355) | (801) | (2,156) |
| 31 December 2010 | — | 5,050 | 12,649 | 17,699 |
| Additions | 3,975 | 1,237 | 981 | 6,193 |
| Disposals | — | (1,864) | (960) | (2,824) |
| 31 December 2011 | 3,975 | 4,423 | 12,670 | 21,068 |
| Accumulated depreciation | | | | |
| 31 December 2009 | — | 2,747 | 4,501 | 7,248 |
| Depreciation charge | — | 1,325 | 2,336 | 3,661 |
| Disposals | — | (1,239) | (801) | (2,040) |
| 31 December 2010 | — | 2,833 | 6,036 | 8,869 |
| Depreciation charge | — | 1,301 | 2,365 | 3,666 |
| Disposals | — | (1,864) | (960) | (2,824) |
| 31 December 2011 | — | 2,270 | 7,441 | 9,711 |
| Net book value: | | | | |
| 31 December 2009 | — | 2,400 | 6,612 | 9,012 |
| 31 December 2010 | — | 2,217 | 6,613 | 8,830 |
| 31 December 2011 | 3,975 | 2,153 | 5,229 | 11,357 |

(In thousands of Kazakh tenge)

9. Intangible assets

The movements in intangible assets were as follows:

| | <i>Computer software and licenses</i> |
|---------------------------------|---|
| Cost | |
| 31 December 2009 | 17,625 |
| Additions | 9,635 |
| Disposals | (235) |
| 31 December 2010 | 27,025 |
| Additions | 3,449 |
| Disposals | (1,031) |
| 31 December 2011 | 29,443 |
| Accumulated amortisation | |
| 31 December 2009 | 10,069 |
| Depreciation charge | 2,524 |
| Disposals | (235) |
| 31 December 2010 | 12,358 |
| Depreciation charge | 4,077 |
| Disposals | (1,031) |
| 31 December 2011 | 15,404 |
| Net book value: | |
| 31 December 2009 | 7,556 |
| 31 December 2010 | 14,667 |
| 31 December 2011 | 14,039 |

10. Amounts due to customers

The amounts due to customers include the following:

| | <i>2011</i> | <i>2010</i> |
|--|----------------|----------------|
| Current accounts | 229,883 | 654,816 |
| Time deposits | 63,057 | 36,127 |
| Amounts due to customers | 292,940 | 690,943 |
| Held as security against guarantees | 12,178 | 5,345 |

At 31 December 2011, amounts due to customers of KZT 198,913 thousand (87%) were due to the ten largest customers (2010 – KZT 638,025 thousand (97%)).

Amounts due to customers include accounts with the following types of customers:

| | <i>2011</i> | <i>2010</i> |
|---------------------------------|----------------|----------------|
| Private enterprises | 243,226 | 673,915 |
| Employees | 49,627 | 11,667 |
| Other | 87 | 5,361 |
| Amounts due to customers | 292,940 | 690,943 |

An analysis of customer accounts by economic sector follows:

| | <i>2011</i> | <i>2010</i> |
|---------------------------------|----------------|----------------|
| Trade | 63,168 | 49,908 |
| Fuel | 59,391 | 568,656 |
| Machine building | 55,737 | 41,653 |
| Individuals | 49,627 | 11,683 |
| Agriculture | 18,777 | 1,008 |
| Manufacturing | 10,888 | 1,202 |
| Real estate construction | 9,684 | 14,804 |
| Transport and communication | 3,952 | 216 |
| Other | 21,716 | 1,813 |
| Amounts due to customers | 292,940 | 690,943 |

(In thousands of Kazakh tenge)

11. Subordinated loan

On 28 December 2011, the Bank secured KZT 100,000 thousand subordinated loan facility from Razrez Vskrishnoi LLP with an interest rate of 6.5% p.a. and a tenor of 7 years. The facility is unsecured and can be redeemed at face value prior to contractual maturity date.

As at 31 December 2010, the Bank had KZT 251,250 thousand subordinated loan facility from shareholders. The loan was convertible to the Bank's ordinary shares at discretion of the borrower before specified maturity date at an agreed upon exercise price of KZT 1,005. In February 2011, the Bank had exercised its option and converted the debt outstanding by delivering 250,000 of the Bank's ordinary shares thereby extinguishing its obligation to the shareholders.

12. Taxation

The corporate income tax expense comprises:

| | <i>2011</i> | <i>2010</i> |
|--|---------------|---------------|
| Current tax charge | 78,765 | 48,178 |
| Deferred tax charge (credit) – origination and reversal of temporary differences | 1,230 | (2,071) |
| Income tax expense | 79,995 | 46,107 |

Kazakhstani legal entities have to file individual corporate income tax declarations. Standard corporate income tax rate comprised 20% for 2011 and 2010. The effective income tax rate differs from the statutory income tax rates. A reconciliation of the income tax expense based on statutory rates with actual is as follows:

| | <i>2011</i> | <i>2010</i> |
|---|----------------|----------------|
| Profit before tax | 399,915 | 224,609 |
| Statutory tax rate | 20% | 20% |
| Theoretical income tax expense at the statutory rate | 79,983 | 44,922 |
| Non-deductible expenditures | 12 | 1,185 |
| Income tax expense | 79,995 | 46,107 |

