## JSC Bank TuranAlem and subsidiaries

## **Consolidated Financial Statements**

Years ended December 31, 2007 and 2006 together with Independent Auditors' Report

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## INDEPENDENT AUDITORS' REPORT

To the Shareholders and Board of Directors of JSC Bank Turan Alem

We have audited the accompanying consolidated financial statements of JSC Bank TuranAlem and its subsidiaries (the "Group"), which comprise the consolidated balance sheets as at December 31, 2007 and 2006, and the consolidated statements of income, consolidated statements of changes in equity and consolidated statements of cash flows for the years then ended, and a summary of significant accounting policies and other explanatory notes.

## Management's Responsibility for the Consolidated Financial Statements

Management is responsible for the preparation and fair presentation of these consolidated financial statements in accordance with International Financial Reporting Standards. This responsibility includes: designing, implementing and maintaining internal control relevant to the preparation and fair presentation of consolidated financial statements that are free from material misstatement, whether due to fraud or error; selecting and applying appropriate accounting policies; and making accounting estimates that are reasonable in the circumstances.

## Auditors' Responsibility

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

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the 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 consolidated financial statements present fairly, in all material respects, the financial position of the Group as at December 31, 2007 and 2006, and its financial performance and its cash flows for the years then ended in accordance with International Financial Reporting Standards.

March 26, 2007

Ermt & Young LLP

## CONSOLIDATED BALANCE SHEETS AS AT DECEMBER 31,

(Millions of Kazakhstani tenge)

|   | Notes | 2007          | 2006      | 2005    |
|---|-------|---------------|-----------|---------|
| Assets  |       |               |           |         |
| Cash and cash equivalents                             | 6     | 99,723        | 193,640   | 119,131 |
| Obligatory reserves                                   | 7     | 168,242       | 125,573   | 10,791  |
| Financial assets at fair value through profit or loss | 8     | 112,175       | 221,534   | 110,252 |
| Amounts due from credit institutions                  | 9     | 107,589       | 87,452    | 23,676  |
| Derivative financial assets                           | 10    | 31,397        | 3,457     | -       |
| Available-for-sale investment securities              | 11    | 26,422        | 49,723    | 42,406  |
| Loans to customers                                    | 12    | 2,379,810     | 1,343,414 | 680,385 |
| Investments in associates                             | 13    | 67,767        | 5,996     | 2,205   |
| Property and equipment                                |       | 13,433        | 7,480     | 1,940   |
| Goodwill  | 14    | 37,557        | 22,849    | 26      |
| Current income tax asset                              |       | _             | 890       | -       |
| Deferred tax assets                                   | 16    | 683           | =         | ==      |
| Other assets  |       | 19,819        | 13,134    | 6,993   |
| Total assets  | _     | 3,064,617     | 2,075,142 | 997,805 |
| Liabilities   |       |               |           |         |
| Amounts due to the Government and the NBK             | 17    | 913           | 706       | 844     |
| Amounts due to credit institutions                    | 18    | 835,304       | 625,146   | 293,047 |
| Derivative financial liabilities                      | 10    | 5,528         | 34        | 128     |
| Amounts due to customers                              | 19    | 652,508       | 528,192   | 306,714 |
| Debt securities issued                                | 20    | 1,084,445     | 707,098   | 300,009 |
| Deferred tax liability                                | 16    |               | 1,105     |         |
| Other liabilities                                     | -     | 33,888        | 18,243    | 9,955   |
| Total liabilities                                     | =     | 2,612,586     | 1,880,524 | 910,697 |
| Equity  | 21    |               |           |         |
| Issued capital:                                       |       |               |           |         |
| -common shares  |       | 303,427       | 116,451   | 49,614  |
| -preferred shares                                     |       | Consent Conse | 2=        | 5,834   |
| Treasury shares                                       |       | (555)         | (2,840)   | (281)   |
| Securities revaluation reserve                        |       | (195)         | 335       | 492     |
| Foreign currency translation reserve                  |       | 104           | (45)      | 4       |
| Property and equipment revaluation reserve            |       | _             | :=        | 18      |
| Retained earnings                                     |       | 129,938       | 68,584    | 30,213  |
| Equity attributable to shareholders of the parent     |       | 432,719       | 182,485   | 85,890  |
| Minority interest                                     |       | 19,312        | 12,133    | 1,218   |
| Total equity  | ===   | 452,031       | 194,618   | 87,108  |
| Total liabilities and equity                          | =     | 3,064,617     | 2,075,142 | 997,805 |

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

Roman V. Solodchenko

Chairman of the Board

Saule S. Yusupova

hief Accountant

March 26, 2008

The accompanying notes on pages 7 to 65 are an integral part of these consolidated financial statements.

## CONSOLIDATED STATEMENTS OF INCOME FOR THE YEARS ENDED DECEMBER 31,

(Millions of Kazakhstani tenge)

| _  | Notes | 2007              | 2006             | 2005                      |
|--|-------|-------------------|------------------|---------------------------|
| Interest income  |       |                   |                  |                           |
| Loans  |       | 291,724           | 116,368          | 69,789                    |
| Securities   |       | 14,587            | 9,470            | 6,524                     |
| Deposits with other banks  |       | 17,137            | 6,851            | 1,973                     |
|  |       | 323,448           | 132,689          | 78,286                    |
| Interest expense   |       |                   |                  |                           |
| Debt securities issued   |       | (85,683)          | (36,954)         | (20,969)                  |
| Deposits from customers  |       | (39,935)          | (20,080)         | (13,575)                  |
| Deposits and loans from credit institutions                        |       | (53,661)          | (24,191)         | (11,155)                  |
|  |       | (179,279)         | (81,225)         | (45,699)                  |
| Net interest income before impairment                              | 0.42  | 144,169           | 51,464           | 32,587                    |
| Impairment charge  | 9,12  | (67,810)          | (33,195)         | (15,359)                  |
| Net interest income  |       | 76,359            | 18,269           | 17,228                    |
| Fee and commission income  | 23    | 28,489            | 25,106           | 12,943                    |
| Fee and commission expense   | 23    | (1,057)           | (629)            | (489)                     |
| Fees and commissions   | 23    | 27,432            | 24,477           | 12,454                    |
|  |       |                   |                  |                           |
| Net trading income   | 24    | 2,503             | 16,584           | 2,889                     |
| Gains less losses from foreign currencies:                         |       | 2 512             | F 202            | 2 102                     |
| - dealing  |       | 2,512             | 5,323            | 2,103                     |
| - translation differences  |       | 19,884            | 6,888            | (1,183)                   |
| Income from insurance operations Expense from insurance operations |       | 12,539<br>(9,222) | 6,219<br>(6,356) | 5,262<br>(4,723)          |
| Share of income of associates                                      | 2     | 4,234             | 2,364            | ( <del>4,</del> 723)<br>7 |
| Excess of acquirer's interest in the net fair value of             | 2     | 4,234             | 2,504            | /                         |
| acquiree's identifiable assets, liabilities and contingent         |       |                   |                  |                           |
| liabilities over cost  |       | _                 | 1,136            | _                         |
| Other (loss)/income  |       | (62)              | (171)            | 1,132                     |
| Non interest income  |       | 32,388            | 31,987           | 5,487                     |
|  |       | <u> </u>          | 2-,- 01          | 2,101                     |
| Salaries and other employee benefits                               | 25    | (25,744)          | (11,320)         | (6,930)                   |
| Administrative and other operating expenses                        | 25    | (23,400)          | (14,174)         | (7,083)                   |
| Depreciation and amortisation                                      |       | (2,314)           | (900)            | (892)                     |
| Taxes other than income tax  |       | (3,469)           | (1,520)          | (1,051)                   |
| Loss on disposal of subsidiaries                                   |       | (249)             | (19)             | (850)                     |
| Other provisions   | 15    | (4,705)           | (2,566)          | (1,642)                   |
| Obligatory insurance of individuals' deposits                      |       | (1,761)           | (604)            | (446)                     |
| Non interest expense   |       | (61,642)          | (31,103)         | (18,894)                  |
| Income before income tax expense                                   |       | 74,537            | 43,630           | 16,275                    |
| Income tax expense   | 16    | (9,832)           | (4,552)          | (1,569)                   |
| Not in some after in some to                                       |       | CA 705            | 20.079           | 14707                     |
| Net income after income tax Attributable to:                       |       | 64,705            | 39,078           | 14,706                    |
| Equity holders of the parent                                       |       | 61,354            | 38,498           | 14,307                    |
| Minority interest in net income                                    |       | 3,351             | 580              | 399                       |
| Net income   |       | 64,705            | 39,078           | 14,706                    |
|  |       | •                 | •                | <u> </u>                  |
| Basic earnings per share (in Kazakhstani Tenge)                    | 26    | 8,143             | 8,640            | 5,238                     |
| Diluted earnings per share (in Kazakhstani Tenge)                  | 26    | 8,143             | 8,360            | 4,866                     |

The accompanying notes on pages 7 to 65 are an integral part of these consolidated financial statement

## CONSOLIDATED STATEMENTS OF CHANGES IN EQUITY FOR THE YEARS ENDED DECEMBER 31, 2007 AND 2006

(Millions of Kazakhstani Tenge)

|  | Issued<br>capital-<br>common<br>shares | Issued<br>capital-<br>preferred<br>shares | Treasury<br>stock | Property and equipment revaluation reserve | Available-for-<br>sale<br>securities<br>revaluation<br>reserve | Retained<br>earnings | Total  | Minority<br>interest | Total<br>equity |
|--|--|---|-------------------|--|--|----------------------|--------|----------------------|-----------------|
| January 1, 2005  | 27,714                                 | 1,460                                     | (449)             | 2,054                                      | 375  | 14,099               | 45,253 | 1,667                | 46,920          |
| Fair value change of available-for-sale securities, net of tax                                     | _                                      | _   | ` _               | _  | 535  | _                    | 535    | _                    | 535             |
| Realised fair value change of available-for-sale securities  | _                                      | _   | _                 | _  | (418)  | _                    | (418)  | _                    | (418)           |
| Release of property and equipment revaluation reserve on   |  |   |                   |  |  |                      |        |                      |                 |
| usage of previously revalued assets  | _                                      | _   | _                 | (133)                                      | _  | 133                  | _      | _                    | _               |
| Release of property and equipment revaluation reserve on<br>disposal of previously revalued assets | _                                      | _   | _                 | (1,903)                                    | -  | 1,903                | _      | _                    |                 |
| Total income recognized directly in equity   | _                                      | _   | _                 | (2,036)                                    | 117  | 2,036                | 117    | _                    | 117             |
| Net income   | _                                      | _   | _                 | _  | _  | 14,307               | 14,307 | 399                  | 14,706          |
| Total income   | _                                      | _   | _                 | (2,036)                                    | 117  | 16,343               | 14,424 | 399                  | 14,823          |
| Issue of common shares   | 21,900                                 | _   | _                 | _  | _  | _                    | 21,900 | _                    | 21,900          |
| Issue of preferred shares  | _                                      | 4,374                                     | _                 | _  | _  | _                    | 4,374  | _                    | 4,374           |
| Purchase of treasury shares  | _                                      | _   | 466               | _  | _  | _                    | 466    | _                    | 466             |
| Issue of treasury shares   | _                                      | _   | (298)             | _  | _  | _                    | (298)  | _                    | (298)           |
| Dividends – preferred shares   | _                                      | _   | _                 | _  | _  | (229)                | (229)  | (20)                 | (249)           |
| Minority interest on acquisition   | _                                      | _   | _                 | _  | _  | _                    | _      | 762                  | 762             |
| Minority interest on disposal  | _                                      | _   | _                 | _  | _  | _                    | _      | (1,590)              | (1,590)         |
| December 31, 2005  | 49,614                                 | 5,834                                     | (281)             | 18   | 492  | 30,213               | 85,890 | 1,218                | 87,108          |

The accompanying notes on pages 7 to 65 are an integral part of these consolidated financial statements

JSC Bank TuranAlem

## CONSOLIDATED STATEMENTS OF CHANGES IN EQUITY FOR THE YEARS ENDED DECEMBER 31, 2007 AND 2006 (continued)

(Millions of Kazakhstani Tenge)

|  | Issued<br>capital-<br>common<br>shares | Issued<br>capital-<br>preferred<br>shares | Treasury<br>shares | Property<br>and<br>equipment<br>revaluation<br>reserve | Available-<br>for-sale<br>investment<br>securities<br>revaluation<br>reserve | Foreign<br>currency<br>translation<br>reserve | Retained<br>earnings | Total   | Minority<br>interest | Total<br>equity |
|--|--|---|--------------------|--|--|---|----------------------|---------|----------------------|-----------------|
| January 1, 2006  | 49,614                                 | 5,834                                     | (281)              | 18   | 492  | _   | 30,213               | 85,890  | 1,218                | 87,108          |
| Fair value change of available-for-sale securities, net of tax | _                                      | _   | _                  | _  | (157)  | _   | _                    | (157)   | 10                   | (147)           |
| Release of property and equipment revaluation reserve on       |  |   |                    |  |  |   |                      |         |                      |                 |
| usage of previously revalued assets                            | _                                      | _   | _                  | (18)   | _  | _   | 18                   | _       | _                    | _               |
| Foreign currency translation                                   | _                                      | _   | _                  | _  | _  | (45)  | _                    | (45)    | _                    | (45)            |
| Total loss recognized directly in equity                       | _                                      | _   | _                  | (18)   | (157)  | (45)  | 18                   | (202)   | 10                   | (192)           |
| Net income   | _                                      | _   | _                  | _  | _  | _   | 38,498               | 38,498  | 580                  | 39,078          |
| Total income   | _                                      | _   | _                  | (18)   | (157)  | (45)  | 38,516               | 38,296  | 590                  | 38,886          |
| Issue of common shares   | 50,184                                 | _   | _                  | _  | _  | _   | _                    | 50,184  | _                    | 50,184          |
| Issue of preferred shares                                      | _                                      | 5,238                                     | _                  | _  | _  | _   | _                    | 5,238   | _                    | 5,238           |
| Purchase of treasury shares                                    | _                                      | _   | (3,755)            | _  | _  | _   | _                    | (3,755) | _                    | (3,755)         |
| Issue of treasury shares                                       | _                                      | _   | 1,196              | _  | _  | _   | _                    | 1,196   | _                    | 1,196           |
| Dividends – preferred shares                                   | _                                      | _   | _                  | _  | _  | _   | (145)                | (145)   | _                    | (145)           |
| Conversion of preferred shares into common shares:             |  |   |                    |  |  | _   |                      |         |                      |                 |
| -Previously classified as equity                               | 11,072                                 | (11,072)                                  | _                  | _  | _  | _   | _                    | _       | _                    | _               |
| -Previously classified as liability                            | 5,581                                  | _ `                                       | _                  | _  | _  | _   | _                    | 5,581   | _                    | 5,581           |
| Minority interest on acquisition                               | _                                      | _   | _                  | _  | _  | _   | _                    | _       | 11,079               | 11,079          |
| Minority interest on disposal                                  | _                                      | _   | _                  | _  | _  | _   | _                    | _       | (754)                | (754)           |
| December 31, 2006  | 116,451                                | _   | (2,840)            | _  | 335  | (45)  | 68,584               | 182,485 | 12,133               | 194,618         |

The accompanying notes on pages 7 to 65 are an integral part of these consolidated financial statement

# CONSOLIDATED STATEMENTS OF CHANGES IN EQUITY FOR THE YEARS ENDED DECEMBER 31, 2007 AND 2006 (continued)

(Millions of Kazakhstani Tenge)

|   |                 |          | Available-for- |             |          |         |          |         |
|---|-----------------|----------|----------------|-------------|----------|---------|----------|---------|
|   |                 | S        | ale investment | Foreign     |          |         |          |         |
|   |                 |          | securities     | currency    |          |         |          |         |
|   | Issued capital- | Treasury | revaluation    | translation | Retained |         | Minority | Total   |
|   | common shares   | shares   | reserve        | reserve     | earnings | Total   | interest | equity  |
| January 1, 2007   | 116,451         | (2,840)  | 335            | (45)        | 68,584   | 182,485 | 12,133   | 194,618 |
| Fair value change of available-for-sale securities, net of tax  | _               | _        | 56             | _           | _        | 56      | 48       | 104     |
| Amortization of revaluation loss on available-for-sale          |                 |          |                |             |          |         |          |         |
| securities reclassified to held-to-maturity securities          |                 |          |                |             |          |         |          |         |
| (unaudited)   | _               | _        | 106            | _           | _        | 106     | _        | 106     |
| Release of available-for-sale securities revaluation reserve or | 1               |          |                |             |          |         |          |         |
| disposal of previously revalued assets (unaudited)              | _               | -        | (692)          | _           | _        | (692)   | -        | (692)   |
| Foreign currency translation                                    |                 | _        | _              | 149         | _        | 149     | _        | 149     |
| Total income (loss) recognized directly in equity               | -               | -        | (530)          | 149         | _        | (381)   | 48       | (333)   |
| Net income  |                 | _        | _              | _           | 61,354   | 61,354  | 3,351    | 64,705  |
| Total income  | _               | _        | (530)          | 149         | 61,354   | 60,973  | 3,399    | 64,372  |
| Issue of common shares  | 186,976         | _        | _              | _           | _        | 186,976 | _        | 186,976 |
| Purchase of treasury shares                                     | _               | (3,645)  | _              | _           | _        | (3,645) | _        | (3,645) |
| Issue of treasury shares  | _               | 5,930    | _              | _           | _        | 5,930   | _        | 5,930   |
| Contribution to subsidiaries                                    |                 |          |                |             |          |         | 8,515    | 8,515   |
| Minority interest on acquisition                                | _               | _        | _              | _           | _        | _       | 988      | 988     |
| Minority interest on disposal                                   |                 | _        | _              | _           | _        | _       | (5,723)  | (5,723) |
| December 31, 2007   | 303,427         | (555)    | (195)          | 104         | 129,938  | 432,719 | 19,312   | 452,031 |

The accompanying notes on pages 7 to 65 are an integral part of these consolidated financial statement

## CONSOLIDATED STATEMENTS OF CASH FLOWS FOR THE YEARS ENDED DECEMBER 31,

(Millions of Kazakhstani Tenge)

| (11111110113 0) Γαιζακεισιατί Τουβο                              | Notes    | 2007        | 2006      | 2005      |
|--|----------|-------------|-----------|-----------|
| Cash flows from operating activities:                            |          |             |           |           |
| Interest received  |          | 250,757     | 111,570   | 53,805    |
| Interest paid  |          | (164,573)   | (69,726)  | (39,405)  |
| Income received from trading in foreign currencies               |          | 2,512       | 5,322     | 1,977     |
| Fee and commission received                                      |          | 28,074      | 23,924    | 12,497    |
| Fee and commission paid  |          | (538)       | (831)     | (486)     |
| Cash paid for insurance operations                               |          | (2,139)     | (1,466)   | (1,344)   |
| Cash received from insurance operations                          |          | 9,333       | 4,829     | 4,376     |
| Cash paid to employees   |          | (19,681)    | (7,723)   | (5,798)   |
| Recovery of loans previously written-off                         | 9,12     | 5,822       | 1,906     | 3,582     |
| Cash paid for obligatory deposits insurance                      |          | (1,761)     | (604)     | (446)     |
| Operating expenses paid  | _        | (28,849)    | (17,965)  | (6,901)   |
| Cash flows provided by operating activities before changes in    |          |             | 40.004    | 24.055    |
| operating assets and liabilities                                 |          | 78,957      | 49,236    | 21,857    |
| Net cash increase/decrease from operating assets and liabilities |          | /20 == A    | (101.511) | (= 0 = 0) |
| Net increase in obligatory reserves                              |          | (38,751)    | (101,311) | (3,820)   |
| Net increase in financial assets at fair value at profit or loss |          | 109,168     | (82,117)  | (2,593)   |
| Net increase in due from credit institutions                     |          | (19,471)    | (48,534)  | (17,910)  |
| Net increase in loans to customers                               |          | (1,083,061) | (541,937) | (263,486) |
| Net increase in other assets, including prepaid taxes            |          | (7,033)     | (4,050)   | (1,157)   |
| Net decrease in due to government                                |          | 44          | (898)     | (3,578)   |
| Net increase in due to credit institutions                       |          | 226,124     | 297,708   | 152,693   |
| Net increase in due to customers                                 |          | 128,468     | 188,328   | 70,558    |
| Income tax paid  |          | (11,756)    | (5,157)   | (1,300)   |
| Net (decrease)/ increase in other liabilities                    | _        | 4,815       | (12,289)  | (5,936)   |
| Net cash used in operating activities                            | _        | (612,496)   | (261,021) | (54,672)  |
| Cash flows from investing activities                             |          |             |           |           |
| Acquisition of investment securities available-for-sale          |          | 20,456      | (828)     | (17,275)  |
| Acquisition/disposal of subsidiaries                             |          | (20,344)    | (31,259)  | 1,944     |
| Investment in associates   |          | (57,537)    | (1,896)   | (3,742)   |
| Acquisition of property and equipment                            |          | (14,774)    | (6,687)   | (5,487)   |
| Proceeds from disposal of property and equipment                 | _        | 6,615       | 2,323     | 4,505     |
| Net cash used in investing activities                            | _        | (65,584)    | (38,347)  | (20,055)  |
| Cash flows from financing activities                             |          |             |           |           |
| Net proceeds from debt securities issued                         |          | 384,933     | 323,371   | 115,573   |
| Dividends paid   |          | -           | (26)      | (229)     |
| Proceeds from sale of common shares                              |          | 186,977     | 50,184    | 21,900    |
| Proceeds from sale of preferred shares                           |          | _           | 5,238     | 4,374     |
| Contribution to subsidiaries by minorities                       |          | 8,515       | _         | _         |
| Purchase of treasury shares                                      |          | 2,285       | (3,755)   | (298)     |
| Proceeds from sale of treasury shares                            | _        | _           | 1,196     | 466       |
| Net cash from financing activities                               | <u>_</u> | 582,710     | 376,208   | 141,786   |
| Effect of exchange rate changes on cash and cash equivalents     | <u>_</u> | 1,453       | (2,331)   | 332       |
| Net increase in cash and cash equivalents                        |          | (93,917)    | 74,509    | 67,391    |
| Cash and cash equivalents at beginning of the year               |          | 193,640     | 119,131   | 51,740    |
| Cash and cash equivalents at the end of the year                 | 6        | 99,723      | 193,640   | 119,131   |
| Non-cash transactions:   |          |             |           |           |
| Conversion of preferred shares into common shares:               |          |             |           |           |
| -Previously classified as equity                                 |          | _           | 5,655     | _         |
| -Previously classified as liability                              |          | _           | 5,581     | _         |
| Deconsolidation of subsidiary                                    |          | 249         | -<br>-    | _         |
| Deconsolidation of subsidiary                                    |          | 417         |           |           |

The accompanying notes on pages 7 to 65 are an integral part of these consolidated financial statements.