Deferred tax assets and liabilities as of 31 December and their movements for the respective years comprise:

| | <i>Origination and reversal of temporary differences in the statement of comprehensive income</i> | | <i>Origination and reversal of temporary differences in the statement of comprehensive income</i> | | |
|--|---|-----------------|---|----------------|-----------------|
| | <i>2009</i> | | <i>2010</i> | | <i>2011</i> |
| Tax effect of deductible temporary differences: | | | | | |
| Accrued audit and consulting expense | 2,520 | (45) | 2,475 | (499) | 1,976 |
| Commission on guarantees | 18,645 | (17,130) | 1,515 | (458) | 1,057 |
| Unused vacation reserve | 879 | (230) | 649 | 61 | 710 |
| Amounts due from banks | 126 | 307 | 433 | (433) | — |
| Property, equipment and intangible assets | 154 | 143 | 297 | 531 | 828 |
| Other assets | 50 | (37) | 13 | 13 | 26 |
| Deferred tax asset | 22,374 | (16,992) | 5,382 | (785) | 4,597 |
| Tax effect of taxable temporary differences: | | | | | |
| Allowance for loan impairment | (21,629) | (5,636) | (27,265) | (1,395) | (28,660) |
| Provision for guarantees issued | (50,124) | 24,699 | (25,425) | 7,895 | (17,530) |
| Loans to customers | — | — | — | (6,945) | (6,945) |
| Deferred tax liability | (71,753) | 19,063 | (52,690) | (445) | (53,135) |
| Net Deferred tax liability | (49,379) | 2,071 | (47,308) | (1,230) | (48,538) |

(In thousands of Kazakh tenge)

13. Other impairment and provisions

The movements in other impairment allowances and provisions were as follows:

| | <i>Other assets</i> | <i>Guarantees</i> | <i>Total</i> |
|-------------------------|---------------------|-------------------|--------------|
| 31 December 2009 | — | 65,752 | 65,752 |
| Charge | 18 | 46,708 | 46,726 |
| Forex | | 10 | 10 |
| 31 December 2010 | 18 | 112,470 | 112,488 |
| Reversal | (18) | (10,117) | (10,135) |
| 31 December 2011 | — | 102,353 | 102,353 |

Allowance for impairment of assets is deducted from the carrying amounts of the related assets. Provisions for guarantees are recorded in liabilities.

14. Other assets and liabilities

Other assets comprise:

| | <i>2011</i> | <i>2010</i> |
|---|---------------|---------------|
| Prepayments for goods and services | 11,595 | 5,367 |
| Prepaid corporate income tax | 6,253 | 147 |
| Other | 2,517 | 5,480 |
| | 20,365 | 11,012 |
| Less – Allowance for impairment of other assets (Note 13) | — | (18) |
| Other assets | 20,365 | 10,944 |

Other liabilities comprise:

| | <i>2011</i> | <i>2010</i> |
|--|---------------|---------------|
| Deferred income on commission income from guarantee issued | 5,283 | 7,575 |
| Payable for professional services | 4,939 | 6,188 |
| Unused vacation reserves | 3,550 | 3,245 |
| Other | 755 | 4,318 |
| Other liabilities | 14,527 | 21,326 |

15. Equity

Movements in shares outstanding, issued and fully paid were as follows:

| | <i>Number of ordinary shares</i> | <i>Issue price</i> | <i>Total</i> |
|----------------------------------|--------------------------------------|--------------------|------------------|
| 31 December 2009 and 2010 | 3,000,000 | 1,005 | 3,015,000 |
| Increase in share capital | 250,000 | 1,005 | 251,250 |
| 31 December 2011 | 3,250,000 | 1,005 | 3,266,250 |

The share capital of the Bank was contributed by the shareholders in KZT and they are entitled to dividends and any capital distribution in KZT. Each ordinary share has one vote. In 2011 and 2010 the Bank did not declare or paid dividends.

In February 2011 the Bank converted subordinated loan from shareholders of KZT 1,005 thousand into 250,000 ordinary shares (Note 11).

16. Commitments and contingencies**Operating environment**

The Republic of Kazakhstan continues economic reforms and development of its legal, tax and regulatory frameworks as required by a market economy. The future stability of the economy of the Republic of Kazakhstan is largely dependent upon these reforms and developments and the effectiveness of economic, financial and monetary measures undertaken by the government.

The economy of the Republic of Kazakhstan has been affected by the global financial crisis. Despite some indications of recovery there continues to be uncertainty regarding further economic growth, access to capital and cost of capital, which could negatively affect the Bank's future financial position, results of operations and business prospects.

(In thousands of Kazakh tenge)

16. Commitments and contingencies (continued)**Operating environment (continued)**

Also, factors including increased reduced corporate liquidity and profitability, and increased corporate and personal insolvencies, have affected the Bank's borrowers' ability to repay the amounts due to the Bank. In addition, changes in economic conditions have resulted in deterioration in the value of collateral held against loans and other obligations. To the extent that information is available, the Bank has reflected revised estimates of expected future cash flows in its impairment assessment.