## 1. Principal activities

JSC Bank TuranAlem and its subsidiaries (together the "Group") provide retail and corporate banking services, insurance services, leasing and other financial services in Kazakhstan and Russian Federation. The parent company of the Group is joint stock company Bank TuranAlem (the "Bank"). The Bank is incorporated and domiciled in the Republic of Kazakhstan. Note 2 lists the Bank's subsidiaries.

The address of the Bank's registered office is: 97 Zholdasbekov Street, Samal-2, Almaty, 050051, Republic of Kazakhstan.

The Bank accepts deposits from the public and extends credit, transfers payments within Kazakhstan and abroad, exchanges currencies and provides other banking services to its commercial and retail customers. In addition, the Group is authorized to accept pension fund deposits. The Bank has a primary listing in the Kazakhstani Stock Exchange ("KASE"). Certain of the Group's debt securities are listed on the Luxemburg Stock Exchange and London Stock Exchange with a secondary listing on the KASE. Its head office is located in Almaty, Kazakhstan. At December 31, 2007, it had 22 regional branches and 289 cash settlement units (2006 – 22 regional branches and 213 cash settlement units, 2005 - 22 regional branches and 197 cash settlement units) located throughout Kazakhstan and representative offices in Shanghai, China; Moscow, Russia; Kiev, Ukraine; and Dubai, United Arab Emirates.

As at December 31, 2007, members of the Board of Directors and Management Board owned 79,897 shares (0.95% of issued capital) (2006 – 63,133 shares or 1.18 %, 2005 – 889 shares or 0.03%). For the list of major shareholders refer to Note 21.

## 2. Basis of preparation

## Statement of compliance

These consolidated financial statements have been prepared in accordance with International Financial Reporting Standards ("IFRS") which comprise standards and interpretations approved by the International Accounting Standards Board, and International Accounting Standards ("IAS") and Standing Interpretations Committee interpretations ("SIC") approved by the International Accounting Standards Committee that remain in effect.

#### General

These financial statements are presented in millions of Kazakh Tenge ("KZT"), except per share amounts and unless otherwise indicated. The KZT is utilized as the shareholders, the managers and the regulators measure the Group's performance in KZT. In addition, the KZT, being the national currency of the Republic of Kazakhstan, is the currency that reflects the economic substance of the underlying events and circumstances relevant to the Group. Significant foreign currency positions are maintained as they are necessary to meet customers' requirements, manage foreign currency risks and achieve a proper assets and liabilities structure for the Group's balance sheet. Transactions in other currencies are treated as transactions in foreign currencies.

The consolidated financial statements are prepared under the historical cost convention modified for the measurement at fair value of available for sale investment securities, financial assets at fair value through profit or loss and derivative contracts as required by IAS 39 "Financial Instruments: Recognition and Measurement" and estimated market value accounting for buildings, included in property and equipment as allowed by IAS 16 "Property, Plant and Equipment".

#### Reclassifications

The following reclassifications have been made to 2006 balances to conform to the 2007 presentation:

December 31, 2006

| 20000                            |               |             |             |   |
|----------------------------------|---------------|-------------|-------------|---|
|                                  | As previously | Reclassifi- | As reported |   |
| _                                | reported      | cation      | herein      | Comment   |
| Balance sheet:                   |               |             |             |   |
| Derivative financial assets      | _             | 3,457       | 3,457       | Reclassification of the SWAP and                                  |
| Other assets                     | 16,591        | (3,457)     | 13,134      | forward agreements to derivative                                  |
| Derivative financial liabilities | _             | 34          | 34          | financial assets and liabilities from                             |
| Other liabilities                | 18,277        | (34)        | 18,243      | other assets and liabilities.                                     |
| December 31, 2005                |               |             |             |   |
| •                                | As previously | Reclassifi- | As reported |   |
|                                  | reported      | cation      | herein      | Comment   |
| Balance sheet:                   |               |             |             |   |
| Derivative financial liabilities | _             | 128         | 128         | Reclassification of the SWAP and                                  |
|                                  |               |             |             | forward agreements to derivative financial liabilities from other |
| Other liabilities                | 10,083        | (128)       | 9,955       | liabilities.  |

## 2. Basis of preparation (continued)

### Key sources of estimation uncertainty

The preparation of financial statements requires management to make estimates and assumptions that affect reported amounts. The most significant estimates with regards to those financial statements relate to the allowances for impairment of assets, reserves for insurance claims, income taxes, fair values of securities and properties, and other provisions. These estimates are based on information available as at the date of the consolidated financial statements. Actual results, therefore, could differ from these estimates.

#### Consolidated subsidiaries

The consolidated financial statements include the following subsidiaries:

| _  | Holding,% | December 3. | 1       |                       | Date of incorpo- |  | Date of acquisi- |
|--|-----------|-------------|---------|-----------------------|------------------|--|------------------|
| Subsidiary   | 2007      | 2006        | 2005    | Country               | ration           | Industry                                     | acquisi-<br>tion |
| JSC Subsidiary of JSC BTA TuranAlem Securities JSC Subsidiary of JSC BTA             | 100.00%   | 100.00%     | 100.00% | Kazakhstan            | 17.10.97         | Securities trading and asset management      | 13.12.97         |
| Accumulative Pension Fund BTA<br>Kazakhstan  | 76.83%    | 76.83%      | 76.83%  | Kazakhstan            | 11.12.97         | Pension fund<br>Consumer                     | 16.09.98         |
| JSC BTA Ipoteka Subsidiary Mortgage company of JSC BTA JSC Subsidiary Life Insurance | 100.00%   | 100.00%     | 100.00% | Kazakhstan            | 20.11.00         | mortgage<br>lending<br>Life and annuity      | 20.11.00         |
| company of BTA JSC BTA Zhizn<br>JSC Subsidiary insurance company                     | 100.00%   | 100.00%     | 66.00%  | Kazakhstan            | 22.07.99         | insurance                                    | 30.03.01         |
| of BTA JSC BTA Zabota  | 98.17%    | 98.17%      | 57.53%  | Kazakhstan            | 10.09.96         | Health insurance                             | 04.04.01         |
| TuranAlem Finance B.V. LLP<br>LLP Subsidiary of BTA JSC                              | 100.00%   | 100.00%     | 100.00% | Netherlands           | 22.05.01         | Capital markets                              | 22.05.01         |
| TuranAlem Finance<br>JSC Subsidiary of JSC BTA<br>Insurance Company London-          | 100.00%   | 100.00%     | 100.00% | Russia                | 22.06.04         | Capital markets<br>Property and<br>Liability | 28.09.04         |
| Almaty   | 99.40%    | 99.40%      | 77.21%  | Kazakhstan            | 20.11.97         | insurance                                    | 5.08.04          |
| BTA Finance Luxembourg S.A.<br>BTA Insurance JSC Subsidiary                          | 86.11%    | 86.11%      | -       | Luxemburg             | 05.01.06         | Capital markets<br>Property and              | 06.03.06         |
| company of JSC BTA<br>JSC Subsidiary of JSC BTA                                      | 100.00%   | 100.00%     | -       | Kazakhstan            | 08.09.98         | Liability insurance                          | 21.12.06         |
| TemirBank  | 64.32%    | 50.80%      | _       | Kazakhstan            | 26.03.92         | Bank activities<br>Operations                | 29.12.06         |
| TemirCapital B.V.<br>LLP BTA Finance (subsidiary of                                  | 100.00%   | 100.00%     | _       | Netherlands           | 29.05.01         | on capital markets<br>Operations             | 29.12.06         |
| BTA JSC)<br>LLP BTA Capital (subsidiary of   | _         | 100.00%     | _       | Russia                | 27.11.06         | on capital markets<br>Operations             | 27.11.06         |
| BTA JSC)   | _         | 100.00%     | _       | Russia                | 27.11.06         | on capital markets<br>Brokerage services,    | 27.11.06         |
| First Broker House JSC<br>LLP Force Technology Subsidiary of                         | _         | 100.00%     | _       | Kazakhstan            | 07.04.04         | assets management                            | 29.12.06         |
| BTA JSC  | _         | _           | _       | Kazakhstan            | 09.04.02         | IT services                                  | _                |
| First Kazakh Securitization  |           |             |         |                       |                  | Securitization of                            |                  |
| Company<br>Second Kazakh Securitization  | _         | _           | _       | Netherlands           | 08.12.05         | financial assets<br>Securitization of        | _                |
| Company  | _         | _           | _       | Netherlands<br>Cayman | 25.09.07         | financial assets                             | _                |
| BTA DPR Finance Company  | _         | _           | _       | Islands               | 02.09.07         | Financial services                           | 02.09.07         |
| CJSC Ineximbank  | 71.00%    | _           | -       | Kyrgyzstan            | 02.12.96         | Bank activities                              | 19.11.07         |

In February 2007, the Group has sold its 100.00% ownership in First Broker House JSC to a non-related party.

In 2007, the Group increased its ownership in JSC TemirBank from 50.80% to 64.32% for KZT 30,205 million.

LLP Force Technology Subsidiary of BTA JSC was treated, in accordance with SIC-12 "Consolidation – Special Purpose Entities", as subsidiary, because at that date the Group controlled and benefited directly from operations of this entity. During 2007 the Group ceased to exercise effective control over the entity, therefore, the entity has been deconsolidated from the Group's financial statements as of December 31, 2007.

In November 2007, the Group increased its ownership in CJSC Ineximbank from 46.00% to 71.00% for KZT 925 million, which enabled the Group to take over the effective control over the operations of CJSC Ineximbank and to consider it as a subsidiary as of December 31, 2007. CJSC Ineximbank was incorporated as a closed joint stock company and operates in Kyrgyzstan. Refer to Note 5 for the fair value of the identifiable assets and liabilities acquired and goodwill arising at the date of acquisition. Before the Group took over the effective control over the operations of CJSC Ineximbank, it was accounted as an associate under equity method. The Group's share in income of CJSC Ineximbank for 2007 amounted to KZT 151 million.

## 2. Basis of preparation (continued)

## Consolidated subsidiaries (continued)

On January 5, 2006, the Group established 100% owned subsidiary, BTA Finance Luxembourg S.A, incorporated in Luxembourg as a public limited liability company.

On November 27, 2006 the Group established two 100% owned subsidiaries, BTA Finance and BTA Capital, both in Russia as limited liability partnerships (LLP). In October 2007 the Board of Directors made a decision to close LLP BTA Finance (subsidiary of BTA JSC) and LLP BTA Capital (subsidiary of BTA JSC). There were no operations in those subsidiaries starting from the date of incorporation.

Due to change introduced in Kazakh legislation subsidiaries of the Bank are not allowed to have there own subsidiaries. Therefore, on June 30, 2006 JSC TuranAlem Securities (a subsidiary of the Bank) sold 28.21% of its share in JSC Insurance Company London-Almaty ("LAIC") for KZT 415, thereby decreasing its share of ownership to 49.00%. However, on December 20, 2006 the Bank has purchased the 49% shares of LAIC from TuranAlem Securities and additional 50.4% from LAIC's other shareholders, thereby increasing the Group's share in the paid-in issued capital of LAIC up to 99.4%.

On December 21, 2006 the Group increased its share from 49.00% to 100.00% in the paid-in issued capital of BTA Insurance JSC, which enabled the Group to take over the effective control over the operations of BTA Insurance JSC and to consider it as a subsidiary. Previously BTA Insurance JSC was considered as an associate and accounted for under the equity method.

On December 29, 2006 the Group acquired 50.8% of voting shares of JSC Temir Bank, which enabled the Group to take over the effective control over the operations of JSC Temir Bank and to consider it as a subsidiary. JSC Temir Bank is incorporated as a joint stock company and operates in Kazakhstan. As at December 31, 2006 JSC Temir Bank had two 100% owned subsidiaries: TemirCapital B.V. incorporated in the Netherlands as a limited liability company, and JSC First Brokerage House, incorporated in Kazakhstan as a joint stock company. As at December 31, 2006, JSC Temir Bank also owned 43.87% shares in associate JSC Temirleasing, incorporated in Kazakhstan and 46.00% in CJSC Ineximbank, incorporated in Kyrgyzstan. As at December 31, 2006 JSC First Brokerage House manages five operating mutual funds, which total net asset value as at December 31, 2006 amounted to KZT 371.

On June 24, 2005, the Group's share in the paid-in issued capital of JSC BTA ORIX Leasing decreased from 100.00% to 45.00% as a result of disposal of the Group's 55.00% shareholding to other shareholders.

On October 22, 2005, the Group sold 25.00% of its share in the issued capital of LLP TuranAlem Capital to "Kazinvestcapital" and on 10 November 2005, the Group sold additional 65.01% and on 16 May 2006 the remaining 9.99% of the issued capital of this entity was sold to Solent Management Ltd.

Although the Group did not own any shares in First Kazakh Securitisation Company, Second Kazakh Securitisation Company and in BTA DPR Finance Company, as at and for the years ended December 31, 2007 and 2006 they were treated, in accordance with SIC-12 "Consolidation – Special Purpose Entities", as subsidiaries, because at those dates the Group controlled and benefited directly from operations of these entities.

### Associates accounted for under equity method

The following associates are accounted for under the equity method and included into other assets:

| 2007                   |            |            |            | Share in      |                 |                      |        |
|------------------------|------------|------------|------------|---------------|-----------------|----------------------|--------|
| Associates             | Holding, % | 6 Country  | Activities | net<br>income | Total<br>assets | Total<br>liabilities | Equity |
| Astanaeximbank CJSC    | 49.00%     | Belorussia | Bank       | 50            | 10,707          | 9,263                | 1,444  |
| BTA Silk Road Bank JSC | 49.00%     | Georgia    | Bank       | 243           | 13,330          | 10,679               | 2,651  |
| BTA InvestBank CJSC    | 48.87%     | Armenia    | Bank       | 114           | 7,114           | 4,911                | 2,203  |
| JSCB BTA Kazan OJSC    | 47.32%     | Russia     | Bank       | 308           | 43,028          | 36,831               | 6,197  |
| BTA ORIX Leasing JSC   | 45.00%     | Kazakhstan | Leasing    | 141           | 7,390           | 5,323                | 2,067  |
| Temir Leasing JSC      | 43.87%     | Kazakhstan | Leasing    | 64            | 7,643           | 3,032                | 4,611  |
| Sekerbank              | 33.98%     | Turkey     | Bank       | 3,163         | 626,637         | 537,603              | 89,034 |
|                        |            |            | Insurance  |               |                 |                      |        |
| Oranta NJSIC OJSC      | 25.00%     | Ukraine    | Company    | 0             | 15,526          | 6,630                | 8,896  |

In December 2007 the Bank acquired 25%+ 1 share ownership in Oranta NJSIC OJSC for KZT 11,943 million.

## 2. Basis of preparation (continued)

### Associates accounted for under equity method (continued)

| 2006   |            |            |            | Share in net      |                 |                      |        |
|--|------------|------------|------------|-------------------|-----------------|----------------------|--------|
| Associates   | Holding, % | Country    | Activities | income/<br>(loss) | Total<br>assets | Total<br>liabilities | Equity |
| Astanaeximbank CJSC                                  | 49.00%     | Belorussia | Bank       | (14)              | 6,035           | 4,915                | 1,120  |
| BTA Silk Road Bank JSC                               | 49.00%     | Georgia    | Bank       | 54                | 4,680           | 3,748                | 932    |
| BTA InvestBank CJSC                                  | 48.88%     | Armenia    | Bank       | 32                | 3,343           | 2,205                | 1,138  |
| JSCB BTA Kazan ÖJSC                                  | 47.32%     | Russia     | Bank       | 47                | 24,155          | 18,592               | 5,563  |
| Ineximbank CJSC                                      | 46.00%     | Kyrgyzstan | Bank       | 0                 | 12,095          | 10,163               | 1,932  |
| BTA ORIX Leasing JSC                                 | 45.00%     | Kazakhstan | Leasing    | 135               | 5,570           | 3,820                | 1,750  |
| Temir Leasing JSC                                    | 43.87%     | Kazakhstan | Leasing    | 0                 | 3,734           | 2,066                | 1,668  |
| 2005   |            |            |            | Share in          |                 |                      |        |
|  |            |            |            | net               |                 |                      |        |
| Associates   | II.14!     | C          | A -4::4:   | income/           | Total           | Total                | E      |
| Associates   | Holding, % | Country    | Activities | (loss)            | assets          | liabilities          | Equity |
| Astanaeximbank CJSC<br>Commercial Bank BTA Silk Road | 49.20%     | Belorussia | Bank       | 45                | 3,599           | 2,536                | 1,063  |
| JSC  | 49.00%     | Georgia    | Bank       | (53)              | 1,635           | 1,185                | 450    |
| BTA Insurance JSC                                    |            | Kazakhstan | Insurance  | 26                | 2,438           | 1,554                | 884    |
| BTA Investbank CJSC                                  | 48.87%     | Armenia    | Bank       | (37)              | 1,575           | 670                  | 905    |
| BTA ORIX Leasing JSC                                 |            | Kazakhstan | Leasing    | 26                | 5,153           | 3,703                | 1,450  |

## 3. Summary of accounting policies

## Changes in accounting policies

During the year, the Group has adopted the following new and amended IFRS. Adoption of these standards did not have any effect on the financial performance or position of the Group. The principal effects of these changes are as follows:

## IFRS 7 "Financial Instruments: Disclosures"

This standard requires disclosures that enable users of the financial statements to evaluate the significance of the Group's financial instruments and the nature and extent of risks arising from those financial instruments. The new disclosures are included throughout the consolidated financial statements.

#### Amendment to IAS 1 "Presentation of Financial Statements"

This amendment requires the Group to make new disclosures to enable users of the consolidated financial statements to evaluate the Group's objectives, policies and processes for managing capital. These new disclosures are shown in Note 31

## New IFRSs and IFRIC interpretations not yet effective

## LAS 23 "Borrowing Costs"

A revised IAS 23 Borrowing costs was issued in March 2007, and becomes effective for financial years beginning on or after 1 January 2009. The standard has been revised to require capitalisation of borrowing costs when such costs relate to a qualifying asset. A qualifying asset is an asset that necessarily takes a substantial period of time to get ready for its intended use or sale. In accordance with the transitional requirements in the Standard, the Group will adopt this as a prospective change. Accordingly, borrowing costs will be capitalised on qualifying assets with a commencement date after 1 January 2009. No changes will be made for borrowing costs incurred to this date that have been expensed.

## IFRIC 12 "Service Concession Arrangements"

IFRIC Interpretation 12 was issued in November 2006 and becomes effective for annual periods beginning on or after 1 January 2008. This Interpretation applies to service concession operators and explains how to account for the obligations undertaken and rights received in service concession arrangements. No member of the Group is an operator and hence this Interpretation will have no impact on the Group.

## 3. Summary of accounting policies (continued)

### New IFRSs and IFRIC interpretations not yet effective (continued)

IFRIC 13 "Customer Loyalty Programmes"

IFRIC Interpretation 13 was issued in June 2007 and becomes effective for annual periods beginning on or after 1 July 2008. This Interpretation requires customer loyalty award credits to be accounted for as a separate component of the sales transaction in which they are granted and therefore part of the fair value of the consideration received is allocated to the award credits and deferred over the period that the award credits are fulfilled. The Group expects that this interpretation will have no impact on the Group's consolidated financial statements as no such schemes currently exist.

IFRIC 14 "IAS 19 - The Limit on a Defined Benefit Asset, Minimum Funding Requirements and their Interaction"

IFRIC Interpretation 14 was issued in July 2007 and becomes effective for annual periods beginning on or after 1 January 2008. This Interpretation provides guidance on how to assess the limit on the amount of surplus in a defined benefit scheme that can be recognized as an asset under IAS 19 Employee Benefits. The Group expects that this Interpretation will have no impact on the financial position or performance of the Group.