While Management of the Bank believes it is taking appropriate measures to support the sustainability of the Bank's business in the current circumstances, unexpected further deterioration in the areas described above could negatively affect the Bank's results and financial position in a manner not currently determinable.

Legal

In the ordinary course of business, the Bank is subject to legal actions and complaints. Management believes that the ultimate liability, if any, arising from such actions or complaints will not have a material adverse effect on the financial condition or the results of future operations of the Bank.

Taxation

The Bank's business activity is carried out in the Republic of Kazakhstan. Kazakhstani tax, currency and customs legislation as currently in effect is vaguely drafted and is subject to varying interpretations, selective and inconsistent application and changes, which can occur frequently, at short notice and may apply retrospectively. Management's interpretation of such legislation as applied to the transactions and activity of the Bank may be challenged by the relevant authorities. It is therefore possible that transactions and activities of the Bank that have not been challenged in the past may be challenged at any time in the future. As a result, significant additional taxes, penalties and interest may be assessed by the relevant authorities. Fiscal periods remain open and subject to review by the tax authorities for a period of five calendar years immediately preceding the year in which the decision to conduct a tax review is taken. Under certain circumstances tax reviews may cover longer periods.

As at 31 December 2011 Management believes that its interpretation of the relevant legislation is appropriate and that the Bank's tax, currency and customs positions will be sustained.

As of 31 December the Bank's commitments and contingencies comprised the following:

| | <i>2011</i> | <i>2010</i> |
|--|------------------|------------------|
| Credit related commitments | | |
| Guarantees issued | 1,395,674 | 1,079,502 |
| Undrawn loan commitments | 156,208 | 94,462 |
| | <u>1,551,882</u> | <u>1,173,964</u> |
| Operating lease commitments | | |
| Not later than 1 year | 35,208 | 37,116 |
| | <u>35,208</u> | <u>37,116</u> |
| Less – Provisions (note 13) | <u>(102,353)</u> | <u>(112,470)</u> |
| Commitments and contingencies (before deducting collateral) | 1,484,737 | 1,098,610 |
| Less – Cash held as security against guarantees (note 10) | <u>(12,178)</u> | <u>(5,345)</u> |
| Commitments and contingencies | <u>1,496,915</u> | <u>1,103,955</u> |

(In thousands of Kazakh tenge)

17. Net fee and commission income

Net fee and commission income comprises:

| | <i>2011</i> | <i>2010</i> |
|--------------------------------------|----------------|----------------|
| Guarantees | 26,169 | 121,442 |
| Currency conversion operations | 11,184 | 16,291 |
| Cash operations | 9,314 | 9,903 |
| Transfer operations | 5,715 | 5,306 |
| Customer accounts maintenance | 737 | 836 |
| Other | 2,264 | 3,159 |
| Fee and commission income | 55,383 | 156,937 |
| Transfer operations | (1,832) | (1,582) |
| Cash operations | (336) | (608) |
| Fee and commission expense | (2,168) | (2,190) |
| Net fee and commission income | 53,215 | 154,747 |

18. Personnel and other operating expenses

Personnel and other operating expenses comprise:

| | <i>2011</i> | <i>2010</i> |
|--|------------------|-----------------|
| Salaries and bonuses | (83,202) | (74,082) |
| Social security costs | (8,115) | (7,432) |
| Other employment taxes | (503) | (221) |
| Personnel expenses | (91,820) | (81,735) |
| Rent | (37,156) | (39,561) |
| Administrative expenses | (12,414) | (9,609) |
| Professional services | (11,895) | (15,576) |
| Other expenses on non(banking activities | (9,325) | (5,064) |
| Depreciation and amortization | (7,743) | (6,185) |
| Communication expenses | (6,515) | (5,580) |
| Security expenses | (5,528) | (5,563) |
| Business trip expenses | (3,716) | (3,276) |
| Advertising and marketing costs | (2,834) | (868) |
| Transportation expenses | (2,263) | (1,513) |
| Taxes, other than income tax | (963) | (414) |
| Cash collection expenses | (925) | (950) |
| Other | (6,377) | (3,608) |
| Other operating expenses | (107,654) | (97,767) |

19. Risk management**Introduction**

Risk is inherent in the Bank's activities but it is managed through a process of ongoing identification, measurement and monitoring, subject to risk limits and other controls. This process of risk management is critical to the Bank's continuing profitability and each individual within the Bank is accountable for the risk exposures relating to his or her responsibilities. The Bank is exposed to credit risk, liquidity risk and market risk, the latter being subdivided into trading and non-trading risks. It is also subject to operating risks.

The independent risk control process does not include business risks such as changes in the environment, technology and industry. They are monitored through the Bank's strategic planning process.

Risk management structure

The Board of Directors is ultimately responsible for identifying and controlling risks; however, there are separate independent bodies responsible for managing and monitoring risks.

Board of Directors

The Board of Directors is responsible for the overall risk management approach and for approving the risk strategies and principles.

(In thousands of Kazakh tenge)

19. Risk management (continued)

Introduction (continued)

Management Board

The Management Board has the responsibility to monitor the overall risk process within the Bank.

Assets and Liabilities Management Committee

The Assets and Liabilities Management Committee (“the ALMC”) has the overall responsibility for the development of the risk strategy and implementing principles, frameworks, policies and limits. It is responsible for the fundamental liquidity risk issues and manages and monitors relevant risk decisions.

Risk Management

The Risk Management Unit is responsible for implementing and maintaining risk related procedures to ensure an independent control process.

Bank Treasury

Bank Treasury is responsible for managing the Bank’s assets and liabilities and the overall financial structure. It is also primarily responsible for the funding and liquidity risks of the Bank.

Internal audit

Risk management processes throughout the Bank are audited annually by the internal audit function, that examines both the adequacy of the procedures and the Bank’s compliance with the procedures. Internal Audit discusses the results of all assessments with management, and reports its findings and recommendations to the Board of Directors of the Bank.

Risk measurement and reporting systems

The Bank’s risks are measured using a method which reflects both the expected loss likely to arise in normal circumstances and unexpected losses, which are an estimate of the ultimate actual loss based on statistical models. The models make use of probabilities derived from historical experience, adjusted to reflect the economic environment. The Bank also runs worst case scenarios that would arise in the event that extreme events which are unlikely to occur do, in fact, occur.

Monitoring and controlling risks is primarily performed based on limits established by the Bank. These limits reflect the business strategy and market environment of the Bank as well as the level of risk that the Bank is willing to accept, with additional emphasis on selected industries. In addition the Bank monitors and measures the overall risk bearing capacity in relation to the aggregate risk exposure across all risks types and activities.

Information compiled from all the businesses is examined and processed in order to analyse, control and identify early risks. This information is presented and explained to the Management Board, the Assets and Liabilities Management Committee, and the head of each business division. The report includes aggregate credit exposure, credit metric forecasts, hold limit exceptions, liquidity ratios and risk profile changes. On a monthly basis detailed reporting of industry, customer and geographic risks takes place. Senior management assesses the appropriateness of the allowance for credit losses on a quarterly basis. The Board of Directors receives a comprehensive risk report once a month which is designed to provide all the necessary information to assess and conclude on the risks of the Bank.

For all levels throughout the Bank, specifically tailored risk reports are prepared and distributed in order to ensure that all business divisions have access to extensive, necessary and up-to-date information.

A regular briefing is given to the Management Board and all other relevant employees of the Bank on the utilisation of credit limits, liquidity, plus any other risk developments.

Risk mitigation

As part of its overall risk management, the Bank monitors its’ exposures resulting from changes in interest rates, foreign currencies, credit risks, and exposures arising from forecast transactions.

The Bank actively uses collateral to reduce its credit risks (see below for more detail).

(In thousands of Kazakh tenge)

19. Risk management (continued)**Introduction (continued)***Excessive risk concentration*

Concentrations arise when a number of counterparties are engaged in similar business activities, or activities in the same geographic region, or have similar economic features that would cause their ability to meet contractual obligations to be similarly affected by changes in economic, political or other conditions. Concentrations indicate the relative sensitivity of the Bank's performance to developments affecting a particular industry or geographical location.

In order to avoid excessive concentrations of risks, the Bank's policies and procedures include specific guidelines to focus on maintaining a diversified portfolio. Identified concentrations of credit risks are controlled and managed accordingly.

Credit risk

Credit risk is the risk that the Bank will incur a loss because its customers, clients or counterparties failed to discharge their contractual obligations. The Bank manages and controls credit risk by setting limits on the amount of risk it is willing to accept for individual counterparties and for geographical and industry concentrations, and by monitoring exposures in relation to such limits.

The Bank has established a credit quality review process to provide early identification of possible changes in the creditworthiness of counterparties, including regular collateral revisions. Counterparty limits are established by the use of a credit risk classification system, which assigns each counterparty a risk rating. Risk ratings are subject to regular revision. The credit quality review process allows the Bank to assess the potential loss as a result of the risks to which it is exposed and take corrective action.

Credit - related commitments risks

The Bank makes available to its customers guarantees which may require that the Bank make payments on their behalf. Such payments are collected from customers based on the terms of the guarantees. They expose the Bank to similar risks to loans and these are mitigated by the same control processes and policies.

The maximum exposure to credit risk for the components of the statement of financial position before the effect of mitigation through the use of master netting and collateral agreements is best represented by their carrying amounts.

Credit quality per class of financial assets

The credit quality of financial assets is managed by the Bank internal credit ratings. The table below shows the credit quality by class of asset for loan-related lines in the statement of financial position, based on the Bank's credit rating system.

| | | <i>Neither past due</i> | <i>Past due but not</i> | <i>Individually</i> | <i>Total</i> |
|--------------------------------------|--------------|--------------------------|-------------------------|----------------------|------------------|
| | <i>Notes</i> | <i>nor impaired 2011</i> | <i>impaired 2011</i> | <i>impaired 2011</i> | <i>2011</i> |
| Cash and cash equivalents | | | | | |
| except cash on hand | 5 | 476,798 | — | — | 476,798 |
| Amounts due from credit institutions | 6 | 14,680 | — | — | 14,680 |
| Loans to customers | 7 | 3,022,210 | 140,044 | 1,358,944 | 4,521,198 |
| Corporate lending | | 2,514,531 | 140,044 | 1,277,290 | 3,931,865 |
| Individual entrepreneurs | | 452,433 | — | 60,141 | 512,574 |
| Small business lending | | 24,902 | — | 16,966 | 41,868 |
| Consumer lending | | 20,913 | — | 4,547 | 25,460 |
| Residential mortgages | | 9,431 | — | — | 9,431 |
| Total | | 3,513,688 | 140,044 | 1,358,944 | 5,012,676 |