#### Basis of consolidation

Subsidiaries, which are those entities in which the Group has an interest of more than one half of the voting rights, or otherwise has power to exercise control over their operations, are consolidated. Subsidiaries are consolidated from the date on which control is transferred to the Group and are no longer consolidated from the date that control ceases. All intragroup transactions, balances and unrealised gains on transactions between group companies are eliminated in full; unrealised losses are also eliminated unless the transaction provides evidence of an impairment of the asset transferred. Where necessary, accounting policies for subsidiaries have been changed to ensure consistency with the policies adopted by the Group.

#### Acquisition of subsidiaries

The purchase method of accounting is used to account for the acquisition of subsidiaries by the Group. Identifiable assets acquired and liabilities and contingent liabilities assumed in a business combination are measured initially at their fair values at the acquisition date, irrespective of the extent of any minority interest.

The excess of purchase consideration over the Group's share in the net fair value of the identifiable assets, liabilities and contingent liabilities is recorded as goodwill. If the cost of the acquisition is less than the Group's share in the net fair value of the identifiable assets, liabilities and contingent liabilities of the subsidiary acquired the difference is recognised directly in the consolidated statements of income.

Minority interest is the interest in subsidiaries not held by the Group. Minority interest at the balance sheet date represents the minority shareholders' share in the net fair value of the identifiable assets, liabilities and contingent liabilities of the subsidiary at the acquisition date and the minorities' share in movements in equity since the acquisition date. Minority interest is presented within equity.

Losses allocated to minority interest do not exceed the minority interest in the equity of the subsidiary unless there is a binding obligation of the minority to fund the losses. All such losses are allocated to the Group.

Increases in ownership interests in subsidiaries

The differences between the carrying values of net assets attributable to interests in subsidiaries acquired and the consideration given for such increases are charged or credited to goodwill.

## Investments in associates

Associates are entities in which the Group generally has between 20% and 50% of the voting rights, or is otherwise able to exercise significant influence, but which it does not control or jointly control. Investments in associates are accounted for under the equity method and are initially recognised at cost, including goodwill. Subsequent changes in the carrying value reflect the post-acquisition changes in the Group's share of net assets of the associate. The Group's share of its associates' profits or losses is recognised in the consolidated statements of income, and its share of movements in reserves is recognised in equity. However, when the Group's share of losses in an associate equals or exceeds its interest in the associate, the Group does not recognise further losses, unless the Group is obliged to make further payments to, or on behalf of, the associate.

Unrealised gains on transactions between the Group and its associates are eliminated to the extent of the Group's interest in the associates; unrealised losses are also eliminated unless the transaction provides evidence of an impairment of the asset transferred.

## 3. Summary of accounting policies (continued)

#### Financial assets

#### Initial recognition of financial instruments

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 Group determines the classification of its financial assets upon initial recognition.

## Date of recognition

All regular way purchases and sales of financial assets are recognised on the settlement date i.e. the date that an asset is delivered to or by the Group. 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.

#### 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 Group immediately recognises the difference between the transaction price and fair value (a 'Day 1' profit) in the consolidated income statement. 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 consolidated income statement 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 consolidated income statement.

#### Held-to-maturity investments

Non-derivative financial assets with fixed or determinable payments and fixed maturity are classified as held-to-maturity when the Group 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. This cost is computed as the amount initially recognised minus principal repayments, plus or minus the cumulative amortisation using the effective interest method of any difference between the initially recognised amount and the maturity amount. This calculation includes all fees and points paid or received between parties to the contract that are an integral part of the effective interest rate, transaction costs and all other premiums and discounts. For investments carried at amortised cost, gains and losses are recognised in the consolidated statements of income when the investments are impaired, as well as through the amortisation process.

The Group does not classify any financial assets as held-to-maturity if the Group had during the current financial year or during the preceding two financial years sold, transferred or exercised a put option on more than an insignificant portion of held-to-maturity investments before their maturity.

### 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 consolidated statements of income when the loans and receivables are derecognised or impaired, as well as through the amortisation process.

## 3. Summary of accounting policies (continued)

#### Financial assets (continued)

#### Available-for-sale financial investments

Available-for-sale financial investments are those non-derivative financial assets that are designated as available-for-sale or are not classified in any of the three preceding categories. They include equity instruments and money market and other debt instruments. After initial recognition available-for sale financial investments are measured at fair value with gains or losses being recognised as a separate component of equity 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 equity is included in the consolidated statements of income. However, interest calculated using the effective interest method is recognised in the consolidated statements of income.

## Determination of fair value

The fair value for financial instruments traded in active market at the balance sheet 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 consolidated balance sheet 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 consolidated balance sheet.

## Related parties

Related parties include the Bank's shareholders, key management personnel, close members of the key management personnel, investees and affiliated companies.

#### Cash and cash equivalents

Cash and cash equivalents consist of cash on hand, amounts due from National Bank of Kazakhstan (the "NBK") – excluding obligatory reserves, and due from other financial institutions that mature within ninety days of the date of origination and are free from contractual encumbrances.

### Obligatory reserves

Obligatory reserves represent mandatory reserve deposits and cash which are not available to finance the Bank's day to day operations and, hence, are not considered as part of cash and cash equivalents for the purpose of the consolidated cash flow statements.

## Repurchase and reverse repurchase agreements and securities lending

Sale and repurchase agreements ("repos") are treated as secured financing transactions. Securities sold under sale and repurchase agreements are retained in the consolidated balance sheet and, in case the transferee has the right by contract or custom to sell or repledge them, reclassified as securities pledged under sale and repurchase agreements. The corresponding liability is presented within amounts due to credit institutions or customers. Securities purchased under agreements to resell ("reverse repo") are recorded as amounts due from credit institutions or loans to customers as appropriate. The difference between sale and repurchase price is treated as interest and accrued over the life of repo agreements using the effective yield method.

Securities lent to counterparties are retained in the consolidated balance sheet. Securities borrowed are not recorded in the consolidated balance sheet, unless these are sold to third parties, in which case the purchase and sale are recorded within gains less losses from trading securities in the consolidated statement of income. The obligation to return them is recorded at fair value as a trading liability.

## 3. Summary of accounting policies (continued)

#### Derivative financial instruments

In the normal course of business, the Group enters into various derivative financial instruments, including futures, forwards, swaps and options in the foreign exchange and capital markets. Such financial instruments are primarily held for trading and are initially recognized in accordance with the recognition of financial instruments policy and subsequently are measured at their fair value. Their fair values are estimated based on quoted market prices or pricing models that take into account the current market and contractual prices of the underlying instruments and other factors. Derivatives are carried as assets (unrealised gain) when fair value is positive and as liabilities (unrealised loss) when it is negative. Gains and losses resulting from these instruments are included in the accompanying consolidated statements of income as net gains/ (losses) from trading securities or net gains/(losses) from foreign currencies dealing, depending on the nature of the instrument.

Derivative instruments embedded in other financial instruments are treated as a separate derivative if their risks and characteristics are not closely related to the host contracts and the host contracts are not carried at fair value with unrealised gains and losses reported in income. An embedded derivative is a component of a hybrid (combined) financial instrument that includes both the derivative and a host contract with the effect that some of the cash flows of the combined instrument vary in a similar way to a stand-alone derivative. At December 31, 2007, 2006 and 2005, embedded derivatives held by the Group were not material. Gains arising from changes in the value of derivatives are included in the consolidated statements of income as gains less losses from financial assets through profit or loss.

#### Leases

The determination of whether an arrangement is, or contains a lease is based on the substance of the arrangement and requires an assessment of whether the fulfilment of the arrangement is dependent on the use of a specific asset or assets and the arrangement conveys a right to use the asset.

## I. Finance - Group as lessor

The Group presents leased assets as loans equal to the net investment in the lease. Finance income is based on a pattern reflecting a constant periodic rate of return on the net investment outstanding. Initial direct costs are included in the initial measurement of the lease receivables.

## II. Operating – Group as lessee

Leases of assets under which the risks and rewards of ownership are effectively retained with the lessor are classified as operating leases. Lease payments under operating lease are recognized as expenses on a straight-line basis over the lease term and included in administrative and operating expenses.

## III. Operating – Group as lessor

The Group presents assets subject to operating leases in the consolidated balance sheets according to the nature of the asset. Lease income from operating leases is recognized in the consolidated statements of income on a straight-line basis over the lease term as other operating income. The aggregate cost of incentives provided to lessees is recognized as a reduction of rental income over the lease term on a straight-line basis. Initial direct costs incurred specifically to earn revenues from an operating lease are added to the carrying amount of the leased asset.

## Taxation

The current income tax charge is calculated in accordance with the regulations of the Republic of Kazakhstan and other tax authorities of the jurisdictions in which the Group has offices, branches or subsidiaries.

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, except where the deferred income tax arises from the initial recognition of goodwill or of an asset or liability in a transaction that is not a business combination and, at the time of the transaction, affects neither the accounting profit nor taxable profit or loss.

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 balance sheet date.

Deferred income tax is provided on temporary differences arising on investments in subsidiaries, associates and joint ventures, except where the timing of the reversal of the temporary difference can be controlled and it is probable that the temporary difference will not reverse in the foreseeable future.

Kazakhstan also has various operating taxes that are assessed on the Group's activities. These taxes are recorded as taxes other than income tax.

## 3. Summary of accounting policies (continued)

### Impairment of financial assets

The Group assesses at each balance sheet 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.

## Allowances for impairment of financial assets

Amounts due from credit institutions and loans to customers

For amounts due from credit institutions and loans to customers carried at amortised cost, the Group first assesses individually whether objective evidence of impairment exists individually for financial assets that are individually significant, or collectively for financial assets that are not individually significant. If the Group determines that no objective evidence of impairment exists for an individually assessed financial asset, whether significant or not, it includes the asset in a group of financial assets with similar credit risks characteristics and collectively assesses them for impairment. Assets that are individually assessed for impairment and for which an impairment loss is, or continues to be, recognised are not included in a collective assessment of impairment.

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 consolidated statements of 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 Group. 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 consolidated statements of 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.

For the purpose of a collective evaluation of impairment, financial assets are grouped on the basis of the Group's internal credit grading system that considers credit risk characteristics such as asset type, industry, geographical location, collateral type, past-due status and other relevant factors.

Future cash flows on a group of financial assets that are collectively evaluated for impairment are estimated on the basis of historical loss experience for assets with credit risk characteristics similar to those in the group. Historical loss experience is adjusted on the basis of current observable data to reflect the effects of current conditions that did not affect the years on which the historical loss experience is based and to remove the effects of conditions in the historical period that do not exist currently. Estimates of changes in future cash flows reflect, and are directionally consistent with, changes in related observable data from year to year (such as changes in unemployment rates, property prices, commodity prices, payment status, or other factors that are indicative of incurred losses in the group or their magnitude). The methodology and assumptions used for estimating future cash flows are reviewed regularly to reduce any differences between loss estimates and actual loss experience.

## Available-for-sale financial investments

For available-for-sale financial investments, the Group assesses at each balance sheet date whether there is objective evidence that an investment or a group of investments is impaired.

In the case of equity investments classified as available-for-sale, objective evidence would include a significant or prolonged decline in the fair value of the investment below its cost. Where there is evidence of impairment, the cumulative loss – measured as the difference between the acquisition cost and the current fair value, less any impairment loss on that investment previously recognised in the consolidated statements of income – is removed from equity and recognised in the consolidated statements of income. Impairment losses on equity investments are not reversed through the consolidated statements of income; increases in their fair value after impairment are recognised directly in equity.

## 3. Summary of accounting policies (continued)

### Allowances for impairment of financial assets (continued)

Available-for-sale financial investments (continued)

In the case of debt instruments classified as available-for-sale, impairment is assessed based on the same criteria as financial assets carried at amortised cost. Future interest income is based on the reduced carrying amount and is accrued using the rate of interest used to discount the future cash flows for the purpose of measuring the impairment loss. The interest income is recorded in the consolidated statements of income. If, in a subsequent year, the fair value of a debt instrument increases and the increase can be objectively related to an event occurring after the impairment loss was recognised in the consolidated statements of income, the impairment loss is reversed through the consolidated statements of income.

## Renegotiated loans

Where possible, the Group 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. 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 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 Group 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 Group 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 Group 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 Group'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 Group could be required to repay.

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 Group's continuing involvement is the amount of the transferred asset that the Group 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 Group'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 consolidated statements of income.

#### Securitisation

As part of its operational activities, the Group securitises financial assets, generally through the sale of these assets to special purposes entities which issue securities to investors. The transferred assets may qualify for derecognition in full or in part. Reference should be made to the accounting policy on "Derecognition of financial assets and liabilities". Interests in the securitised financial assets may be retained by the Group and are primary classified as loans and receivables. Gains or losses on securitisations are based on the carrying amount of the financial assets derecognised and the retained interest, based on their relative fair values at the date of the transfer.

## 3. Summary of accounting policies (continued)

### Financial guarantees

In the ordinary course of business, the Group gives financial guarantees, consisting of letters of credit, guarantees and acceptances. Financial guarantees are initially recognised in the consolidated financial statements at fair value, in 'Other liabilities', being the premium received. Subsequent to initial recognition, the Group'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 consolidated income statement. The premium received is recognised in the consolidated income statement on a straight-line basis over the life of the guarantee.

## Property and equipment

Property and equipment are stated at the lower of cost less accumulated depreciation and any accumulated impairment for diminution in value.

Following initial recognition at cost, buildings are carried at a revalued amount, which is the fair value at the date of the revaluation less any subsequent accumulated depreciation and subsequent accumulated impairment losses. Valuations are performed frequently enough to ensure that the fair value of a revalued asset does not differ materially from its carrying amount.

Any revaluation surplus is credited to the revaluation reserve for property and equipment included in equity, except to the extent that it reverses a revaluation decrease of the same asset previously recognised in the consolidated income statement, in which case the increase is recognised in the consolidated income statement. A revaluation deficit is recognised in the consolidated income statement, except that a deficit directly offsetting a previous surplus on the same asset is directly offset against the surplus in the revaluation reserve for property and equipment.

An annual transfer from the revaluation reserve for property and equipment to retained earnings is made for the difference between depreciation based on the revalued carrying amount of the assets and depreciation based on the assets original cost. Additionally, accumulated depreciation as at the revaluation date is eliminated against the gross carrying amount of the asset and the net amount is restated to the revalued amount of the asset. Upon disposal, any revaluation reserve relating to the particular asset being sold is transferred to retained earnings.

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

|                         | 1 ears |
|-------------------------|--------|
| Buildings               | 40     |
| Furniture and fixtures  | 4-10   |
| Computers               | 4      |
| Office equipment        | 8      |
| Land                    | _      |
| Construction in process | _      |

The carrying amounts of property and equipment are reviewed at each balance sheet date to assess whether they are recorded in excess of their recoverable amounts, and where carrying values exceed this estimated recoverable amount, assets are written down to their recoverable amount. An impairment is recognized in the respective period and is included in other administrative and operating expenses.

Depreciation on assets under construction is charged only when the assets are available for use and transferred into relevant property and equipment categories.

Expenses related to repairs and renewals are charged when incurred and included in administrative and operating expenses unless they qualify for capitalization.

An item of property and equipment is derecognised upon disposal or when no future economic benefits are expected from its use or disposal. Any gain or loss on the derecognition of the asset is included in the consolidated statements of income.

## Business combinations and goodwill

Business combinations are accounted for using the purchase method of accounting. This involves recognising identifiable assets (including previously unrecognized intangible assets) and liabilities (including contingent liabilities and excluding future restructuring) of the acquired business at fair value. Any excess of the cost of acquisition over the fair values of the identifiable net assets acquired is recognised as goodwill. If the cost of acquisition is less than the fair values of the identifiable net assets acquired, the discount on acquisition is recognised directly in the income statement in the year of acquisition.

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## 3. Summary of accounting policies (continued)

### Business combinations and goodwill (continued)

Goodwill acquired in a business combination is initially measured at cost, being the excess of the cost of the business combination over the Group's interest in the net fair value of the identifiable assets, liabilities and contingent liabilities of the acquired subsidiary or associate at the date of acquisition. Goodwill on an acquisition of a subsidiary is included in goodwill. Goodwill on an acquisition of an associate is included in the investments in associates. Following initial recognition, goodwill is measured at cost less any accumulated impairment losses. Goodwill is reviewed for impairment, annually or more frequently if events or changes in circumstances indicate that the carrying value may be impaired.

For the purpose of impairment testing, goodwill acquired in a business combination is, from the acquisition date, allocated to each of the Group's cash-generating units, or groups of cash-generating units, that are expected to benefit from the synergies of the combination, irrespective of whether other assets or liabilities of the acquiree are assigned to those units or groups of units. Each unit or group of units to which the goodwill is allocated:

- represents the lowest level within the Group at which the goodwill is monitored for internal management purposes; and
- is not larger than a segment based on either the Group's primary or the Group's secondary reporting format determined in accordance with IAS 14 "Segment Reporting".

Impairment is determined by assessing the recoverable amount of the cash-generating unit (group of cash-generating units), to which the goodwill relates. Where the recoverable amount of the cash-generating unit (group of cash-generating units) is less than the carrying amount, an impairment loss is recognised. Where goodwill forms part of a cash-generating unit (or group of cash-generating units) and part of the operation within that unit is disposed of, the goodwill associated with the operation disposed of is included in the carrying amount of the operation when determining the gain or loss on disposal of the operation. Goodwill disposed of in this circumstance is measured based on the relative values of the operation disposed of and the portion of the cash-generating unit retained.

When subsidiaries are sold, the difference between the selling price and the net assets plus cumulative translation differences and goodwill is recognised in the consolidated statement of income.

#### Amounts due to the NBK, other financial institutions and to customers

Issued financial instruments or their components are classified as liabilities, where the substance of the contractual arrangement results in the Group 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 the NBK, other financial institutions and to customers and initially recognised at the fair value of the consideration received less directly attributable transaction costs. Subsequently, amounts due are stated at amortized cost and any difference between net proceeds and the redemption value is recognized in the consolidated statements of income over the period of the borrowings using the effective interest method. If the Group purchases its own debt, it is removed from the consolidated balance sheets and the difference between the carrying amount of the liability and the consideration paid is recognised in net interest income.

### Debt securities issued

Debt securities issued represent bonds issued by the Group. They are accounted for according to the same principles used for amounts owed to other financial institutions and to customers.

#### **Provisions**

Provisions are recognized when the Group 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 obligation can be made.

## Retirement and other benefit obligations

The Group does not have any pension arrangements separate from the State pension system of Kazakhstan, which requires current withholdings by the employer calculated as a percentage from current gross salary payments; such expense is charged in the period the related salaries are earned and included in salaries and benefits in consolidated statements of income. The Group has contributed social tax to the budget of the Republic of Kazakhstan for its employees. In addition, the Group has no post-retirement benefits or significant other compensated benefits requiring accrual.

## 3. Summary of accounting policies (continued)

## **Issued Capital**

## Issued capital

Ordinary shares and non-redeemable preference shares convertible into common shares with discretionary dividends are both 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.

#### Treasury shares

Where the Bank or its subsidiaries purchases the Bank's shares, the consideration paid, including any attributable transaction costs, net of income taxes, is deducted from total equity as treasury shares until they are cancelled or reissued. Where such shares are subsequently sold or reissued, any consideration received is included in equity. Treasury shares are stated at weighted average cost.

#### Dividends

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

## Contingencies

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

#### Trust activities

Assets held in trust or in a fiduciary capacity are not treated as assets of the Group and, accordingly, are not included in these consolidated financial statements.

## Recognition of income and expenses

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

## Interest and similar income and expense

For all financial instruments measured at amortised cost and interest bearing securities classified as trading or available-for-sale, 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 Group 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.

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 Group 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.

## 3. Summary of accounting policies (continued)

### Recognition of income and expenses (continued)

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.

#### **Underwriting income (loss)**

Underwriting income (loss) includes net written insurance premiums and commissions earned on ceded insurance reduced by the net change in the unearned premium reserve, claims paid, the provision of insurance losses and loss adjustment expenses, and policy acquisition cost.

Net written insurance premiums represent gross written premiums less premiums ceded to reinsurers. Upon inception of a contract, premiums are recorded as written and are earned on a prorata basis over the term of the related policy coverage. The unearned premium reserve represents the portion of the premiums written relating to the unexpired terms of coverage and is included within other liabilities in the accompanying consolidated balance sheets.

Losses and loss adjustments are charged to the consolidated statements of income as incurred through the reassessment of the reserve for losses and loss adjustment expenses.

Commissions earned on ceded reinsurance contracts are recognised in the income as incurred.

Policy acquisition costs, comprising commissions paid to insurance agents and brokers, which vary with and are directly related to the production of new business, are deferred, recorded in the accompanying consolidated balance sheets within other assets, and are amortized over the period in which the related written premiums are earned.

Underwriting income and loss are included in income from insurance operations and expense from insurance operations, respectively.

## Reserve for insurance losses and loss adjustment expenses

The reserve for insurance losses and loss adjustment expenses are included in the accompanying consolidated balance sheets within other liabilities and is based on the estimated amount payable on claims reported prior to the balance sheet date, which have not yet been settled, and an estimate of incurred but not reported claims relating to the reporting period.