(In thousands of Kazakh tenge)

19. Risk management (continued)**Credit risk (continued)**

| | | <i>Neither past due Notes nor impaired 2010</i> | <i>Past due but not impaired 2010</i> | <i>Individually impaired 2010</i> | <i>Total 2010</i> |
|---|---|---|---|---------------------------------------|-----------------------|
| Cash and cash equivalents except cash on hand | 5 | 553,249 | — | — | 553,249 |
| Amounts due from credit institutions | 6 | 542,463 | — | — | 542,463 |
| Loans to customers | 7 | 2,364,143 | 124,081 | 1,397,609 | 3,885,833 |
| Corporate lending | | 1,951,684 | 124,081 | 1,303,554 | 3,379,319 |
| Individual entrepreneurs | | 368,690 | — | 71,852 | 440,542 |
| Small business lending | | 18,535 | — | 17,449 | 35,984 |
| Consumer lending | | 17,205 | — | 4,677 | 21,882 |
| Residential mortgages | | 8,029 | — | 77 | 8,106 |
| Total | | 3,459,855 | 124,081 | 1,397,609 | 4,981,545 |

Past due loans to customers include those that are only past due by a few days. An analysis of past due loans, by age, is provided below. The majority of the past due loans are not considered to be impaired.

It is the Bank's policy to maintain accurate and consistent risk ratings across the credit portfolio. This facilitates focused management of the applicable risks and the comparison of credit exposures across all lines of business, geographic regions and products. The rating system is supported by a variety of financial analytics, combined with processed market information to provide the main inputs for the measurement of counterparty risk. All internal risk ratings are tailored to the various categories and are derived in accordance with the Bank's rating policy. The attributable risk ratings are assessed and updated regularly.

Aging analysis of past due but not impaired loans per class of financial assets

| | <i>Less than 30 days 2011</i> | <i>31 to 60 days 2011</i> | <i>61 to 90 days 2011</i> | <i>More than 90 days 2011</i> | <i>Total 2011</i> |
|--------------------|---------------------------------------|-----------------------------------|-----------------------------------|---------------------------------------|-----------------------|
| Loans to customers | | | | | |
| Corporate lending | — | 82,235 | 57,809 | — | 140,044 |
| Total | — | 82,235 | 57,809 | — | 140,044 |
| | <i>Less than 30 days 2010</i> | <i>31 to 60 days 2010</i> | <i>61 to 90 days 2010</i> | <i>More than 90 days 2010</i> | <i>Total 2010</i> |
| Loans to customers | | | | | |
| Corporate lending | — | 72,861 | 51,220 | — | 124,081 |
| Total | — | 72,861 | 51,220 | — | 124,081 |

See Note 7 for more detailed information with respect to the allowance for impairment of loans to customers.

Impairment assessment

The main considerations for the loan impairment assessment include whether any payments of principal or interest are overdue by more than 90 days or there are any known difficulties in the cash flows of counterparties, credit rating downgrades, or infringement of the original terms of the contract. The Bank determines the allowances appropriate for each loan on an individual basis. Items considered when determining allowance amounts include the sustainability of the counterparty's business plan, its ability to improve performance once a financial difficulty has arisen, projected receipts and the expected dividend payout should bankruptcy ensue, the availability of other financial support and the realisable value of collateral, and the timing of the expected cash flows. The impairment losses are evaluated at each reporting date, unless unforeseen circumstances require more careful attention.

Financial guarantees are assessed and provision made in a similar manner as for loans.

(In thousands of Kazakh tenge)

19. Risk management (continued)**Credit risk (continued)***Impairment assessment (continued)*

The geographical concentration of Bank’s monetary assets and liabilities is set out below:

| | 2011 | | | | 2010 | | | |
|--------------------------------------|-------------------------|--------------|--|------------------|-------------------------|--------------|--|------------------|
| | <i>Kazak- hstan</i> | <i>OECD</i> | <i>CIS and other foreign banks</i> | <i>Total</i> | <i>Kazak- hstan</i> | <i>OECD</i> | <i>CIS and other foreign banks</i> | <i>Total</i> |
| Assets: | | | | | | | | |
| Cash and cash equivalents | 514,255 | — | — | 514,255 | 575,211 | — | — | 575,211 |
| Amounts due from credit institutions | — | 1,491 | 13,189 | 14,680 | — | 5,237 | 537,226 | 542,463 |
| Loans to customers | 4,227,453 | — | — | 4,227,453 | 3,643,764 | — | — | 3,643,764 |
| | 4,741,708 | 1,491 | 13,189 | 4,756,388 | 4,218,975 | 5,237 | 537,226 | 4,761,438 |
| Liabilities: | | | | | | | | |
| Amounts due to customers | 292,575 | — | 365 | 292,940 | 690,560 | — | 383 | 690,943 |
| Other financial liabilities | 8,859 | 148 | 5 | 9,012 | 12,110 | 128 | 5 | 12,243 |
| Subordinated loan | 100,036 | — | — | 100,036 | 251,297 | — | — | 251,297 |
| | 401,470 | 148 | 370 | 401,988 | 953,967 | 128 | 388 | 954,483 |
| Net assets | 4,340,238 | 1,343 | 12,819 | 4,354,400 | 3,265,008 | 5,109 | 536,838 | 3,806,955 |

Liquidity risk and funding management

Liquidity risk is the risk that the Bank will be unable to meet its payment obligations when they fall due under normal and stress circumstances. To limit this risk, management has arranged diversified funding sources in addition to its core deposit base, manages assets with liquidity in mind, and monitors future cash flows and liquidity on a daily basis. This incorporates an assessment of expected cash flows and the availability of high grade collateral which could be used to secure additional funding if required.

The Bank maintains a cash deposit (obligatory reserve) with the National Bank, the amount of which depends on the level of customer funds attracted.

The Treasury Department is responsible for management of the current open position of the Bank. The Treasury performs the monitoring of the Bank’s balance sheet liquidity and any changes thereof. The Bank’s liquidity analysis is performed by the Treasury on monthly basis, and all members of the Assets and Liabilities Management Committee (“the ALMC”) are informed appropriately.

The Bank uses internal methodologies to analyze the Bank’s liquidity.

The ALMC performs weekly monitoring of liquidity risk by future expected cash flows – gap liquidity analysis. When the liquidity indicators worsen, the ALMC identifies the reasons and determines the strategy to mitigate the risk. The Risk Management Department performs regularly monitoring of compliance with the liquidity requirements determined by the Liquidity Management Policy, such as immediate, current, short-term, common and expected liquidity ratios.

Management of the Bank, mainly the Board of Directors and Management Board of the Bank, receives the information on the Bank’s current liquidity at least on monthly basis and, when the current or expected liquidity positions worsen, on immediate basis.

(In thousands of Kazakh tenge)

19. Risk management (continued)**Liquidity risk and funding management (continued)***Analysis of financial liabilities by remaining contractual maturities*

The tables below summarize the maturity profile of the Bank's financial liabilities at 31 December based on contractual undiscounted repayment obligations. Repayments which are subject to notice are treated as if notice were to be given immediately. However, the Bank expects that many customers will not request repayment on the earliest date the Bank could be required to pay and the table does not reflect the expected cash flows indicated by the Bank's deposit retention history.

| Financial liabilities | <i>Less than 3 months</i> | <i>3 to 12 months</i> | <i>1 to 5 years</i> | <i>Over 5 years</i> | <i>Total</i> |
|---|--------------------------------------|----------------------------------|--------------------------------|--------------------------------|---------------------|
| As at 31 December 2011 | | | | | |
| Amounts due to customers | 293,005 | — | — | — | 293,005 |
| Other liabilities | 523 | 8,489 | — | — | 9,012 |
| Subordinated loan | 1,119 | 4,875 | 25,874 | 113,433 | 145,301 |
| Total undiscounted financial liabilities | 294,647 | 13,364 | 25,874 | 113,433 | 447,318 |

| Financial liabilities | <i>Less than 3 months</i> | <i>3 to 12 months</i> | <i>1 to 5 years</i> | <i>Over 5 years</i> | <i>Total</i> |
|---|--------------------------------------|----------------------------------|--------------------------------|--------------------------------|---------------------|
| As at 31 December 2010 | | | | | |
| Amounts due to customers | 691,035 | — | — | — | 691,035 |
| Other liabilities | 2,810 | 9,433 | — | — | 12,243 |
| Subordinated loan | 251,775 | — | — | — | 251,775 |
| Total undiscounted financial liabilities | 945,620 | 9,433 | — | — | 955,053 |

The table below shows the contractual expiry by maturity of the Bank's financial commitments and contingencies. Each undrawn loan commitment is included in the time band containing the earliest date it can be drawn down. For issued financial guarantee contracts, the maximum amount of the guarantee is allocated to the earliest period in which the guarantee could be called.

| | <i>Less than 3 months</i> | <i>3 to 12 months</i> | <i>1 to 5 years</i> | <i>Over 5 years</i> | <i>Total</i> |
|-----------------------|--------------------------------------|----------------------------------|--------------------------------|--------------------------------|---------------------|
| 2011 (note 16) | 260,350 | 343,176 | 248,355 | 700,000 | 1,551,881 |
| 2010 (note 16) | 339,049 | 533,916 | 300,999 | — | 1,173,964 |

The Bank expects that not all of the contingent liabilities or commitments will be drawn before expiry of the commitments.

Market risk

Market risk is the risk that the fair value or future cash flows of financial instruments will fluctuate due to changes in market variables such as interest rates, foreign exchanges, and equity prices. The Bank has exposures to market risk into non-trading portfolios. Non-trading positions are managed and monitored using other sensitivity analysis. Except for the concentrations within foreign currency, the Bank has no significant concentration of market risk.