Due to the absence of prior experience, the reserve for incurred but not reported claims ("IBNR") was established as being equal to the expected loss ratio for each line of business times the value of coverage, less the losses actually reported.

The methods for determining such estimates and establishing the resulting reserves are continuously reviewed and updated. Resulting adjustments are reflected in current income.

### Reinsurance

In the ordinary course of business, the Group cedes insurance. Such reinsurance arrangements provide for greater diversification of business, allow management to control exposure to potential losses arising from legal risks and provide additional capacity for growth.

Reinsurance assets include balances due from reinsurance companies for paid and unpaid losses and loss adjustment expenses, and ceded unearned premiums. Amounts receivable from reinsurers are estimated in a manner consistent with the claim liability associated with the reinsured policy. Reinsurance is recorded gross unless a right of offset exists and is included in the accompanying consolidated balance sheets within other assets.

Reinsurance contracts are assessed to ensure that underwriting risk, defined as the reasonable possibility of significant loss, and timing risk, defined as the reasonable possibility of a significant variation in the timing of cash flows, are transferred by the Group to the reinsurer.

## 3. Summary of accounting policies (continued)

### Foreign currency translation

The consolidated financial statements are presented in Kazakh 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 into KZT at the market exchange rate quoted by KASE and reported by the NBK at the balance sheet date. Gains and losses resulting from the translation of foreign currency transactions are recognised in the consolidated statements of 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 foreign currency and the market exchange rate on the date of the transaction are included in gains less losses from foreign currencies. The market exchange rates at December 31, 2007, 2006 and 2005, were KZT 120.30, KZT 127.00 and KZT 133.98 to USD 1, respectively.

As at the reporting date, the assets and liabilities of the entities whose functional currency is different from the presentation currency of the Group are translated into KZT at the rate of exchange ruling at the balance sheet date and, their statements of income are translated at the weighted average exchange rates for the year. The exchange differences arising on the translation are taken directly to a separate component of equity. On disposal of a subsidiary or an associate whose functional currency is different from the presentation currency of the Group, the deferred cumulative amount recognised in equity relating to that particular entity is recognised in the consolidated statements of income. Any goodwill arising on the acquisition of a foreign operation and any fair value adjustments to the carrying amounts of assets and liabilities arising on the acquisition are treated as assets and liabilities of the foreign operations and translated at closing rate.

#### Segment reporting

A segment is a distinguishable component of the Group that is engaged either in providing products or services (business segment), or in providing products or services within a particular economic environment (geographical segment), which is subject to risks and rewards that are different from those of other segments. Segment income, segment expenses and segment performance include transfers between business segments and between geographical segments.

## 4. Significant accounting judgements and estimates

#### **Judgements**

In the process of applying the Group's accounting policies, management has made the following judgements, apart from those involving estimates, which have the most significant effect on the amounts recognised in the consolidated financial statements:

Although the Group did not own any direct shares in the capital of First Kazakh Securitization Company, Second Kazakh Securitization Company and BTA DPR Company for the purposes of these consolidated financial statements, they were treated as subsidiaries, in accordance with SIC-12 "Consolidation – Special Purpose Entities", since the Group controlled and benefited directly from these entities' operations;

## **Estimation uncertainty**

The key assumptions concerning the future and other key sources of estimation uncertainty at the balance sheet date, that have a significant risk of causing a material adjustment to the carrying amounts of assets and liabilities within the next financial year are discussed below:

Allowance for impairment of loans and receivables

The Group regularly reviews its loans and receivables to assess impairment. The Group uses its experienced judgement 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 Group 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 Group uses its experienced judgement to adjust observable data for a group of loans or receivables to reflect current circumstances.

## 4. Significant accounting judgements and estimates (continued)

### Judgements (continued)

Impairment of goodwill

The Group determines whether goodwill is impaired at least on an annual basis. This requires an estimation of the value in use of the cash-generating units to which the goodwill is allocated. Estimating the value in use requires the Group to make an estimate of the expected future cash flows from the cash-generating unit and also to choose a suitable discount rate in order to calculate the present value of those cash flows. The carrying amount of goodwill at 31 December 2007 was KZT 37,557 million (2006- KZT 22,849 million, 2005- KZT 26 million). More details are provided in Note 14.

#### **Taxation**

Kazakh tax, currency and customs legislation is subject to varying interpretations, and changes, which can occur frequently. Management's interpretation of such legislation as applied to the transactions and activity of the Group may be challenged by the relevant regional and state authorities. As such, significant additional taxes, penalties and interest may be assessed. Fiscal periods remain open to review by the authorities in respect of taxes for five calendar years preceding the year of review. Under certain circumstances reviews may cover longer periods.

As at 31 December 2007 management believes that its interpretation of the relevant legislation is appropriate and that the Group's tax, currency and customs positions will be sustained.

## Claims liability arising from insurance contracts

For insurance contracts, estimates have to be made both for the expected ultimate cost of claims reported at the balance sheet date and for the expected ultimate cost of IBNR claims at the balance sheet date. It can take a significant period of time before the ultimate claims cost can be established with certainty and for some type of policies, IBNR claims form the majority of the balance sheet claims provision. The primary technique adopted by management in estimating the cost of notified and IBNR claims, is that of using past claim settlement trends to predict future claims settlement trends. At each reporting date, prior year claims estimates are reassessed for adequacy and changes made are made to the provision. General insurance claims provisions are not discounted for the time value of money.

## 5. Business combination

On December 31, 2007 the Group completed its acquisition of 71.0% of voting shares in CJSC IneximBank, following the approval from Kazakh regulatory authorities. The fair value of the identifiable assets and liabilities acquired and goodwill arising as at the date of acquisition was:

|                                    | Fair value recognised on acquisition 2007 |           |          |           |           |          |           |         |
|------------------------------------|---|-----------|----------|-----------|-----------|----------|-----------|---------|
|                                    | 5-Jun-03                                  | 28-Jul-03 | 6-Jan-04 | 24-Mar-04 | 30-Dec-05 | 2-Oct-07 | 15-Nov-07 | Total   |
| Cash and cash equivalents          | 21  | 63        | 58       | 5         | 78        | 184      | 370       | 779     |
| Obligatory reserves                | 6   | 19        | 11       | 3         | 181       | 116      | 542       | 878     |
| Investment securities              | _   | _         | _        | 4         | 46        | 51       | 117       | 218     |
| Due from credit institutions       | 31  | 4         | 30       | 14        | 803       | 252      | 151       | 1,285   |
| Loans to customers                 | 111                                       | 225       | 114      | 38        | 1,112     | 1,517    | 3,043     | 6,160   |
| Property, plant and equipment      | 11  | 19        | 10       | 3         | 114       | 141      | 314       | 612     |
| Other assets                       | 7   | 17        | 4        | 2         | 37        | 98       | 156       | 321     |
| Total assets                       | 187                                       | 347       | 227      | 69        | 2,371     | 2,359    | 4,693     | 10,253  |
| Amounts due to Government and NBK  | 21  | 34        | 13       | 3         | 35        | 36       | 79        | 221     |
| Amounts due to credit institutions | 53  | 91        | 42       | 7         | 257       | 684      | 1,115     | 2,249   |
| Due to customers                   | 62  | 18        | 121      | 38        | 1,585     | 1,170    | 2,513     | 5,507   |
| Income tax payable                 | _   | _         | _        | _         | 2         | 3        | 5         | 10      |
| Other liabilities                  | 3   | 5         | 3        | 8         | 8         | 145      | 104       | 276     |
| Total liabilities                  | 139                                       | 148       | 179      | 56        | 1,887     | 2,038    | 3,816     | 8,263   |
| Fair value of net assets           | 48  | 199       | 48       | 13        | 484       | 321      | 877       | 1,990   |
| Goodwill                           | 58  | 22        | 26       | 7         | _         | _        | 48        | 161     |
| Cost of acquisition                | 106                                       | 221       | 74       | 20        | 484       | 321      | 925       | 2,151   |
| Cash received from acquisition     | 21  | 63        | 58       | 5         | 78        | 184      | 370       | 779     |
| Cash paid                          | (106)                                     | (221)     | (74)     | (20)      | (484)     | (321)    | (925)     | (2,151) |
| Net cash paid                      | (85)                                      | (158)     | (16)     | (15)      | (406)     | (137)    | (555)     | (1,372) |

The carrying balances of assets and liabilities at each date of share acquisition approximated their fair values.

If the combination had taken place at the beginning of the year, the total net operating income for the year for the Group would have been KZT 112,188 million higher at KZT 420 million and the total profit for the year would have been KZT 64,783 million higher at KZT 80 million.

## 6. Cash and cash equivalents

Cash and cash equivalents comprise:

|   | 2007   | 2006    | 2005    |
|---|--------|---------|---------|
| Time deposits with contractual maturity of 90 days or less    | 40,602 | 73,354  | 41,802  |
| Cash on hand  | 12,826 | 32,256  | 17,657  |
| Reverse repurchase agreements with contractual maturity of 90 |        |         |         |
| days or less  | 16,479 | 55,488  | 14,345  |
| Current accounts with other financial institutions            | 29,816 | 20,709  | 23,421  |
| Current accounts with the NBK                                 | _      | 6,829   | 7,906   |
| Time deposits with the NBK                                    | _      | 5,004   | 14,000  |
| Cash and cash equivalents                                     | 99,723 | 193,640 | 119,131 |

Interest rates on time deposits, reverse repurchase agreements and loans are as follows:

|   | 2007          | 2006          | 2005          |
|---|---------------|---------------|---------------|
|   | Interest rate | Interest rate | Interest rate |
| Time deposits with contractual maturity of less than 90 days<br>Reverse repurchase agreements with contractual maturity of 90 | 1.5%-11.5%    | 1.5%-10.0%    | 1.0%-11.0%    |
| days or less  | 5.0%-16.0%    | 1.5%-9.0%     | 3.0%-9.0%     |
| Time deposits with the NBK  | _             | 4.5%          | 3.5%          |

The Group has entered into reverse repurchase agreements with Kazakhstani banks. The subject of these agreements was mainly treasury bills of the Ministry of Finance and notes of NBK.

At December 31, 2007, top ten balances with banks accounted for 54.24% of total cash and cash equivalents and represented 11.99% of the Group's total equity (2006 – ten banks accounted for 43.52% of total cash and cash equivalents and represented 43.30% of the Group's total equity; 2005 – ten banks accounted for 59.74% of total cash and cash equivalents and represented 81.70% of the Group's total equity).

## 7. Obligatory reserves

Obligatory reserves comprise:

|   | 2007    | 2006    | 2005   |
|---|---------|---------|--------|
| Due from the NBK                              | 139,366 | 125,573 | 10,791 |
| Cash on hand allocated to obligatory reserves | 28,876  | _       | _      |
| Obligatory reserves                           | 168,242 | 125,573 | 10,791 |

Under Kazakh legislation, the Group is required to maintain certain obligatory reserves, which are computed as a percentage of certain liabilities of the Group. Historically, such reserves were held in either non-interest bearing deposits with the NBK or in physical cash or held on current accounts and maintained based on average monthly balances of the aggregate of deposits with the NBK and physical cash. The use of such funds is, therefore subject to certain restrictions.

During 2006 the NBK changed its reserve requirements, which resulted in significant increase in obligatory reserves balances as at December 31, 2007 and 2006.

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

Financial assets at fair value through profit or loss comprise:

|   | 2007    | 2006    | 2005    |
|---|---------|---------|---------|
| Debt securities:  |         |         |         |
| Corporate bonds   | 46,241  | 56,251  | 2,439   |
| Treasury bills of the Ministry of Finance of the Republic of Kazakhstan | 19,156  | 15,014  | 8,165   |
| Bonds of Kazakhstan financial agencies                                  | 6,881   | 6,406   | 798     |
| Sovereign bonds of OECD countries                                       | 6,694   | 5,255   | 23,875  |
| Notes of the NBK  | 3,707   | 69,967  | 6,772   |
| Municipal bonds   | 264     | 342     | 708     |
| Bonds of international financial organizations                          | 76      | 32,241  | 52,095  |
| Treasury bills of the Ministry of Finance of Russian Federation         | 3       | 3       | _       |
| Bonds of public agencies  | _       | 9,539   | 10,092  |
| Sovereign bonds of the Republic of Kazakhstan                           | _       | 5,318   | 2,891   |
|   | 83,022  | 200,336 | 107,835 |
| Equity securities   | 29,100  | 21,145  | 2,417   |
| Mutual funds shares   | 53      | 53      | _       |
| Financial assets at fair value through profit or loss                   | 112,175 | 221,534 | 110,252 |
| Subject to repurchase agreements  | 60,129  | 104,321 | 48,823  |

## 8. Financial assets at fair value through profit or loss (continued)

Interest rates and maturity of debt securities follow:

|  | 2007       |           | 200        | 6         | 2005      |           |  |
|--|------------|-----------|------------|-----------|-----------|-----------|--|
|  | %          | Maturity  | %          | Maturity  | %         | Maturity  |  |
| Corporate bonds  | 7.0%-8.9%  | 2009-2015 | 5.0%-12.0% | 2007-2036 | 2.4%-9.0% | 2006-2020 |  |
| Treasury bills of the<br>Ministry of Finance<br>of the Republic of |            |           |            |           |           |           |  |
| Kazakhstan   | 5.5%-6.4%  | 2008-2010 | 4.1%-8.3%  | 2007-2011 | 5.5%-8.3% | 2006-2014 |  |
| Bonds of Kazakhstan  |            |           |            |           |           |           |  |
| financial agencies   | 6.0%-12.2% | 2013-2026 | 6.0%-10.0% | 2007-2026 | 6.5%-8.5% | 2007-2020 |  |
| Sovereign bonds of   |            |           |            |           |           |           |  |
| OECD countries   | 4.0%       | 2037      | 4.8%-5.3%  | 2008-2012 | 2.5%-6.0% | 2006-2009 |  |
| Notes of the NBK   | 7.3%       | 2008      | 4.6%-5.9%  | 2007      | 2.3%-3.1% | 2006      |  |
| Municipal bonds  | 8.5%       | 2008      | 8.5%       | 2007-2008 | 8.5-8.6%  | 2006-2008 |  |
| Bonds of international financial                                   |            |           |            |           |           |           |  |
| organizations  | 4.4%-5.5%  | 2012-2013 | 2.4%-6.1%  | 2007-2013 | 2.4%-6.1% | 2006-2013 |  |
| Treasury bills of the<br>Ministry of Finance<br>of Russian         |            |           |            |           |           |           |  |
| Federation   | 7.5%       | 2030      | 5.0%       | 2030      | _         | _         |  |
| Bonds of public<br>agencies<br>Sovereign bonds of                  | _          | _         | 3.9%-4.9%  | 2007-2009 | 3.9%-4.9% | 2007-2009 |  |
| the Republic of<br>Kazakhstan                                      | _          | _         | 11.1%      | 2007      | 11.1%     | 2007      |  |

## 9. Amounts due from credit institutions

Amounts due from credit institutions as at December 31, comprise:

|                                      | 2007    | 2006   | 2005   |
|--------------------------------------|---------|--------|--------|
| Loans                                | 88,221  | 73,877 | 17,283 |
| Deposits                             | 19,491  | 13,655 | 6,393  |
| •                                    | 107,712 | 87,532 | 23,676 |
| Less – Allowance for impairment      | (123)   | (80)   | _      |
| Amounts due from credit institutions | 107,589 | 87,452 | 23,676 |

As at December 31, 2007, amounts due from ten largest credit institutions comprised 58.87% of total amounts due from credit institutions (December 31, 2006 – ten largest comprised 56%; December 31, 2005 – ten largest comprised 94%).

Interest rates and maturities of amounts due from credit institutions follow:

|          |            | 2007      |            | 2006        | 2005       |            |  |
|----------|------------|-----------|------------|-------------|------------|------------|--|
|          | %          | Maturity  | %          | Maturity    | %          | Maturity   |  |
| Loans    | 7.0%-14.0% | 2008-2026 | 1.5%-14.0% | 2007-2014   | 2.9%-14.0% | 2006-2014  |  |
|          |            |           |            | On demand - |            | On demand- |  |
| Deposits | 6.2%-14.0% | 2008-2010 | 9.0%-15.6% | 2008        | 9.5%-12.0% | 2006       |  |

## 9. Amounts due from credit institutions (continued)

The movements in allowance for impairment of amounts due from credit institutions were as follows:

|   | 2007  | 2006 | 2005  |
|---|-------|------|-------|
| January 1                               | 80    | _    | 527   |
| Impairment charge                       | 396   | 31   | _     |
| Write-offs                              | (355) | _    | (527) |
| Amounts arising on business combination | 2     | 49   |       |
| December 31                             | 123   | 80   |       |

## 10. Derivative financial instruments

The Group enters into derivative financial instruments for trading purposes. The table below shows the fair values of derivative financial instruments, recorded as assets and liabilities, together with their notional amounts. The notional amount, recorded gross, is the amount of a derivative's underlying asset and is the basis upon which changes in the value of derivatives are measured. The notional amounts indicate the volume of transactions outstanding as of December 31 and are indicative of neither the market risk nor the credit risk.

|                                     | 2007      |        |              | 2006      |            |           | 2005      |            |           |
|-------------------------------------|-----------|--------|--------------|-----------|------------|-----------|-----------|------------|-----------|
| _                                   | Notional  | Fair v | <i>alues</i> | Notional  | Fair value |           | Notional  | Fair value |           |
| _                                   | principal | Asset  | Liability    | principal | Asset      | Liability | principal | Asset      | Liability |
| Currency swaps                      | 1,892,120 | 22,004 | 1,501        | 144,003   | 3,405      | _         | _         | _          | _         |
| Forwards and                        |           |        |              |           |            |           |           |            |           |
| futures                             | 153,997   | 6,391  | 247          | 8,261     | 3          | 34        | 1,870     | _          | 10        |
| Interest rate swaps                 | 90,908    | 2,739  | 3,780        | 41,148    | 49         | _         | 28,359    | _          | 118       |
| Options                             | 5,177     | 263    | _            | _         | _          | _         | _         | _          | _         |
| Total derivative assets/liabilities | _         | 31,397 | 5,528        | _         | 3,457      | 34        |           | _          | 128       |

Swaps

Swaps are contractual agreements between two parties to exchange movements in interest and foreign currency rates.

## Forwards and futures

Forwards and futures contracts are contractual agreements to buy or sell a specified financial instrument at a specific price and date in the future. Forwards are customised contracts transacted in the over-the-counter market. Futures contracts are transacted in standardised amounts on regulated exchanges and are subject to daily cash margin requirements.

## Options

Options are contractual agreements that convey the right, but not the obligation, for the purchaser either to buy or sell a specific amount of a financial instrument at a fixed price, either at a fixed future date or at any time within a specified period.

## 11. Available-for-sale investment securities

Available-for-sale investment securities as at December 31, comprise:

|  | 2007          | <i>2006</i> | 2005   |
|--|---------------|-------------|--------|
| Corporate bonds  | 14,179        | 6,731       | 549    |
| Sovereign bonds of OECD countries                            | 3,697         | 7,395       | 1,316  |
| Notes of the National Bank of Kyrgyzstan                     | 1,390         | _           | _      |
| Notes of the NBK   | 1,165         | _           | 423    |
| Treasury bills of the Ministry of Finance of Kyrgyzstan      | 410           | _           | _      |
| Bonds of Kazakhstan financial agencies                       | 24            | 29          | _      |
| Bonds of international financial organizations               | _             | 29,515      | 34,292 |
| Bonds of public agencies                                     | _             | 3,218       | 3,407  |
| Sovereign bonds of the Republic of Kazakhstan                | _             | 664         | 734    |
| Treasury bills of the Ministry of Finance of the Republic of |               |             |        |
| Kazakhstan   | _             | _           | 44     |
|  | 20,865        | 47,552      | 40,765 |
| Equity securities  | <b>5,</b> 557 | 2,171       | 1,641  |
| Available-for-sale investment securities                     | 26,422        | 49,723      | 42,406 |

## 11. Available-for-sale investment securities (continued)

Interest rates and maturities of debt securities are:

|                          | 2007       |           | 20         | 06        | 2005      |           |  |
|--------------------------|------------|-----------|------------|-----------|-----------|-----------|--|
|                          | %          | Maturity  | %          | Maturity  | %         | Maturity  |  |
| Corporate bonds          | 8.5%-16.0% | 2008-2015 | 8.0%-15.5% | 2007-2015 | 2.4%-4.9% | 2007-2009 |  |
| Sovereign bonds of       |            |           |            |           |           |           |  |
| OECD countries           | 5.3%-6.0%  | 2008-2009 | 2.5%-6.0%  | 2007-2012 | 5.3%      | 2009      |  |
| Notes of the NB of       |            |           |            |           |           |           |  |
| Kyrgyzstan               | 8.2%-9.2%  | 2008      | _          | _         | _         | _         |  |
| Notes of the NBK         | 7.3%       | 2008      | _          | _         | 2.3%-3.1% | 2006      |  |
| Treasury bills of the    |            |           |            |           |           |           |  |
| Ministry of Finance of   |            |           |            |           |           |           |  |
| the Kyrgyzstan           | 5.7%-14.6% | 2008-2009 | _          | _         | _         | _         |  |
| Bonds of Kazakhstan      |            |           |            |           |           |           |  |
| financial agencies       | 12.2%      | 2014      | 8.8%       | 2014      | _         | _         |  |
| Bonds of international   |            |           |            |           |           |           |  |
| financial organizations  | _          | _         | 2.4%-6.1%  | 2007-2013 | 3.8%-6.1% | 2007-2013 |  |
| Bonds of public agencies | _          | _         | 4.9%       | 2007      | 4.9%      | 2007      |  |
| Sovereign bonds of the   |            |           |            |           |           |           |  |
| Republic of              |            |           |            |           |           |           |  |
| Kazakhstan               | _          | _         | 11.1%      | 2007      | 11.1%     | 2007      |  |
| Treasury bills of the    |            |           |            |           |           |           |  |
| Ministry of Finance of   |            |           |            |           |           |           |  |
| the Republic of          |            |           |            |           |           |           |  |
| Kazakhstan               | _          | _         | _          | _         | 5.5%-8.3% | 2006-2014 |  |

## 12. Loans to customers

Loans to customers comprise:

|                                   | 2007      | 2006      | 2005     |
|-----------------------------------|-----------|-----------|----------|
| Corporate lending                 | 1,669,648 | 862,199   | 498,028  |
| Small and medium business lending | 300,325   | 177,505   | 102,500  |
| Individuals lending               | 546,880   | 373,900   | 120,162  |
| Gross loans to customers          | 2,516,853 | 1,413,604 | 720,690  |
| Less – Allowance for impairment   | (137,043) | (70,190)  | (40,311) |
| Loans to customers                | 2,379,810 | 1,343,414 | 680,385  |

As at December 31, 2007, the annual interest rates charged by the Group ranged from 12% to 19% per annum for KZT-denominated loans (2006 – from 10% to 16%; 2005 – from 10% to 20%) and from 12% to 20% per annum for US Dollar-denominated loans (2006 – from 9% to 14%; 2005 – from 10% to 18%).

Gross loans have been extended to the following types of customers:

|                           | 2007      | 2006      | 2005    |
|---------------------------|-----------|-----------|---------|
| Private companies         | 1,963,28  | 1,032,272 | 598,525 |
| Individuals               | 546,880   | 373,900   | 120,162 |
| State companies           | 6,609     | 7,383     | 1,908   |
| Other                     | 83        | 49        | 101     |
| Loans to customers, gross | 2,516,853 | 1,413,604 | 720,690 |

Amounts written off

Recoveries

(Millions of Kazakhstani Tenge)

## 12. 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:

| A reconciliation of the al   | lowance for impairment o  | of loans to customers by class               | ss is as follows:              |               |
|--|---------------------------|--|--------------------------------|---------------|
|  | Corporate lending<br>2007 | Small and<br>medium business<br>lending 2007 | Individuals<br>lending<br>2007 | Total<br>2007 |
| At 1 January 2007  | 60,759                    | 8,336  | 1,095                          | 70,190        |
| Charge for the year  | 51,913                    | 13,746                                       | 1,755                          | 67,414        |
| Amounts written off  | (4,339)                   | (1,073)                                      | (1,124)                        | (6,536)       |
| Recoveries   | 3,068                     | 2,108  | 547                            | 5,723         |
| Amounts arising from   | •                         | •  |                                | ,             |
| business   |                           |  |                                |               |
| combination  | 101                       | 114  | 37                             | 252           |
| At 31 December 2007  | 111,502                   | 23,231                                       | 2,310                          | 137,043       |
| Individual impairment  | 56,335                    | 4,248  |                                | 60,582        |
| Collective impairment  | 55,167                    | 18,983                                       | 2,310                          | 76,461        |
| goneed to impunion   | 111,502                   | 23,231                                       | 2,310                          | 137,043       |
| Gross amount of loans, individually determined to be impaired, before deducting any individually assessed            |                           |  | -,                             |               |
| impairment   | 241002                    | 40.060                                       |                                | 202 = 44      |
| allowance  | 264,893                   | 18,868                                       |                                | 283,761       |
| _  | Corporate lending 2006    | Small and medium<br>business lending<br>2006 | Individuals<br>lending<br>2006 | Total<br>2006 |
| At 1 January 2006  | 36,495                    | 2,920  | 896                            | 40,311        |
| Charge for the year  | 27,572                    | 4,669  | 923                            | 33,164        |
| Amounts written off  | (5,774)                   | (2,812)                                      | (756)                          | (9,342)       |
| Recoveries Amounts arising from business   | 1,213                     | 360  | 32                             | 1,605         |
| combination  | 1,253                     | 3,199  | _                              | 4,452         |
| At 31 December   | -,                        | 5,277  |                                | .,            |
| 2006   | 60,759                    | 8,336  | 1,095                          | 70,190        |
| Individual   |                           |  |                                |               |
| impairment   | 39,197                    | _  | _                              | 39,197        |
| Collective   |                           |  |                                |               |
| impairment   | 21,562                    | 8,336  | 1,095                          | 30,993        |
| _  | 60,759                    | 8,336  | 1,095                          | 70,190        |
| Gross amount of loans, individually determined to be impaired, before deducting any individually assessed impairment |                           |  |                                |               |
| allowance  | 344,660                   | _  | _                              | 344,660       |
| _  | -,                        |  |                                | .,,           |
|  |                           | Small and                                    | Individuals                    |               |
|  | Corporate lending         | medium business                              | lending                        | Total         |
| -  | 2005                      | lending 2005                                 | 2005                           | 2005          |
| At 1 January 2005  | 27,208                    | 1,939  | 486                            | 29,633        |
| Charge for the year  | 13,421                    | 1,279  | 659                            | 15,359        |
| Amounts written off  | (5 964)                   | (1.456)                                      | (734)                          | (8 154)       |

(1,456)

1,158

(734)

485

(8,154)

3,473

(5,964)

1,830

| At 31 December        |         |        |       |         |
|-----------------------|---------|--------|-------|---------|
| 2005                  | 36,495  | 2,920  | 896   | 40,311  |
| Individual impairment | 36,495  | 2,920  | 896   | 40,311  |
| Collective impairment | _       | _      | _     | _       |
|                       | 36,495  | 2,920  | 896   | 40,311  |
| Gross amount of       |         |        |       |         |
| loans, individually   |         |        |       |         |
| determined to be      |         |        |       |         |
| impaired, before      |         |        |       |         |
| deducting any         |         |        |       |         |
| individually          |         |        |       |         |
| assessed              |         |        |       |         |
| impairment            |         |        |       |         |
| allowance             | 275.654 | 10.831 | 2.584 | 289.069 |

## 12. Loans to customers (continued)

#### Individually impaired loans

Interest income accrued on loans, for which individual impairment allowances have been recognized, as at December 31, 2007, comprised KZT 20,073 million (2006- KZT 15,594 million, 2005- KZT 9,007 million).

The fair value of collateral that the Group holds relating to loans individually determined to be impaired at 31 December 2007 amounts to KZT 604,772 million (2006- KZT 570,690 million, 2005- KZT 529,673 million). In accordance with the NBK requirements, loans may only be written off with the approval of the Board of Directors and, in certain cases, with the respective decision of the Court.

## 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 trade receivables,
- For retail lending, mortgages over residential properties, charges over transport, cash and cash equivalents and guarantees.

The Group also obtains guarantees from parent companies for loans to their subsidiaries.

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.

During the year, the Group took possession of collateral with an estimated value of KZT 503 million, which the Group is in the process of selling. It is the Group's policy to dispose of repossessed properties in an orderly fashion. The proceeds are used to reduce or repay the outstanding claim. In general, the Group does not occupy repossessed properties for business use.

#### Derecognition of a loan portfolio

The Group has been periodically selling part of its mortgage loan portfolio to Kazakhstan Mortgage Company ("KMC"), with full recourse to the Group for any default loan. The Group has determined that, as a result of this transaction, not substantially all the risks and rewards of the portfolio have been transferred to KMC. Therefore, the Group continues to recognise these loans as an asset on its consolidated balance sheet with the corresponding liability recorded in loans from financial institutions for the same amount. As of December 31, 2007 these loans amounted to KZT 7,595 million.

As of December 31, 2007 loans to customers include loans of KZT 62,724 million, which are pledged as collateral for the mortgage-backed bonds (December 31, 2006 – KZT 44,221 million).

### Concentration of loans to customers

As at December 31, 2007, the Group had a concentration of loans represented by KZT 274,080 million due from the ten largest borrowers that comprised 11% of the total gross loan portfolio (2006 – KZT 154,105 million, 11%; 2005 – KZT 110,893 million, 15%) and represented 61% of the Group's total equity (2006 – 79%; 2005 – 127%). Allowances amounting to KZT 7,750 million were recognised against these loans as at December 31, 2007 (2006 – KZT 2 million; 2005 – KZT 9,197 million).

As at December 31, 2007 mortgage loans issued to individuals in the aggregate amount of KZT 610 million were pledged under the financing received by the Group from OECD based banks (2006- KZT 1,077 million; 2005- 1,443 million).

As at December 31, 2007 the Group had loans in the amount of KZT 345,142 million (2006-KZT 22,606 million, 2005-KZT 28,392 million) with interest and principal repayable at maturity.

## 12. Loans to customers (continued)

Loans are made to the following sectors:

|                                      | 2007      | %      | <i>2006</i> | %      | 2005    | %      |
|--------------------------------------|-----------|--------|-------------|--------|---------|--------|
| Wholesale trade                      | 429,542   | 17.1%  | 213,466     | 15.1%  | 137,903 | 19.1%  |
| Housing construction                 | 350,140   | 13.9%  | 141,377     | 10.0%  | 40,158  | 5.6%   |
| Consumer loans                       | 292,463   | 11.6%  | 211,881     | 15.0%  | 55,825  | 7.8%   |
| Real estate investments              | 286,197   | 11.4%  | 78,409      | 5.6%   | 5,960   | 0.8%   |
| Mortgage loans to individuals        | 254,418   | 10.1%  | 162,019     | 11.5%  | 64,337  | 8.9%   |
| Construction of roads and industrial |           |        |             |        |         |        |
| buildings                            | 185,904   | 7.4%   | 133,252     | 9.4%   | 74,410  | 10.3%  |
| Oil & gas                            | 173,948   | 6.9%   | 88,213      | 6.2%   | 72,645  | 10.1%  |
| Agriculture                          | 132,993   | 5.3%   | 73,879      | 5.2%   | 64,987  | 9.0%   |
| Retail trade                         | 64,733    | 2.6%   | 32,745      | 2.3%   | 11,005  | 1.5%   |
| Transport                            | 50,650    | 2.0%   | 42,942      | 3.1%   | 27,869  | 3.9%   |
| Food industry                        | 48,401    | 1.9%   | 50,923      | 3.6%   | 36,256  | 5.0%   |
| Chemical industry                    | 47,869    | 1.9%   | 23,172      | 1.6%   | 25,025  | 3.5%   |
| Mining                               | 30,325    | 1.2%   | 19,618      | 1.4%   | 31,164  | 4.3%   |
| Telecommunication                    | 24,233    | 1.0%   | 20,046      | 1.4%   | 4,886   | 0.7%   |
| Production of machinery and          |           |        |             |        |         |        |
| equipment                            | 16,664    | 0.7%   | 20,097      | 1.4%   | 7,690   | 1.1%   |
| Metallurgical industry               | 11,174    | 0.4%   | 12,174      | 0.9%   | 3,564   | 0.5%   |
| Financial services                   | 8,024     | 0.3%   | 25,933      | 1.8%   | 7,066   | 1.0%   |
| Hospitality                          | 10,689    | 0.4%   | 2,647       | 0.2%   | 1,776   | 0.2%   |
| Energy                               | 7,971     | 0.3%   | 11,673      | 0.8%   | 21,491  | 3.0%   |
| Textile and leather industry         | 4,134     | 0.2%   | 2,411       | 0.2%   | 939     | 0.1%   |
| Publishing                           | 3,072     | 0.1%   | 3,459       | 0.2%   | 3,927   | 0.5%   |
| Production of rubber and plastic     |           |        |             |        |         |        |
| articles                             | 731       | 0.0%   | 1,008       | 0.1%   | 1,750   | 0.2%   |
| Research & development               | 724       | 0.0%   | 2,352       | 0.2%   | 1,466   | 0.2%   |
| Other                                | 81,854    | 3.3%   | 39,908      | 2.8%   | 18,597  | 2.7%   |
|                                      | 2,516,853 | 100.0% | 1,413,604   | 100.0% | 720,696 | 100.0% |
|                                      |           |        |             |        |         |        |

Finance lease receivable

Net investment in finance leases consisted of the following:

|   | 2007    | <i>2006</i> | 2005  |
|---|---------|-------------|-------|
| Minimum lease payments receivable                             | 13,295  | 4,206       | 338   |
| Less: Unearned finance income                                 | (2,619) | (1,124)     | (54)  |
| Net investment in finance leases                              | 10,676  | 3,082       | 284   |
| Allowance for uncollectible minimum lease payments receivable | (187)   | (233)       | (129) |
|   | 10,489  | 2,849       | 155   |
| Current portion of net investment in finance leases           | 3,604   | 1,209       | 112   |
| Long-term portion of net investment in finance leases         | 7,072   | 1,873       | 172   |
|   | 10,676  | 3,082       | 284   |
|   |         |             |       |

## 13. Investments in associates

Movement in investments in associates was:

| 2007    | 2006                                | 2005  |
|---------|-------------------------------------|---|
| 5,996   | 2,205                               | 331   |
| 58,579  | 4,943                               | 1,867   |
| (1,042) | (3,516)                             | _   |
| 4,234   | 2,364                               | 7   |
| 67,767  | 5,996                               | 2,205   |
|         | 5,996<br>58,579<br>(1,042)<br>4,234 | 5,996 2,205<br>58,579 4,943<br>(1,042) (3,516)<br>4,234 2,364 |

## 13. Investments in associates (continued)

The following table illustrates summarised financial information as at December 31 of the associates:

| Aggregated assets and liabilities of associates | 2007      | 2006     | 2005    |
|---|-----------|----------|---------|
| Total assets                                    | 731,375   | 59,612   | 14,400  |
| Total liabilities                               | (614,272) | (45,509) | (9,648) |
| Net assets                                      | 117,103   | 14,103   | 4,752   |
| Aggregated profit of associates                 | 2007      | 2006     | 2005    |
| Net profit                                      | 11,004    | 8,323    | 103     |

Investments in associates at 31 December 2007 include goodwill of KZT 33,479 million (excess of acquirer's interest in the net fair value of acquiree's identifiable assets, liabilities and contingent liabilities over cost (2006- KZT (613) million, 2005- KZT (337) million). For the general information, refer to *Note 2*.

## 14. Goodwill

The movements in goodwill were as follows:

|   | 2007   | 2006   | 2005 |
|---|--------|--------|------|
| Cost                                      |        |        |      |
| January 1                                 | 22,849 | 26     | _    |
| Additions                                 | 14,547 | _      | 26   |
| Acquisition through business combinations | 161    | 22,823 | _    |
| 31 December                               | 37,557 | 22,849 | 26   |
| Impairment of goodwill                    | _      | _      | _    |
| Net book value:                           |        |        |      |
| 31 December                               | 37,557 | 22,849 | 26   |
|   |        |        |      |

Impairment testing of goodwill

Outstanding balance of goodwill as of December 31, 2007 includes goodwill in the amount of KZT 37,396 million, which relates to the Bank's subsidiary JSC Temirbank. The recoverable amount of JSC Temirbank has been determined based on the market quotes of its shares as at 31 December 2007, which amounted to KZT 133,469 million.

Since the obtained recoverable amount of the goodwill as of December 31, 2007, 2006 and 2005 exceeded its book value, the Group considers no impairment of the goodwill existed.

## 15. Other impairment and provisions

The movements in allowances for other losses and provisions were as follows:

|   | Other  | Other      |        |
|---|--------|------------|--------|
|   | assets | provisions | Total  |
| December 31, 2004                       | 423    | 2,031      | 2,454  |
| Impairment charge                       | _      | 1,642      | 1,642  |
| Write-offs                              | (459)  | (195)      | (654)  |
| Recoveries                              | 108    | _          | 108    |
| December 31, 2005                       | 72     | 3,478      | 3,550  |
| Impairment charge                       | 48     | 2,518      | 2,566  |
| Write-offs                              | (83)   | _          | (83)   |
| Recoveries                              | 301    | _          | 301    |
| Amounts arising on business combination | 3      | 1          | 4      |
| December 31, 2006                       | 341    | 5,997      | 6,338  |
| Impairment charge                       | 130    | 4,575      | 4,705  |
| Write-offs                              | (211)  | _          | (211)  |
| Recoveries                              | 99     | _          | 99     |
| Amounts arising on business combination | 1      | 5          | 6      |
| December 31, 2007                       | 360    | 10,577     | 10,937 |
|   |        |            |        |

Allowances for impairment of assets are deducted from the related assets. Other provisions consist of provisions for letters of credit and guarantees, and are recorded within other liabilities.

## 16. Taxation

The corporate income tax expense comprises:

|  | 2007    | <i>2006</i> | 2005  |
|--|---------|-------------|-------|
| Current tax charge   | 11,413  | 3,707       | 1,569 |
| Deferred tax charge- origination and reversal of temporary differences | (1,581) | 845         | _     |
| Income tax expense   | 9,832   | 4,552       | 1,569 |

The Bank and its subsidiaries, other than TuranAlem Finance B.V. ("TAF BV"), TuranAlem Finance ("TAF"), BTA Luxembourg, BTA Finance LLP, BTA Capital and First Kazakh Securitization Company are subject to taxation in the Republic of Kazakhstan. TAF BV and First Kazakh Securitization Company are subject to income tax in the Netherlands. TAF, BTA Finance LLP and BTA Capital are subject to income tax in Russian Federation. BTA Luxembourg is subject to income tax in Luxembourg.

A reconciliation between income tax expense in the accompanying consolidated financial statements and income before taxes multiplied by the statutory tax rate for the years ended December 31 is as follows:

|  | 2007    | 2006    | 2005    |
|--|---------|---------|---------|
| Accounting profit before income tax  | 74,537  | 43,630  | 16,275  |
|  |         |         |         |
| Income tax computed at the statutory tax rate of 30%                           | 22,361  | 13,089  | 4,883   |
| Non-deductible impairment charge   | 132     | 1,004   | 18      |
| Non-deductible interest expenses   | 422     | 642     | 243     |
| Non-deductible business expenses   | 787     | 447     | 351     |
| Non taxable income on government and A,B listed securities                     | (1,915) | (6,181) | (1,431) |
| Non taxable income on long-term loans granted for the purchase of              |         |         |         |
| property and equipment by legal entities and mortgage loans                    | (6,942) | (1,832) | (2,700) |
| Insurance expense  |         | (1,043) | _       |
| Non taxable income from associates   | (1,225) | (709)   | (2)     |
| Excess of acquirer's interest in the net fair value of acquiree's identifiable |         |         |         |
| assets, liabilities and contingent liabilities over cost                       | _       | (340)   | _       |
| Income of subsidiaries taxed at different rates                                | (3,421) | (311)   | (329)   |
| Change in unrecognised deferred tax assets                                     |         | (108)   | (598)   |
| Other permanent differences  | (367)   | (106)   | 1,134   |
| Income tax expense   | 9,832   | 4,552   | 1,569   |

#### 16. Taxation (continued)

Deferred tax balances, calculated by applying the statutory tax rates in effect at the respective balance sheet dates to the temporary differences between the tax basis of assets and liabilities and the amounts reported in the financial statements, comprised the following at December 31:

|                                  | d     | Origination<br>and reversal<br>of temporary<br>differences<br>in statement<br>of income | Origination<br>and reversal<br>of temporary<br>differences<br>in equity | Effect of<br>business<br>combination | 2006    | Origination<br>and reversal<br>of temporary<br>differences<br>in statement<br>of income | O    | 2007         |
|----------------------------------|-------|---|---|--------------------------------------|---------|---|------|--------------|
| Tax effect of deductible         |       |   | 4   |                                      |         |   |      |              |
| temporary<br>differences:        |       |   |   |                                      |         |   |      |              |
| Allowances for                   |       |   |   |                                      |         |   |      |              |
| impairment                       | 42    | (42)  | _   | _                                    | _       | 4,906   | _    | 4,906        |
| Tax losses carried forward       | _     | 366   | _   | _                                    | 366     | 1,057   |      | 1,423        |
| Fair value measurement           |       |   |   |                                      |         |   |      |              |
| of securities                    | _     |   | _   | _                                    | _       | -   | 221  | 221          |
| Property and equipment           | 195   | (195)   | _   | _                                    |         | _   | _    | _            |
| Other                            | 10    | 402   |   | 5                                    | 417     | 598   |      | 1,015        |
| Gross deferred tax               | 247   | F21   |   | _                                    | 702     | C F C1  | 221  | 7.565        |
| assets                           | 247   | 531   | _   | 5                                    | 783     | 6,561   | 221  | 7,565        |
| Unrecognised deferred tax assets | (108) | 108   |   | _                                    | _       | _   | _    | _            |
| Deferred tax asset               | 139   | 639   |   |                                      | 783     | 6,561   | 221  | 7,565        |
| Tax effect of taxable            | 137   | 037   |   |                                      | 703     | 0,501   | 221  | 7,505        |
| temporary differences:           |       |   |   |                                      |         |   |      |              |
| Allowances for impairment        | _     | (1,540)   | _   | _                                    | (1,540) | (107)   | _    | (1,647)      |
| Fair value measurement           |       |   | (1.22)  |                                      | (1.22)  | (4.202)   | (14) | (4.520)      |
| of securities                    | _     | (0.2)   | (122)   | (1.42)                               | (122)   | (4,393)   | (14) | (4,529)      |
| Property and equipment<br>Other  | (139) | (83)<br>139   | _   | (143)                                | (226)   | (476)<br>(4)  | _    | (702)<br>(4) |
| Deferred tax liability           | (139) | (1,484)   | (122)   | (143)                                | (1,888) | . ,   | (14) | (6,882)      |
| Deferred tax assets/(liability)  |       | (845)   | (122)   | (138)                                | (1,105) |   | 207  | 683          |

Tax loss carry-forward represents losses which arose from changes in the fair market value of certain securities. Losses from such securities are deductible only to the extent that they can be offset against gains from similar securities. In accordance with the tax legislation, such losses can be carried forward and offset against gains from similar securities during a period of 3 years from the year a loss occurs.