Interest rate risk

Interest rate risk arises from the possibility that changes in interest rates will affect future cash flows or the fair values of financial instruments. The Bank's exposure to interest rate risk is not significant as the Bank borrows and places its funds with fixed rates.

Currency risk

Currency risk is the risk that the value of a financial instrument will fluctuate due to changes in foreign exchange rates. The Management Board has set limits on positions by currency based on the National Bank regulations. The Management Board has set limits on positions by currency based on the National Bank regulations. Positions are monitored on a daily basis.

(In thousands of Kazakh tenge)

19. Risk management (continued)**Market risk (continued)***Currency risk (continued)*

The tables below indicate the currencies to which the Bank had significant exposure at 31 December on its non-trading monetary assets and liabilities and its forecast cash flows. The analysis calculates the effect of a reasonably possible movement of the currency rate against the Tenge, with all other variables held constant on the statement of comprehensive income - due to the fair value of currency sensitive non-trading monetary assets and liabilities). The effect on equity does not differ from the effect on the statement of comprehensive income. A negative amount in the table reflects a potential net reduction in statement of comprehensive income or equity, while a positive amount reflects a net potential increase.

| <i>Currency</i> | <i>Increase in currency rate in % 2011</i> | <i>Effect on profit before tax 2011</i> | <i>Change in currency rate in % 2010</i> | <i>Effect on profit before tax 2010</i> |
|-----------------|--|---|--|---|
| USD | 10.72 | 2,264 | 11.14 | (1,218) |
| EUR | 16.33 | 185 | 11.14 | 76 |
| RUB | 16.01 | 2,130 | 11.14 | (733) |

| <i>Currency</i> | <i>Decrease in currency rate in % 2011</i> | <i>Effect on profit before tax 2011</i> | <i>Change in currency rate in % 2010</i> | <i>Effect on profit before tax 2010</i> |
|-----------------|--|---|--|---|
| USD | (10.72) | (2,264) | (14.12) | 1,543 |
| EUR | (16.33) | (185) | (14.12) | (96) |
| RUB | (16.01) | (2,130) | (14.12) | 929 |

Operational risk

Operational risk is the risk of loss arising from systems failure, human error, fraud or external events. When controls fail to perform, operational risks can cause damage to reputation, have legal or regulatory implications, or lead to financial loss. The Bank cannot expect to eliminate all operational risks, but a control framework and monitoring and responding to potential risks could be effective tools to manage the risks. Controls should include effective segregation of duties, access, authorisation and reconciliation procedures, staff education and assessment processes, including the use of internal audit.

20. Maturity analysis of assets and liabilities

The table below shows an analysis of assets and liabilities according to when they are expected to be recovered or settled. See Note 19 “Risk management” for the Bank’s contractual undiscounted repayment obligations.

| | <i>2011</i> | | | <i>2010</i> | | |
|--------------------------------------|----------------------------|-------------------------------|------------------|----------------------------|-------------------------------|------------------|
| | <i>Within one year</i> | <i>More than one year</i> | <i>Total</i> | <i>Within one year</i> | <i>More than one year</i> | <i>Total</i> |
| Cash and cash equivalents | 514,255 | — | 514,255 | 575,211 | — | 575,211 |
| Amounts due from credit institutions | 14,680 | — | 14,680 | 542,463 | — | 542,463 |
| Loans to customers | 1,549,608 | 2,677,845 | 4,227,453 | 2,594,504 | 1,049,260 | 3,643,764 |
| Property and equipment | — | 11,357 | 11,357 | — | 8,830 | 8,830 |
| Intangible assets | — | 14,039 | 14,039 | — | 14,667 | 14,667 |
| Other assets | 20,365 | — | 20,365 | 10,994 | — | 10,994 |
| Total | 2,098,908 | 2,703,241 | 4,802,149 | 3,723,172 | 1,072,757 | 4,795,929 |
| Amounts due to customers | 292,940 | — | 292,940 | 690,943 | — | 690,943 |
| Deferred income tax liabilities | — | 48,538 | 48,538 | — | 47,308 | 47,308 |
| Provisions | 102,353 | — | 102,353 | 112,470 | — | 112,470 |
| Other liabilities | 14,527 | — | 14,527 | 21,326 | — | 21,326 |
| Subordinated loan | 36 | 100,000 | 100,036 | 251,297 | — | 251,297 |
| Total | 409,856 | 148,538 | 558,394 | 1,076,036 | 47,308 | 1,123,344 |
| Net | 1,689,052 | 2,554,703 | 4,243,755 | 2,647,136 | 1,025,449 | 3,672,585 |

(In thousands of Kazakh tenge)

21. Related party disclosures

In accordance with IAS 24 “Related Party Disclosures”, parties are considered to be related if one party has the ability to control the other party or exercise significant influence over the other party in making financial or operational decisions. In considering each possible related party relationship, attention is directed to the substance of the relationship, not merely the legal form.

Related parties may enter into transactions which unrelated parties might not, and transactions between related parties may not be effected on the same terms, conditions and amounts as transactions between unrelated parties.

The outstanding balances of related party transactions are as follows:

| | <i>2011</i> | | | | <i>2010</i> | | | |
|---|---------------------|--------------------------------------|---------------------------------|------------------------------|---------------------|--------------------------------------|---------------------------------|------------------------------|
| | <i>Shareholders</i> | <i>Entities under common control</i> | <i>Key management personnel</i> | <i>Other related parties</i> | <i>Shareholders</i> | <i>Entities under common control</i> | <i>Key management personnel</i> | <i>Other related parties</i> |
| Loans outstanding at 1 January, gross | – | 451,842 | 11,773 | 19,458 | 168,136 | 419,703 | 8,503 | 4,696 |
| Loans issued during the year | – | 1,235,582 | 8,800 | 3,500 | – | 374,728 | 8,338 | 16,350 |
| Loan repayments during the year | – | (1,522,214) | (9,155) | (6,007) | (168,136) | (342,589) | (5,068) | (1,588) |
| Other movements | – | (151,915) | (367) | (6,002) | – | – | – | – |
| Loans outstanding at 31 December, gross | – | 13,295 | 11,051 | 10,949 | – | 451,842 | 11,773 | 19,458 |
| Less: allowance for impairment at 31 December | – | – | – | – | – | (1,125) | (29) | (48) |
| Loans outstanding at 31 December, net | – | 13,295 | 11,051 | 10,949 | – | 450,717 | 11,744 | 19,410 |
| Current accounts at 31 December | – | 61,121 | – | 132 | – | – | – | 607,750 |
| Subordinated loan at 31 December | – | – | – | – | 251,297 | – | – | – |

The income and expense arising from related party transactions are as follows:

| | <i>For the year ended 31 December</i> | | | | | | |
|---------------------------------------|---------------------------------------|---------------------------------|------------------------------|---------------------|--------------------------------------|---------------------------------|------------------------------|
| | <i>2011</i> | | | | <i>2010</i> | | |
| | <i>Entities under common control</i> | <i>Key management personnel</i> | <i>Other related parties</i> | <i>Shareholders</i> | <i>Entities under common control</i> | <i>Key management personnel</i> | <i>Other related parties</i> |
| Interest income on loans | 31,520 | 1,183 | 2,535 | 18,066 | 41,443 | 1,046 | 9,642 |
| Interest expense on subordinated debt | – | – | – | (1,646) | – | – | – |
| Fee and commission income | – | – | 14,843 | – | – | – | 17,008 |
| Other operating expenses | – | – | (4,200) | – | – | – | (23,151) |

Compensation of key management personnel was comprised of the following:

| | <i>2011</i> | <i>2010</i> |
|--|---------------|---------------|
| Salaries and other short-term benefits | 23,676 | 36,182 |
| Social security costs | 479 | 978 |
| Total key management personnel compensation | 24,155 | 37,160 |

(In thousands of Kazakh tenge)

22. Capital adequacy*Capital adequacy*

The Bank maintains an actively managed capital base to cover risks inherent in the business. The adequacy of the Bank's capital is monitored using prudential norms established by the Committee on Regulation and Supervision of the financial market and financial organizations of the National Bank of the Republic of Kazakhstan (hereinafter - the "FMSC") in supervising the Bank.

During 2011, the Bank had complied in full with all its imposed capital requirements by FMSC.

The primary objectives of the Bank's capital management are to ensure that the Bank complies with externally imposed capital requirements and that the Bank maintains adequate capital ratios in order to support its business and to maximise shareholders' value.

The Bank manages its capital structure and makes adjustments to it in the light of changes in economic conditions and the risk characteristics of its activities. In order to maintain or adjust the capital structure, the Bank may adjust the amount of dividend payment to shareholders, return capital to shareholders or issue capital securities. No changes were made in the objectives, policies and processes from the previous years.

FMSC capital adequacy ratio

The Bank manages its capital structure and makes adjustments to it in the light of changes in economic conditions and the risk characteristics of its activities. No changes were made in the objectives, policies and processes from the previous years.

FMSC requires banks to maintain a tier 1 capital adequacy ratio k1-1 and k1-2 of not less than 5% from all assets according to FMSC and a tier 2 capital adequacy ratio (k-2) of not less than 10% from risk-weighted assets, commitments and contingencies and operational risks. As at 31 December 2011 and 2010 assets, the Bank's capital adequacy ratio on this basis exceeded the statutory minimum.

As of 31 December 2011 and 2010, the Bank's capital adequacy ratio on this basis was as follows:

| | <i>2011</i> | <i>2010</i> |
|--|------------------|-------------|
| Tier 1 capital | 3,923,835 | 3,672,585 |
| Tier 2 capital | 166,948 | 312,079 |
| Total capital | 4,090,783 | 3,984,664 |
| Risk weighted assets; commitments and contingencies | 5,391,687 | 4,866,285 |
| Operational risk | 293,599 | 170,639 |
| Capital adequacy ratio (k1-1) | 82% | 76% |
| Capital adequacy ratio (k1-2) | 69% | 64% |
| Capital adequacy ratio (k2) | 72% | 79% |