Kazakhstan currently has a single Tax Code that regulates main taxation matters. The main taxes include value added tax, income tax, social taxes, and others. Implementing regulations are often unclear or nonexistent and few precedents have been established. Often, different opinions regarding legal interpretation exist both among and within government authorities; thus creating uncertainties and areas of conflict. Tax declarations, together with other legal compliance areas (as examples, customs and currency control matters) are subject to review and investigation by a number of authorities, which are enabled by law to impose severe fines, penalties and interest charges. These facts create tax risks in Kazakhstan substantially more significant than typically found in countries with more developed tax systems. Management believes that the Group is in substantial compliance with the tax laws affecting its operations; however, the risk remains that relevant authorities could take different positions with regard to interpretive issues.

In accordance with recent amendments in the Tax Code of the Republic of Kazakhstan adopted in 2007, only that income which was derived from sale of A, B listed securities at a stock exchange under open tender are considered as tax exempt. Previously, any income derived from sale of such securities on a stock exchange, whether under open tender or not, was tax exempt.

Certain deferred tax assets as at December 31, 2005 have not been recognised due to the uncertainties surrounding their realisation in the future.

## 17. Amounts due to the Government and the NBK

Amounts due to the Government and the NBK consist of the following:

|  | 2007 | 2006 | 2005 |
|--|------|------|------|
| Amounts due to the Government:             |      |      |      |
| Interest bearing – KZT denominated         | 370  | 373  | 427  |
| Interest bearing – EUR denominated         | 212  | 267  | 317  |
| Interest bearing – USD denominated         | 174  | 38   | 68   |
| Interest bearing – KGS* denominated        | 107  | _    | _    |
| Non-interest bearing                       | _    | _    | 4    |
| Loans from the NBK                         | 28   | 28   | 28   |
| Loans from the National Bank of Kyrgyzstan | 22   | _    | _    |
| Amounts due to the Government and the NBK  | 913  | 706  | 844  |

<sup>\*</sup> Kyrgyzstani Soms

Interest rates and maturity of the amounts due to the Government and the NBK follow:

|                         | 2007       |           | 200        | 06        | 2005       |           |
|-------------------------|------------|-----------|------------|-----------|------------|-----------|
|                         | Interest   |           | Interest   |           | Interest   |           |
|                         | rate       | Maturity  | rate       | Maturity  | rate       | Maturity  |
| Amounts due to the      |            |           |            |           |            |           |
| Government:             |            |           |            |           |            |           |
| Non interest bearing    | _          | _         | _          | _         | _          | 2006      |
| Interest bearing:       |            |           |            |           |            |           |
| KZT denominated         | 1.0%-11.0% | 2008-2022 | 0.5%-10.0% | 2007-2011 | 0.5%-10.0% | 2006-2010 |
| EUR denominated         | 5.0%       | 2010      | 5.0%       | 2010      | 5.0%       | 2010      |
| USD denominated         | 5.6%-6.3%  | 2021-2022 | 5.5%       | 2011      | 2.9%       | 2011      |
| KGS denominated         | 7.3%       | 2018-2021 | _          | _         | _          | _         |
| Loans from the NBK      | _          | 2008-2020 | _          | 2007-2020 | _          | 2006-2015 |
| Loans from the National |            |           |            |           |            |           |
| Bank of Kyrgyzstan      | 7.4%       | 2008-2010 | _          | _         | _          | _         |

## 18. Amounts due to credit institutions

Amounts due to credit institutions comprise:

|  | 2007    | 2006    | 2005    |
|--|---------|---------|---------|
| Loans from OECD based banks and financial institutions | 455,384 | 293,511 | 126,371 |
| Syndicated bank loans                                  | 241,157 | 202,535 | 134,249 |
| Loans from Kazakh banks and financial institutions     | 51,329  | 73,642  | 6,744   |
| Loans from other banks and financial institutions      | 26,609  | 16,841  | 6,265   |
| Redeemable Convertible Preferred Shares                | _       | _       | 5,581   |
| Pass-through loans                                     | 9,482   | 11,815  | 7,939   |
|  | 783,961 | 598,344 | 287,149 |
| Interest-bearing placements from Kazakh banks          | 46,021  | 2,427   | 2,322   |
| Interest-bearing placements from non OECD banks        | 4,034   | 3,376   | 3,081   |
| Loro accounts  | 1,288   | 20,999  | 495     |
|  | 51,343  | 26,802  | 5,898   |
| Amounts due to credit institutions                     | 835,304 | 625,146 | 293,047 |
| Subject to repurchase agreements                       | 60,129  | 104,321 | 48,823  |

#### 18. Amounts due to credit institutions (continued)

Interest rates and maturities of amounts due to credit institutions as at December 31, follow:

|                             | 2007       |           | 200        | 96        | 2005       |           |  |
|-----------------------------|------------|-----------|------------|-----------|------------|-----------|--|
| •                           | %          | Maturity  | %          | Maturity  | %          | Maturity  |  |
| Loans from OECD based       |            | •         |            | -         |            |           |  |
| banks and financial         |            |           |            |           |            |           |  |
| institutions                | 3.7%-8.8%  | 2008-2020 | 2.4%-11.8% | 2007-2017 | 1.0%-11.1% | 2006-2017 |  |
| Syndicated bank loans       | 1.5%-6.8%  | 2008-2010 | 5.8%-7.5%  | 2007-2009 | 4.3%-6.1%  | 2006-2008 |  |
| Loans from Kazakh banks     |            |           |            |           |            |           |  |
| and financial institutions  | 6.6%-17.8% | 2008-2027 | 2.0%-8.0%  | 2007-2008 | 5.4%-7.0%  | 2006      |  |
| Loans from other banks and  |            |           |            |           |            |           |  |
| financial institutions      | 3.0%-7.2%  | 2008-2017 | 3.3%-7.7%  | 2007-2011 | 2.0%-6.2%  | 2006      |  |
| Redeemable Convertible      |            |           |            |           |            |           |  |
| Preferred Shares            | _          | _         | _          | _         | 10.3%      | _         |  |
| Pass-through loans          | 6.9%-8.9%  | 2008-2011 | 7.1%-9.6%  | 2007-2011 | 6.0%-7.3%  | 2006-2008 |  |
| Loro accounts               | up to 2.0% | _         | up to 3.5% | _         | up to 2.0% | _         |  |
| Interest-bearing placements |            |           |            |           |            |           |  |
| from non OECD based         |            |           |            |           |            |           |  |
| banks                       | 6.0%-8.0%  | 2008      | 2.0%-8.1%  | 2007      | 1.0%-7.9%  | 2006      |  |
| Interest-bearing placements |            |           |            |           |            |           |  |
| from Kazakh banks           | 3.8%-10.0% | 2008      | 6.5%-7.6%  | 2007      | 1.0%-7.0%  | 2006      |  |

#### Financial covenants

In accordance with the contractual terms of the foreign bank loans, the Group is required to maintain certain financial ratios, particularly with regard to its liquidity, capital adequacy, and lending exposures. In addition, and in accordance with the terms of certain of those loans, the Group is required to obtain the approval of the lender before distributing any dividends to the common shareholders other than dividend shares. Management believes that as at December 31, 2007 and 2006 the Group is in compliance with the covenants of all debt agreements the Group has with other banks and financial institutions.

Included in loro accounts is a balance of KZT 556 million with two Russian banks (2006- KZT 20,228 million with two Russian banks, 2005- KZT 234 million with one Kazakh bank).

## 19. Amounts due to customers

The amounts due to customers included balances in customer current accounts, time deposits, and certain other liabilities, and include the following:

| <del></del>                       | 2007    | 2006    | 2005    |
|-----------------------------------|---------|---------|---------|
| Time deposits                     | 463,450 | 329,008 | 218,626 |
| Current accounts                  | 165,685 | 178,816 | 81,454  |
| Guarantee and restricted deposits | 23,373  | 20,368  | 6,634   |
| Amounts due to customers          | 652,508 | 528,192 | 306,714 |

Guarantee and restricted deposits represent customer's collateral under letters of credit and guarantees issued by the Bank on behalf of clients.

#### 19. Amounts due to customers (continued)

Interest rates and maturities of amounts due to customers follow:

|                     | 200         | <i>07</i>   | 200         | 96          | 2005        |             |  |
|---------------------|-------------|-------------|-------------|-------------|-------------|-------------|--|
|                     |             | Foreign     |             | Foreign     |             | Foreign     |  |
|                     | KZT         | currency    | KZT         | currency    | KZT         | currency    |  |
|                     | denominated | denominated | denominated | denominated | denominated | denominated |  |
|                     | %           | %           | %           | %           | %           | %           |  |
| Time deposits       | 2.5%-14.0%  | 2.5%-10.5%  | 2.0%-13.5%  | 3.0%-10.0%  | 1.0%-12.0%  | 2.0%-8.5%   |  |
| Current accounts    | up to 2.0%  | up to 1.0%  | up to 2.0%  | up to 1.0%  | up to 2.0%  | up to 1.0%  |  |
| Guarantee and other |             |             |             |             |             |             |  |
| restricted deposits | up to 14.0% | up to 10.0% | up to 12.6% | up 10.2%    | up 11.0%    | up 9.5%     |  |

Current accounts are due on demand. Maturities of other amounts due to customers follow:

|                     | 2007        |             | 20          | 06          | 2005        |             |
|---------------------|-------------|-------------|-------------|-------------|-------------|-------------|
|                     |             | Foreign     |             | Foreign     |             | Foreign     |
|                     | KZT         | currency    | KZT         | currency    | KZT         | currency    |
|                     | denominated | denominated | denominated | denominated | denominated | denominated |
|                     | Maturity    | Maturity    | Maturity    | Maturity    | Maturity    | Maturity    |
| Time deposits       | 2008-2010   | 2008-2011   | 2007-2010   | 2007-2008   | 2006-2010   | 2006-2007   |
| Guarantee and other |             |             |             |             |             |             |
| restricted deposits | 2008-2010   | 2008-2011   | 2007-2010   | 2007-2020   | 2006        | 2006-2007   |

At December 31, 2007, the Bank's ten largest customers accounted for approximately 20.45% of the total amounts due to customers (2006 – 31.10%; 2005 – 37.19%).

The amounts due to customers included balances in customer current accounts and term deposits, and were analysed as follows:

|  | 2007    | 2006    | 2005    |
|--|---------|---------|---------|
| Time deposits:                           |         |         |         |
| Commercial entities                      | 130,973 | 82,267  | 109,739 |
| Individuals                              | 235,620 | 179,956 | 101,000 |
| Governmental entities                    | 96,857  | 66,785  | 7,887   |
| Current accounts:                        |         |         |         |
| Commercial entities                      | 125,400 | 129,187 | 59,926  |
| Individuals                              | 31,222  | 27,774  | 15,970  |
| Governmental entities                    | 9,063   | 21,855  | 5,558   |
| Guarantee and other restricted deposits: |         |         |         |
| Commercial entities                      | 9,121   | 7,448   | 2,664   |
| Individuals                              | 13,583  | 12,895  | 3,931   |
| Governmental entities                    | 669     | 25      | 39      |
| Amounts due to customers                 | 652,508 | 528,192 | 306,714 |

Included in time deposits are deposits of individuals in the amount of KZT 235,620 million (2006 – KZT 179,956 million; 2005 - 101,000 million). In accordance with the Civil Code of the Republic of Kazakhstan, the Group is obliged to repay such deposits upon demand of a depositor. In case a term deposit is repaid upon demand of the depositor prior to maturity, interest is not paid or paid at considerably lower interest rate depending on the terms specified in the agreement.

# 19. Amounts due to customers (continued)

An analysis of customer accounts by sector follows:

|                                    | 2007    | %      | 2006    | %      | 2005    | %      |
|------------------------------------|---------|--------|---------|--------|---------|--------|
| Individuals                        | 280,425 | 43.0%  | 220,625 | 41.8%  | 120,901 | 39.4%  |
| Oil and gas                        | 86,213  | 13.2%  | 104,940 | 19.9%  | 55,154  | 18.0%  |
| Wholesale trading                  | 52,003  | 8.0%   | 19,034  | 3.6%   | 10,387  | 3.4%   |
| Transportation                     | 41,388  | 6.3%   | 34,631  | 6.6%   | 5,828   | 1.9%   |
| Construction                       | 33,623  | 5.2%   | 35,179  | 6.7%   | 12,114  | 3.9%   |
| Non-credit financial organizations | 30,255  | 4.6%   | 11,508  | 2.2%   | 13,069  | 4.3%   |
| Metallurgy                         | 12,024  | 1.8%   | 19,708  | 3.7%   | 49,524  | 16.1%  |
| State administration               | 11,071  | 1.7%   | 229     | 0.0%   | 215     | 0.1%   |
| Retail trade                       | 8,691   | 1.3%   | 4,737   | 0.9%   | 2,356   | 0.8%   |
| Machinery and equipment production | 6,652   | 1.0%   | 2,573   | 0.5%   | 2,221   | 0.7%   |
| Research and development           | 6,622   | 1.0%   | 4,013   | 0.8%   | 2,125   | 0.7%   |
| Agriculture                        | 6,596   | 1.0%   | 3,456   | 0.6%   | 2,045   | 0.7%   |
| Education                          | 5,938   | 0.9%   | 5,354   | 1.0%   | 2,795   | 0.9%   |
| Chemical processing                | 5,720   | 0.9%   | 4,463   | 0.8%   | 1,949   | 0.6%   |
| Energy industry                    | 3,978   | 0.6%   | 3,508   | 0.7%   | 1,440   | 0.5%   |
| Mining                             | 3,688   | 0.6%   | 18,439  | 3.5%   | 7,170   | 2.3%   |
| Food industry                      | 3,620   | 0.6%   | 737     | 0.1%   | 576     | 0.2%   |
| Communication                      | 2,429   | 0.4%   | 3,137   | 0.6%   | 790     | 0.3%   |
| Textile and leather industry       | 1,235   | 0.2%   | 1,175   | 0.2%   | 703     | 0.2%   |
| Entertainment                      | 1,207   | 0.2%   | 1,011   | 0.2%   | 268     | 0.1%   |
| Hotel and hospitality              | 454     | 0.1%   | 548     | 0.1%   | 326     | 0.1%   |
| Other                              | 48,676  | 7.4%   | 29,187  | 5.5%   | 14,758  | 4.8%   |
|                                    | 652,508 | 100.0% | 528,192 | 100.0% | 306,714 | 100.0% |

# 20. Debt securities issued

Debt securities issued as at December 31, consisted of the following:

|  | 2007      | 2006     | 2005    |
|--|-----------|----------|---------|
| USD notes with fixed rate                            | 434,793   | 276,908  | 197,833 |
| USD notes with floating rate                         | 169,471   | 38,503   | 26,988  |
| USD and KZT subordinated notes with fixed rate       | 109,299   | 89,809   | 20,713  |
| EUR notes with fixed rate                            | 90,108    | 85,168   | _       |
| KZT notes with fixed rate                            | 62,519    | 54,858   | 19,333  |
| USD perpetual financial instruments fixed rate       | 54,297    | 57,183   | _       |
| JPY notes with floating rate                         | 48,520    | _        | _       |
| GBP notes with fixed rate                            | 48,072    | 49,903   | _       |
| KZT notes with floating rate                         | 34,974    | 25,587   | _       |
| JPY notes with fixed rate                            | 21,886    | 21,370   | _       |
| KZT subordinated notes with floating rate            | 21,715    | 21,710   | 22,011  |
| CHF notes with floating rate                         | 21,598    | _        | _       |
| RUR notes with fixed rate                            | 15,023    | 14,715   | 14,179  |
| PLZ notes with floating rate                         | 9,846     | 8,736    | _       |
| USD promissory notes with floating rate              | 604       | 638      | 672     |
|  | 1,142,725 | 745,088  | 301,729 |
| Own KZT notes held by the Group                      | (2,780)   | (749)    | (77)    |
| Own USD notes held by the Group                      | (5,579)   | (1,464)  | (103)   |
| Own USD and KZT subordinated notes held by the Group | (21,506)  | (18,084) |         |
|  | 1,112,860 | 724,791  | 301,549 |
| Plus unamortized premium                             | 983       | 1,519    | 1,616   |
| Less unamortized cost of issuance                    | (4,548)   | (2,125)  | (977)   |
| Less unamortized discount                            | (24,850)  | (17,087) | (2,179) |
| Debt securities issued                               | 1,084,445 | 707,098  | 300,009 |

#### 20. Debt securities issued (continued)

The interest rates and maturities of these debt securities issued follow:

|   | 2007                        |           | 20           | 06        | 2005         |             |  |
|---|-----------------------------|-----------|--------------|-----------|--------------|-------------|--|
|   | %                           | Maturity  | %            | Maturity  | %            | Maturity    |  |
| USD notes with fixed                            |                             | -         |              | •         |              | -           |  |
| rate  | 7.9%-9.5%                   | 2009-2037 | 7.8%-10.0%   | 2007-2015 | 7.9%-10.0%   | 2007 - 2015 |  |
| USD notes with                                  | 3 month                     |           |              |           |              |             |  |
| floating rate                                   | Libor+0.9%-                 |           |              |           | 3 month      |             |  |
|   | 1 month                     |           | 3 month      |           | LIBOR        |             |  |
|   | Libor+3.8%                  | 2008-2029 | Libor+1.7%-* | 2008-2009 | +1.7%        | 2008        |  |
| USD and KZT<br>subordinated<br>notes with fixed |                             |           |              |           |              |             |  |
| rate  | 7.0%-12.0%                  | 2008-2036 | 7.0%-12.0%   | 2009-2036 | 7.0%-12.0%   | 2009–2015   |  |
| EUR notes with fixed                            |                             |           |              |           |              |             |  |
| rate  | 6.3%                        | 2011      | 6.3%         | 2011      | _            | _           |  |
| KZT notes with fixed                            | <b>-</b> 60/ 0.00/          | 2000 2024 | 7 (0/ 0 00/  | 2000 2021 | 0.50/ 40.00/ | 2040 2045   |  |
| rate  | 7.6%-9.8%                   | 2008-2021 | 7.6%-9.8%    | 2008-2021 | 8.5%-10.0%   | 2010–2015   |  |
| USD perpetual                                   |                             | Perpetual |              | Perpetual |              |             |  |
| financial                                       |                             | with call |              | with call |              |             |  |
| instruments with                                | 0.20/ 10.00/                | option in | 0.20/ 10.00/ | option in |              |             |  |
| fixed rate                                      | 8.3%-10.0%                  | 2016      | 8.3%-10.0%   | 2016      | _            | _           |  |
| JPY notes with                                  | 3 month                     |           |              |           |              |             |  |
| floating rate                                   | Libor+2.9%-                 |           |              |           |              |             |  |
|   | 3 month<br>Libor+5.4%       | 2017      |              |           |              |             |  |
| GBP notes with fixed                            | L100r+5.4%                  | 2017      | _            | _         | _            | _           |  |
| rate  | 7.1%                        | 2009      | 7.1%         | 2009      |              |             |  |
| rate  | 7.170                       | 2009      | 15% less     | 2009      | _            | _           |  |
| KZT notes with                                  | 15.0%-inflation             |           | inflation–   |           |              |             |  |
| floating rate                                   | 13.0 / 0-11111ation<br>_ ** | 2010-2016 | inflation+2% | 2010-2016 |              |             |  |
| JPY notes with fixed                            | _                           | 2010-2010 | mmadon (270  | 2010-2010 | _            | _           |  |
| rate  | 4.3%                        | 2016      | 4.3%         | 2016      | _            | _           |  |
| KZT subordinated                                | 1.570                       | 2010      | 1.570        | 2010      |              |             |  |
| notes with floating                             | Inflation                   |           | Inflation    |           | Inflation    |             |  |
| rate  | +2.0%                       | 2013-2014 | +2.0%        | 2013-2014 | +2.0%        | 2013-2014   |  |
|   | 3 month CHF                 |           |              |           |              |             |  |
| CHF notes with                                  | Libor                       |           |              |           |              |             |  |
| floating rate                                   | +3.4%                       | 2017      | _            | _         | _            | _           |  |
| RUR notes with fixed                            |                             |           |              |           |              |             |  |
| rate  | 7.8%                        | 2009      | 7.8%         | 2009      | 6.4%         | 2006-2009   |  |
| PLZ notes with                                  | 3 month                     |           | 3 month      |           |              |             |  |
| floating rate                                   | Libor+2.7%                  | 2011      | Libor+2.7%   | 2011      | _            | _           |  |
| USD promissory                                  |                             |           |              |           | 6 month      |             |  |
| notes with floating                             | 6 month                     |           | 6 month      |           | LIBOR        |             |  |
| rate  | Libor+1%                    | 2008      | Libor+1%     | 2007      | +1.5%        | 2006        |  |

<sup>\* 8.4%</sup> multiplied by 27.603 and divided by exchange rate of USD/RUR

The subordinated notes at December 31, 2007, 2006 and 2005, are unsecured obligations of the Group and are subordinated in right of payment to all present and future senior indebtedness and certain other obligations of the Group.

In January 2006 the Group issued Perpetual financial instruments for the total amount of USD 400,000 thousand, with a call option after ten years time from the issue date.

In accordance with the terms of the debt securities issued, the Bank is required to maintain certain financial ratios particularly with regard to its liquidity, capital adequacy, and lending exposures. Management believes that the Bank was in compliance with these ratios as at December 31, 2007.

<sup>\*\*</sup> The Group reconsiders every 6 months, but not less than 5%

## 21. Equity

As at December 31, 2007, 2006 and 2005, share capital comprise:

|            | Common shares  |   | Non-redeemable CPS  |  |   |
|------------|--|---|---|--|---|
| Number of  | Number of  | Placement   | Number of   | Number of  | Placement   |
| authorized | shares   | value   | authorized  | shares   | value   |
| shares     | issued   | (KZT)   | shares  | issued   | (KZT)   |
| 2,334,435  | 2,334,435  | 27,714  | 774,001   | 84,021   | 1,460   |
| 1,087,081  | 1,087,081  | 21,900  | 360,431   | 221,499  | 4,374   |
| 3,421,516  | 3,421,516  | 49,614  | 1,134,432   | 305,520  | 5,834   |
| 807,102    | 807,102  | 50,184  | _   | 260,042  | 5,238   |
|            |  |   |   |  |   |
| 565,562    | 565,562  | 11,072  | (1,134,432)   | (565,562)  | (11,072)  |
|            |  |   |   |  |   |
|            |  |   |   |  |   |
| 568,870    | 568,870  | 5,581   | _   | _  | _   |
| 5,363,050  | 5,363,050  | 116,451   | _   | _  | _   |
| 3,007,108  | 3,007,108  | 186,976   | _   | _  | _   |
| 8,370,158  | 8,370,158  | 303,427   | _   | _  |   |
|            | Number of authorized shares  2,334,435 1,087,081 3,421,516 807,102  565,562  568,870 5,363,050 3,007,108 | Number of authorized shares         Number of shares issued           2,334,435         2,334,435           1,087,081         1,087,081           3,421,516         3,421,516           807,102         807,102           565,562         565,562           5,363,050         5,363,050           3,007,108         3,007,108 | Number of authorized shares         Number of issued         Placement value (KZT)           2,334,435         2,334,435         27,714           1,087,081         1,087,081         21,900           3,421,516         3,421,516         49,614           807,102         807,102         50,184           565,562         565,562         11,072           568,870         5,581           5,363,050         5,363,050         116,451           3,007,108         3,007,108         186,976 | Number of authorized shares         Number of issued         Placement value (KZT)         Number of authorized authorized shares           2,334,435         2,334,435         27,714         774,001           1,087,081         1,087,081         21,900         360,431           3,421,516         3,421,516         49,614         1,134,432           807,102         807,102         50,184         -           565,562         565,562         11,072         (1,134,432)           568,870         5,363,050         5,581         -           5,363,050         5,363,050         116,451         -           3,007,108         3,007,108         186,976         - | Number of authorized shares         Number of shares shares         Placement value (KZT)         Number of authorized authorized shares         Number of shares           2,334,435         2,334,435         27,714         774,001         84,021           1,087,081         1,087,081         21,900         360,431         221,499           3,421,516         3,421,516         49,614         1,134,432         305,520           807,102         807,102         50,184         —         260,042           565,562         565,562         11,072         (1,134,432)         (565,562)           568,870         5,363,050         5,581         —         —           5,363,050         5,363,050         116,451         —         —           3,007,108         3,007,108         186,976         —         — |

Issued capital is recorded net of transaction costs and net of adjustments made during 1997 to adjust the opening balances of the Bank following the combination of Turan Bank and Alem Bank.

At December 31, 2007, the Group held 10,146 shares of the Bank's shares as treasury shares (2006 -34,099; 2005 - 16,600).

During the year ended December 31, 2006 the Bank issued 260,042 non-redeemable convertible preferred shares ("CPS") at a premium of 10,146 KZT per share. In accordance with the terms of the CPS issue, all holders of CPS executed their rights to convert their shares into common shares. The conversion was officially registered on May 25, 2006. As a result of the conversion, the Bank's authorised, issued and fully paid issued capital at December 31, 2006 increased by 1,134,432 common shares. Also, the Bank incurred consulting expenses (transaction cost) on the amount of KZT 107 for issuance of CPS.

At an Extraordinary General Meeting of the Bank held on 22 February 2007, the Bank's shareholders approved the eleventh issue of its common shares and the subsequent increase of the Bank's share capital by the KZT equivalent of USD 1.5 billion, which was registered on March 19, 2007 by the Agency of the Republic of Kazakhstan on Regulation and Supervision of Financial Market and Financial Organizations (the "FMSA"). As a result, the Bank increased the number of authorised shares by 3,007,108 common shares at placement value of KZT 62,178 per share totalling KZT 186,976 million, which were fully issued and paid in 2007.

As at December 31, the following shareholders held the outstanding shares:

|   | 2007   | 2006   | 2005   |
|---|--------|--------|--------|
| Shareholders:   | %      | %      | %      |
| Common shares:  |        |        |        |
| Asia Investment Group B.V.                              | 9.66   | _      | _      |
| Drey Associates Limited                                 | 9.65   | 6.81   | _      |
| Strident Energy Limited                                 | 9.56   | 1.46   | _      |
| InvestCapital Company LLP                               | 8.50   | 8.38   | 4.79   |
| SMKK LLP  | 7.53   | 9.99   | _      |
| Yassi Invest LLP  | 7.19   | 7.19   | 5.98   |
| Agroinvest LLP  | 7.15   | 7.15   | 8.03   |
| Makta Aral Company LLP                                  | 6.96   | 8.02   | _      |
| SP-CreditPriveSA  | 6.74   | 6.74   | 8.97   |
| Orken-Invest LLP  | 3.55   | 4.50   | 4.33   |
| East Capital Explorer Fin. Institutions Fund Cyprus Ltd | 3.10   | _      | _      |
| Bank of New York (nominee holder)                       | 2.77   | _      | 10.92  |
| VALAXIS Asset Management SA                             | 2.61   | 4.08   | 6.40   |
| Central Securities Depository CJSC (nominee holder)     | 1.90   | 21.48  | 24.18  |
| Management  | 0.95   | 1.18   | 0.03   |
| RESMI COMMERCE  | 0.03   | 0.03   | _      |
| Torland Production INC                                  | _      | 5.10   | 7.02   |
| Refgen Technologies INC                                 | _      | 3.60   | 4.80   |
| HAWSBROK  | _      | _      | 9.07   |
| Others  | 12.15  | 4.29   | 5.48   |
|   | 100.00 | 100.00 | 100.00 |

## 21. Equity (continued)

|   | 2007 | 2006 | 2005   |
|---|------|------|--------|
|   | %    | %    | %      |
| JSC Pension Fund Kurmet-Kazakhstan (nominal holder) | _    | _    | 59.42  |
| JSC Halyk Pension Fund                              | _    | _    | 18.53  |
| Agroinvest LLP                                      | _    | _    | 15.48  |
| JSC TuranAlem Securities (nominal holder)           | _    | _    | 6.57   |
|   |      | _    | 100.00 |
|   |      |      |        |

#### Dividends on CPS

The dividend on convertible preferred shares was calculated at the rate of 10.25% per annum on nominal value in 2006 and 2005. Such dividends calculated for the years 2006 – calculated KZT 145, paid KZT 26; (2005 – calculated KZT 229, paid 229). These dividends are cumulative. No convertible preferred shares outstanding as of December 31, 2007.

Unrealised gains(losses) on investment securities available-for-sale

This reserve records fair value changes on available-for-sale investments.

Foreign currency translation reserve

The foreign currency translation reserve is used to record exchange differences arising from the translation of the financial statements of foreign subsidiaries.

## 22. Commitments and contingencies

#### Operating environment

Whilst there have been certain improvements in the Kazakhstani economy, such as an increase in the gross domestic product, the Republic of Kazakhstan continues to implement economic reforms and improve development of its legal, tax and regulatory frameworks as required by a market economy. The future stability of the Kazakhstani economy is largely dependent upon these reforms and developments and the effectiveness of economic, financial and monetary measures undertaken by the government.

#### Legal actions and claims

The Group is subject to various legal proceedings related to business operations. The Group does not believe that pending or threatened claims of these types, individually or in aggregate, are likely to have any material adverse effect on the Group's financial position or results of operations.

The Group assesses the likelihood of material liabilities arising from individual circumstances and makes provision in its financial statements only where it is probable that events giving rise to the liability will occur and the amount of the liability can be reasonably estimated. No provision has been made in these financial statements for any of the contingent liabilities mentioned above.

#### Tax contingencies

Various types of legislation and regulations are not always clearly written and their interpretation is subject to the opinions of the local tax inspectors and the Ministry of Finance of the Republic of Kazakhstan. Instances of inconsistent opinions between local, regional and national tax authorities are not unusual. The current regime of penalties and interest related to reported and discovered violations of Kazakhstan laws, decrees and related regulations is severe. Penalties include confiscation of the amounts at issue (for currency law violations), as well as fines of generally 50% of the taxes unpaid.

The Group believes that it has paid or accrued all taxes that are applicable. Where legislation concerning the provision of taxes is unclear, the Group has accrued tax liabilities based on management's best estimate. The Group's policy is to recognize provisions in the accounting period in which a loss is deemed probable and the amount is reasonably determinable.

Because of the uncertainties associated with the Kazakhstan tax system, the ultimate amount of taxes, penalties and interest, if any, as a result of past transactions, may be in excess of the amount expensed to date and accrued at December 31, 2006. Although such amounts are possible and may be material, it is the opinion of the Group's management that these amounts are either not probable, not reasonably determinable, or both.

## 22. Commitments and contingencies (continued)

## Financial commitments and contingencies

As at December 31, the Group's financial commitments and contingencies comprised the following:

|  | <i>2007</i> | 2006     | 2005    |
|--|-------------|----------|---------|
| Undrawn loan commitments                     | 334,171     | 115,428  | 33,112  |
| Commercial letters of credit                 | 150,644     | 168,443  | 81,900  |
| Guarantees                                   | 141,931     | 116,588  | 55,683  |
|  | 626,746     | 400,459  | 170,695 |
| Operating lease commitments                  |             |          |         |
| Not later than 1 year                        | 217         | 649      | 60      |
| Later than 1 year but not later than 5 years | 1,873       | 128      | 491     |
| Later than 5 years                           | 4,792       | 1,634    | 756     |
|  | 6,882       | 2,411    | 1,307   |
| Less: cash collateral                        | (23,373)    | (20,368) | (6,634) |
| Less: provisions (Note 15)                   | (10,577)    | (5,997)  | (3,478) |
| Financial commitments and contingencies      | 599,678     | 376,505  | 161,890 |

The loan commitment agreements stipulate the right of the Bank to unilaterally withdraw from the agreement should any conditions unfavorable to the Bank arise, including change of the refinance rate, inflation, exchange rates and others.

The Group requires collateral to support credit-related financial instruments when it is deemed necessary. Collateral held varies, but may include deposits held in the bank, government's and international prime financial organisations' securities, and other assets.

## Trust activities

The Group provides custody services for third parties which involve the Group making allocation and purchase and sales decisions in relation to securities. Those securities that are held in a fiduciary capacity are not included in these consolidated financial statements. As at December 31, 2007 such securities held in this capacity were KZT 282,908 (2006 – KZT 247,757; 2005 – KZT 73,721).

In addition, the Group manages certain pension funds through its specialised subsidiary. Below presented are statements of net assets available for pension benefits as well as changes in net assets available for pension benefits at December 31 of the pension fund under management.

2007

2000

2005

Statement of Net Assets Available for Pension Benefits

As of December 31, net assets available for pension benefits comprise:

| <u>-</u>   | 2007    | 2006   | 2005   |
|--|---------|--------|--------|
| Assets   |         |        |        |
| Cash and cash equivalents                              | 484     | 872    | 3,275  |
| Amounts Due from Credit Institutions:                  |         |        |        |
| - Time deposits with maturity over 90 days or past due | 13,867  | 14,068 | 8,390  |
| - Reverse repurchase agreements                        | 2,024   | 8,653  | 1,670  |
| Available-for-sale investment securities:              |         |        |        |
| - Sovereign bonds of the Republic of Kazakhstan        | 13,489  | 12,017 | 11,571 |
| - Corporate bonds                                      | 66,477  | 33,303 | 9,686  |
| - Corporate shares                                     | 14,655  | 13,515 | 7,570  |
| -Euro notes  | 14,422  | _      | _      |
| Accrued investment income                              | 408     | _      | 3,480  |
| Other receivables                                      | 20      | 9      | 1,991  |
| Total assets   | 125,846 | 82,437 | 47,633 |
| Liabilities  |         |        |        |
| Commissions payable to pension funds                   | (414)   | (218)  | (131)  |
| Other liabilities                                      | (9)     | (6)    | (5)    |
| Net assets available for pension benefits              | 125,423 | 82,213 | 47,497 |

## 22. Commitments and contingencies (continued)

#### Trust activities (continued)

Statement of Changes in Net Assets Available for Pension Benefits

During the year ended December 31, changes in net assets available for pension benefits comprise:

|  | 2007    | 2006    | 2005   |
|--|---------|---------|--------|
| Net income   | 11,282  | 18,325  | 3,642  |
| Additions:   |         |         |        |
| - Obligatory contributions                           | 23,374  | 13,791  | 9,976  |
| - Voluntary contributions                            | 1       | 1       | 1      |
| - Transfers between funds, net                       | 9,721   | 3,486   | (680)  |
| - Penalties for delay                                | 316     | 182     | 155    |
| ·  | 33,412  | 17,460  | 9,452  |
| Benefits paid to participants                        |         |         |        |
| - Retirement   | (684)   | (426)   | (345)  |
| - Death or disability                                | (368)   | (287)   | (170)  |
| - Expatriation                                       | (319)   | (287)   | (212)  |
| - Withholding taxes                                  | (111)   | (65)    | (44)   |
| - Other  | (3)     | (4)     | _      |
|  | (1,485) | (1,069) | (771)  |
| Net change in assets available for pension benefits  | 43,209  | 34,716  | 12,323 |
| Net assets available for pension benefits, beginning | 82,214  | 47,497  | 35,174 |
| Net assets available for pension benefits, ending    | 125,423 | 82,213  | 47,497 |

## 23. Fees and commissions

Net fee and commission income for the years ended December 31 was made from the following sources:

|   | 2007    | 2006   | 2005   |
|---|---------|--------|--------|
| Letters of credit and guarantees issued | 9,569   | 9,855  | 4,566  |
| Settlement and cash operations          | 7,925   | 3,887  | 2,729  |
| Transfer operations                     | 4,388   | 3,189  | 2,291  |
| Foreign currency trading                | 2,639   | 1,947  | 1,107  |
| Asset management fees                   | 2,463   | 3,891  | 928    |
| Brokerage services                      | 693     | 434    | 338    |
| Other                                   | 812     | 1,903  | 984    |
| Fee and commission income               | 28,489  | 25,106 | 12,943 |
| Transfer operations                     | (404)   | (157)  | (129)  |
| Brokerage services                      | (259)   | (267)  | (139)  |
| Foreign currency trading                | (91)    | _      | (61)   |
| Custodian services                      | (45)    | (30)   | (24)   |
| Other                                   | (258)   | (175)  | (136)  |
| Fee and commission expense              | (1,057) | (629)  | (489)  |
| Net fee and commission income           | 27,432  | 24,477 | 12,454 |

## 24. Net trading income

Net trading income for the years ended December 31 comprised the following:

|                           | 2007    | <i>2006</i> | 2005  |
|---------------------------|---------|-------------|-------|
| Securities                | 4,651   | 16,585      | 3,015 |
| Interest rate instruments | (2,148) | (1)         | (126) |
|                           | 2,503   | 16,584      | 2,889 |

Securities income includes the effect of buying and selling, and changes in the fair value of financial assets at fair value through profit or loss and effect of buying and selling of available-for-sale investment securities. The results of trading and changes in fair value of interest rate swaps are recorded under income from interest rate instruments.

## 25. Salaries and administrative and other operating expenses

Salaries and other employee benefits and administrative and other operating expenses comprise:

|  | 2007     | 2006     | 2005    |
|--|----------|----------|---------|
| Salaries and bonuses                             | (22,358) | (9,950)  | (6,022) |
| Social security costs                            | (2,436)  | (1,183)  | (758)   |
| Other payments                                   | (950)    | (187)    | (150)   |
| Salaries and other employee benefits             | (25,744) | (11,320) | (6,930) |
| Occupancy and rent                               | (4,797)  | (2,145)  | (1,141) |
| Marketing and advertising                        | (3,193)  | (1,639)  | (1,108) |
| Insurance expense                                | (2,891)  | (4,135)  | (9)     |
| Repair and maintenance of property and equipment | (1,750)  | (433)    | (659)   |
| Communications                                   | (1,522)  | (868)    | (480)   |
| Transportation expenses                          | (1,411)  | (397)    | (306)   |
| Legal services and consultancy                   | (1,307)  | (505)    | (390)   |
| Security   | (1,117)  | (562)    | (457)   |
| Agency services                                  | (1,035)  | (146)    | (42)    |
| Business travel and related expenses             | (1,033)  | (864)    | (547)   |
| Plastic cards                                    | (786)    | (689)    | (378)   |
| Encashment                                       | (752)    | (496)    | (374)   |
| Office supplies                                  | (358)    | (217)    | (159)   |
| Data processing                                  | (298)    | (489)    | (132)   |
| Loss on disposals of property and equipment      | -        | (22)     | (182)   |
| Other  | (1,150)  | (567)    | (719)   |
| Administrative and other operating expenses      | (23,400) | (14,174) | (7,083) |

In 2006 the Bank decided to insure its entrepreneur risks on small and retail borrowers. In addition, changes in Kazakh legislation in 2006 obliged Kazakh legal entities to insure civil responsibility of own employees and management.

## 26. Earnings per share

Basic earnings per share is calculated by dividing the net income for the year attributable to common shareholders by the weighted average number of shares outstanding during the year. The Bank did not declare or pay any dividends to common shareholders during 2007, 2006 and 2005. During 2006 the Bank declared dividends to the CPS shareholders amounting to KZT 145 (2005 – 229).

For the diluted earnings per share, the weighted average number of shares in issue is adjusted to assume conversion of potential dilutive shares. The Group had one type of dilutive share: non-redeemable CPS. For the non-redeemable CPS, the number of shares that could have been converted at the contractual conversion price is added to the shares outstanding, net income is adjusted to the amount of dividends on CPS.

The following reflects the income and share data used in the basic and diluted earnings per share computations for the years ended December 31:

|  | 2007      | 2006      | 2005      |
|--|-----------|-----------|-----------|
| Net income attributable to common shareholders for |           |           |           |
| basic earnings per share, being net income less    |           |           |           |
| dividends declared on non-redeemable convertible   |           |           |           |
| preferred shares                                   | 61,354    | 38,353    | 14,078    |
| Net income attributable to common and potential    |           |           |           |
| common shareholders for diluted earnings per share | 61,354    | 38,498    | 14,307    |
| Weighted average number of common shares for basic |           |           |           |
| earnings per share                                 | 7,534,395 | 4,438,792 | 2,687,776 |
| Weighted average number of common and potential    |           |           |           |
| common shares for diluted earnings per share       | 7,534,395 | 4,605,262 | 2,940,181 |
| Basic earnings per share (in Kazakhstani Tenge)    | 8,143     | 8,640     | 5,238     |
| Diluted earnings per share (in Kazakhstani Tenge)  | 8,143     | 8,360     | 4,866     |

2005

2,687,776

252,405

2,940,181

(Millions of Kazakhstani Tenge)

## 26. Earnings per share (continued)

A reconciliation of the weighted average number of common shares and the weighted average number of potential common shares for the years ended December 31 is as follows:

|   | 2007      | 2006      |  |
|---|-----------|-----------|--|
| Weighted average number of common shares for basic  |           |           |  |
| earnings per share                                  | 7,534,395 | 4,438,792 |  |
| Weighted average number of common shares resulting  |           |           |  |
| from the potential conversion of the non-redeemable |           |           |  |
| convertible preferred shares into common shares     | _         | 166,470   |  |
| Weighted average number of common and potential     |           |           |  |
| common shares                                       | 7,534,395 | 4,605,262 |  |

Shares issued in 2006 were offered to all existing shareholders, therefore for calculation of basic and diluted earnings per share for all periods before the rights issue the number of ordinary and preferred shares issued was adjusted to the market value of the shares at the date of issue.

## 27. Risk management policies

#### Introduction

The Group as the combination of financial organizations is exposed to certain types of risks.

Risk management structure is arranged for prompt identification and assessment of risks associated with one or another line of activity. Management understands the high importance of risk management process as an integral part of day-to-day activities of the Group.

Of particular priority is liquidity risk, credit risk, market risk, the latter being subdivided into trading and non-trading risks and operating risks that could affect the equity and income of the Group.

Risk management structure

#### The Board of Directors

The risk management process is directly subordinated to and accountable to the Board of Directors. The Board of Directors is responsible for the overall risk management approach and for approving the risk management policies and adoption strategic decisions on risk management.

#### Risk Committee

The Risk Committee oversees the Group's activities on risk management, adopts managerial decisions as related to approval of normative documents, defining lines of activity of subdivisions and limits approval for certain operations.

#### Risk Management Unit

Risk management units are responsible for identification, assessment and monitoring of risks. Daily activities of these units are governed by internal regulations. Within the Group certain units responsible for management of credit, operating, liquidity and market risks are defined. These units are accountable to Risk Committee.

#### Risk Monitoring

Risk Monitoring Units control over compliance with risk principles, policies and limits, across the Group. Each business group has a decentralised unit which is responsible for the independent control of risks, including monitoring the risk of exposures against limits and the assessment of risks of new products and structured transactions. This unit also ensures the complete capture of the risks in risk measurement and reporting systems.

## Internal Audit Function

Internal audit is the most important component of internal control, including risk control. Internal audit function regularly examines adequacy of the internal procedures of the Group. The results are submitted to the Board of Directors the latter adopts relevant decisions to eliminate shortages.

#### Risk measurement and reporting systems

The Group'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 Group also runs worst case scenarios that would arise in the event that extreme events which are unlikely to occur do, in fact, occur.

## 27. Risk management policies (continued)

#### Introduction (continued)

Risk measurement and reporting systems (continued)

Monitoring and controlling risks is primarily performed based on limits established by the Group. These limits reflect the business strategy and market environment of the Group as well as the level of risk that the Group is willing to accept, with additional emphasis on selected industries. In addition the Group 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 Risk 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 quarter which is designed to provide all the necessary information to assess and conclude on the risks of the Group.

For all levels throughout the Group, 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 daily briefing is given to the Management Board and all other relevant employees of the Group on the utilisation of market limits, proprietary investments and liquidity, plus any other risk developments.

#### Risk mitigation

As part of its overall risk management, the Group uses derivatives and other instruments to manage exposures resulting from changes in interest rates, foreign currencies and exposures arising from forecast transactions.

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

#### 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 Group's performance to developments affecting a particular industry or geographical location.

In order to avoid excessive concentrations of risks, the Group'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 Group will incur a loss because its customers, clients or counterparties failed to discharge their contractual obligations.

The Group 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 Group has Credit committees, which are responsible for credit risk management and which set limits on borrowers and on loan portfolio.

Financing of borrowers is done by through procedures of primary selection of borrowers, preliminary structuring of transaction, project assessment, monitoring and control of risks. Decision on financing of borrowers is made by the respective Credit committee.

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.

## 27. Risk management policies (continued)

#### Credit risk (continued)

Derivative financial instruments

Credit risk arising from derivative financial instruments is, at any time, limited to those with positive fair values, as recorded in the balance sheet.

#### Credit-related commitments risks

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

The table below shows the maximum exposure to credit risk for the components of the balance sheet, including derivatives. The maximum exposure is shown gross, before the effect of mitigation through the use of master netting and collateral agreements.

|  |          | Gross     | Gross     | Gross     |
|--|----------|-----------|-----------|-----------|
|  |          | maximum   | maximum   | maximum   |
|  |          | exposure  | exposure  | exposure  |
|  | Notes    | 2007      | 2006      | 2005      |
| Cash and cash equivalents (excluding cash on hand) | 6        | 86,897    | 161,384   | 101,474   |
| Trading securities                                 | 8        | 112,175   | 221,534   | 110,252   |
| Amounts due from credit institutions               | 9        | 107,589   | 87,452    | 23,676    |
| Derivative financial assets                        | 10       | 31,397    | 3,457     | _         |
| Available-for-sale investment securities           | 11       | 26,422    | 49,723    | 42,406    |
| Loans to customers                                 | 12       | 2,379,810 | 1,343,414 | 680,385   |
| Other assets                                       |          | 19,819    | 13,134    | 6,993     |
|  |          | 2,764,109 | 1,880,098 | 965,186   |
| Financial commitments and contingencies            | 22       | 592,796   | 374,094   | 160,583   |
| Total credit risk exposure                         | <u> </u> | 3,356,905 | 2,254,192 | 1,125,769 |

Where financial instruments are recorded at fair value, the amounts shown above represent the current credit risk exposure but not the maximum risk exposure that could arise in the future as a result of changes in values.

For more detail on the maximum exposure to credit risk for each class of financial instrument, references shall be made to the specific notes. The effect of collateral and other risk mitigation techniques is shown in Note 12.

#### Credit quality per class of financial assets

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

| 2007                              | Notes | Neither past due<br>nor impaired | Past due or<br>individually<br>impaired 2007 | Total<br>2007 |
|-----------------------------------|-------|----------------------------------|--|---------------|
| Loans to customers                | 12    |                                  |  |               |
| Corporate lending                 |       | 1,367,965                        | 274,151                                      | 1,642,116     |
| Small and medium business lending |       | 305,992                          | 21,865                                       | 327,857       |
| Individuals lending               |       | 541,510                          | 5,370  | 546,880       |
| Total                             |       | 2,215,467                        | 301,386                                      | 2,516,853     |

## 27. Risk management policies (continued)

#### Credit risk (continued)

Credit quality per class of financial assets (continued)

| 2006                              | Notes | Neither past due<br>nor impaired | Past due or<br>individually<br>impaired 2006 | Total<br>2006 |
|-----------------------------------|-------|----------------------------------|--|---------------|
| Loans to customers                | 12    |                                  |  |               |
| Corporate lending                 |       | 476,337                          | 385,862                                      | 862,199       |
| Small and medium business lending |       | 176,658                          | 847  | 177,505       |
| Individuals lending               |       | 368,187                          | 5,713  | 373,900       |
| Total                             |       | 1,021,182                        | 392,422                                      | 1,413,604     |

| 2005                              | Notes | Neither past due<br>nor impaired | Past due or<br>individually<br>impaired 2005 | Total<br>2005 |
|-----------------------------------|-------|----------------------------------|--|---------------|
| Loans to customers                | 12    |                                  |  |               |
| Corporate lending                 |       | 214,616                          | 283,412                                      | 498,028       |
| Small and medium business lending |       | 90,268                           | 12,238                                       | 102,506       |
| Individuals lending               |       | 116,404                          | 3,758  | 120,162       |
| Total                             |       | 421,288                          | 299,408                                      | 720,696       |

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

It is the Group'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 Group'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

|                                   | Less than 30 days |        |       |  |
|-----------------------------------|-------------------|--------|-------|--|
|                                   | 2007              | 2006   | 2005  |  |
| Loans to customers                |                   |        |       |  |
| Corporate lending                 | 26                | 28,927 | 4,621 |  |
| Small and medium business lending | 513               | 69     | 868   |  |
| Individuals lending               | 3,956             | 259    | 26    |  |
| Total                             | 4,495             | 29,255 | 5,515 |  |

Of the total aggregate amount of gross past due but not impaired loans to customers, the fair value of collateral that the Group held as at 31 December 2007 was KZT 36,068 million (2006- KZT 41,550 million, 2005- KZT 7,249 million). See 'Collateral and other credit enhancements' in Note 12 for the details of types of collateral held.

See Note 12 for more detailed information with respect to the allowance for impairment of loans to customers.

Carrying amount per class of financial assets whose terms have been renegotiated

The table below shows the carrying amount for renegotiated financial assets, by class.

|                                   | 2007   | 2006   | 2005   |
|-----------------------------------|--------|--------|--------|
| Loans to customers                |        |        |        |
| Corporate lending                 | 60,437 | 29,800 | 21,384 |
| Small and medium business lending | 3,340  | 1,233  | 8,949  |
| Individuals lending               | 488    | 35     | 115    |
| Total                             | 64,265 | 31,068 | 30,448 |

## 27. Risk management policies (continued)

#### Credit risk (continued)

#### 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 Group addresses impairment assessment in two areas: individually assessed allowances and collectively assessed allowances.

#### Individually assessed allowances

The Group determines the allowances appropriate for each individually significant 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.

Allowances are assessed collectively for losses on loans to customers that are not individually significant (including credit cards, residential mortgages and unsecured consumer lending) and for individually significant loans where there is not yet objective evidence of individual impairment. Allowances are evaluated on each reporting date with each portfolio receiving a separate review.

The collective assessment takes account of impairment that is likely to be present in the portfolio even though there is no objective evidence of the impairment in an individual assessment. Impairment losses are estimated by taking into consideration the following information: historical losses on the portfolio, current economic conditions, the appropriate delay between the time a loss is likely to have been uncured and the time it will be identified as requiring an individually assessed impairment allowance, and expected receipts and recoveries once impaired. Local management is responsible for deciding the length of this period which can extend for as long as one year. The impairment allowance is then reviewed by credit management to ensure alignment with the Group's overall policy.

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

The geographical concentration of Group's monetary assets and liabilities is set out below:

|  | 2007       |             |               |           |  |  |  |
|--|------------|-------------|---------------|-----------|--|--|--|
|  |            |             | CIS and other |           |  |  |  |
|  |            |             | non OECD      |           |  |  |  |
|  | Kazakhstan | OECD        | countries     | Total     |  |  |  |
| Assets:                                |            |             |               |           |  |  |  |
| Cash and cash equivalents              | 48,560     | 42,473      | 8,690         | 99,723    |  |  |  |
| Obligatory reserves                    | 166,048    | _           | 2,194         | 168,242   |  |  |  |
| Financial assets at fair value through |            |             |               |           |  |  |  |
| profit or loss                         | 97,989     | 14,186      | _             | 112,175   |  |  |  |
| Amounts due from credit institutions   | 33,168     | _           | 74,421        | 107,589   |  |  |  |
| Derivative financial instruments       | 6,391      | 18,085      | 6,921         | 31,397    |  |  |  |
| Available for sale securities          | 15,996     | 3,700       | 6,726         | 26,422    |  |  |  |
| Loans to customers                     | 1,501,465  | 118,048     | 760,297       | 2,379,810 |  |  |  |
| Deferred tax asset                     | 683        | · –         | · –           | 683       |  |  |  |
| Other assets                           | 16,962     | 1,231       | 1,626         | 19,819    |  |  |  |
|  | 1,887,262  | 197,723     | 860,875       | 2,945,860 |  |  |  |
| Liabilities:                           |            |             |               |           |  |  |  |
| Amounts due to the Government and the  |            |             |               |           |  |  |  |
| NBK                                    | 627        | _           | 286           | 913       |  |  |  |
| Amounts due to credit institutions     | 150,953    | 628,449     | 55,902        | 835,304   |  |  |  |
| Amounts due to customers               | 641,094    | _           | 11,414        | 652,508   |  |  |  |
| Debt securities issued                 | 189,193    | 880,229     | 15,023        | 1,084,445 |  |  |  |
| Derivative financial liabilities       | 395        | 3,735       | 1,398         | 5,528     |  |  |  |
| Other liabilities                      | 25,137     | 2,430       | 6,320         | 33,887    |  |  |  |
|  | 1,007,399  | 1,514,843   | 90,343        | 2,612,585 |  |  |  |
| Net balance sheet position             | 879,863    | (1,317,120) | 770,532       | 333,275   |  |  |  |
| Off-balance sheet position             | 379,068    | 59,560      | 195,000       | 633,628   |  |  |  |

## 27. Risk management policies (continued)

#### Credit risk (continued)

|  | 2006       |           |                              |           | 2005             |           |                              |         |  |
|--|------------|-----------|------------------------------|-----------|------------------|-----------|------------------------------|---------|--|
|  |            |           | CIS and<br>other non<br>OECD |           |                  |           | CIS and<br>other non<br>OECD |         |  |
|  | Kazakhstan | OECD      | countries                    | Total K   | <i>azakhstan</i> | OECD      | countries                    | Total   |  |
| Assets:  |            |           |                              |           |                  |           |                              |         |  |
| Cash and cash equivalents  | 101,384    | 82,334    | 9,922                        | 193,640   | 68,909           | 45,358    | 4,864                        | 119,131 |  |
| Obligatory reserves Financial assets at fair value through profit or | 125,573    | -         | -                            | 125,573   | 10,791           | _         | _                            | 10,791  |  |
| loss   | 168,765    | 52,769    | _                            | 221,534   | 23,495           | 86,757    | _                            | 110,252 |  |
| Amounts due from credit  | -          |           |                              |           |                  | -         |                              |         |  |
| institutions   | 23,825     | 160       | 63,467                       | 87,452    | 12,296           | 28        | 11,352                       | 23,676  |  |
| Derivative financial assets  | 52         | 3,405     | _                            | 3,457     | _                | _         | _                            | _       |  |
| Available for sale   |            |           |                              |           |                  |           |                              |         |  |
| securities   | 7,690      | 40,183    | 1,850                        | 49,723    | 2,133            | 39,015    | 1,258                        | 42,406  |  |
| Loans to customers   | 921,043    | 113,654   | 308,717                      | 1,343,414 | 549,316          | 10,001    | 121,068                      | 680,385 |  |
| Other assets   | 11,871     | 433       | 830                          | 13,134    | 5,998            | 9         | 986                          | 6,993   |  |
|  | 1,360,203  | 292,938   | 384,786                      | 2,037,927 | 672,938          | 181,168   | 139,528                      | 993,634 |  |
|  |            |           |                              |           |                  |           |                              |         |  |
| Liabilities: Amounts due to the Government and the                   |            |           |                              |           |                  |           |                              |         |  |
| NBK<br>Amounts due to credit   | 706        | _         | _                            | 706       | 844              | _         | _                            | 844     |  |
| institutions<br>Amounts due to                                       | 155,200    | 425,327   | 44,619                       | 625,146   | <b>73,4</b> 80   | 212,178   | 7,389                        | 293,047 |  |
| customers Derivative financial                                       | 517,259    | 10,236    | 697                          | 528,192   | 301,947          | 3,745     | 1,022                        | 306,714 |  |
| liabilities  | 34         | _         | _                            | 34        | _                | _         | 128                          | 128     |  |
| Debt securities issued   | 162,113    | 530,270   | 14,715                       | 707,098   | 61,884           | 223,947   | 14,178                       | 300,009 |  |
| Other liabilities  | 12,630     | 3,624     | 1,989                        | 18,243    | 6,191            | 237       | 3,527                        | 9,955   |  |
| S (  | 847,942    | 969,457   | 62,020                       | 1,879,419 | 444,346          | 440,107   | 26,244                       | 910,697 |  |
| Net balance sheet  | 017,712    | 707,137   | 02,020                       | 1,077,117 | 111,510          | 110,107   | 20,211                       | 710,077 |  |
| position   | 512,261    | (676,519) | 322,766                      | 158,508   | 228,592          | (258,939) | 113,284                      | 82,937  |  |
| -  |            | ,         | ·                            |           |                  |           |                              |         |  |
| Off-balance sheet position   | 53,071     | 136,069   | 213,730                      | 402,870   | 85,673           | 5,494     | 80,835                       | 172,002 |  |

#### Liquidity risk and funding management

Liquidity risk is the risk that the Group will be unable to meet its obligations when due. Liquidity risk management is one of the main directions in the Group's risk management process. When managing the liquidity risk the Group follows two main directions:

- 1. conformity with the liquidity norms established by the regulatory bodies; and
- 2. liquidity management by means of the "financial pool method" and "fund conversion method".

Under the "financial pool method" the Bank's monetary assets are considered as one pool, which are split to the primary and the secondary sources for liquidity purposes. The primary source consists of cash and balances on correspondent accounts, and the secondary source consists of highly liquid assets, which have high turnover and readily available for sale. The primary and the secondary sources are considered as not profit bearing and profit bearing, respectively.

"Fund conversion method" is the distribution of all financing sources depending on the accounts' turnover and reserve requirement for financing of the related assets.

The management of the Asset and Liability Management Committee (ALMC) analyzes the operational data on a weekly basis and make decisions concerning liquidity management. Frequency of the ALMC meetings may vary depending on the situation. ALMC considers the following issues: GAP analysis of the assets and liabilities broken down by maturity and currencies, duration of assets and liabilities and analysis of future cash flows. All business functions and risk management departments are involved in the process of the Group's liquidity management to provide the information support.

Over 3 years

446

168,737

1,953

54,228

1,122,719

1,351,115

3,032

3,

(Millions of Kazakhstani Tenge)

## 27. Risk management policies (continued)

#### Liquidity risk and funding management (continued)

The Management regularly monitors high-liquid assets that may be disposed at any time. The Bank builds portfolio consisting of high-liquid assets, predominantly debt financial instruments issued by the states with high credit ratings. In addition, the Bank keeps obligatory reserves in the National Bank of Kazakhstan in the amount of 8% of certain external borrowings and 6% of the certain domestic borrowings.

The following table demonstrates the FMSA requirements to the Bank and conformity of the Bank with said norms to ensure general and currency liquidity as of December 31:

|  | 2007, % | <i>2006,</i> % | 2005, % |
|--|---------|----------------|---------|
| K4 "Current Liquidity Ratio" (monthly average highly liquid assets/ average monthly liabilities repayable on demand), min 30.0%  | 148.5%  | 161.1%         | 65.0%   |
| K5 "Short-term Liquidity Ratio" (monthly average assets maturing within three months, including highly liquid assets/monthly average liabilities maturing within three months, including on demand liabilities), min |         |                |         |
| 50.0%  | 109.5%  | 143.7%         | 70.0%   |
| Current liquidity ratios by currencies (monthly average highly liquid assets in foreign currency/highly liquid average monthly liabilities in foreign  |         |                |         |
| currencies, min 90.0%*   | 527.4%  | 245.7%         | _       |
| USD  | 285.3%  | 221.8%         | _       |
| EUR  | 346.6%  | 1,122.1%       | _       |
| Short-term currency liquidity ratios (monthly average assets maturing within three months in foreign currency/ monthly average liabilities   |         |                |         |
| maturing within three months in same currency, 80.0%*  | 142.2%  | 140.9%         | _       |
| USD  | 97.2%   | 136.1%         | _       |
| EUR  | 179.9%  | 241.5%         | _       |
| Mid-term currency liquidity ratios (average monthly assets maturing within   |         |                |         |
| 1 year in foreign currency/average monthly liabilities maturing within   |         |                |         |
| 1 year in same currency), min 60.0%*   | 116.1%  | 102.4%         | _       |
| USD  | 95.5%   | 99.8%          | _       |
| EUR  | 109.4%  | 187.1%         | _       |
|  |         |                |         |

st Current, short-term and mid-term currency liquidity ratios were introduced since May 27, 2006

Analysis of financial liabilities by remaining contractual maturities

167,357

25,724

197,992

Financial liabilities

customers

securities

issued Other

liabilities

undiscou

Total

The table below summarises the maturity profile of the Group's financial liabilities at 31 December 2007, 2006 and 2005 based on contractual undiscounted repayment obligations.

| As at 31    |           |             |               |         |         |  |
|-------------|-----------|-------------|---------------|---------|---------|--|
| December    |           | Less than 1 |               | 3 to 12 | 1 to 3  |  |
| 2007        | On demand | month       | 1 to 3 months | months  | years   |  |
| Amounts due |           |             |               |         |         |  |
| to the      |           |             |               |         |         |  |
| Governm     |           |             |               |         |         |  |
| ent and     |           |             |               |         |         |  |
| the NBK     | 30        | 7           | 6             | 87      | 438     |  |
| Amounts due |           |             |               |         |         |  |
| to credit   |           |             |               |         |         |  |
| institution |           |             |               |         |         |  |
| S           | 4,881     | 70,690      | 122,905       | 186,308 | 390,368 |  |
| Derivative  |           |             |               |         |         |  |
| financial   |           |             |               |         |         |  |
| instrumen   |           |             |               |         |         |  |
| ts          | -         | 300         | 165           | 2,665   | 446     |  |
| Amounts due |           |             |               |         |         |  |
| to          |           |             |               |         |         |  |

77,455

8,413

3,420

160,285

190,424

144,807

527,562

3,271

170,847

350,851

2,366

915,316

54,432

10,790

188,882

584

nted financial liabilities

| Financial liabilities |           |                      |               |                   |                 |                 |         |
|-----------------------|-----------|----------------------|---------------|-------------------|-----------------|-----------------|---------|
| As at 31              |           |                      |               | 2                 | 4 . 4           |                 |         |
| December<br>2006      | On demand | Less than 1<br>month | 1 to 3 months | 3 to 12<br>months | 1 to 3<br>years | Over<br>3 years | Ta      |
| Amounts due           | On ucmanu | monu                 | 1 to 3 months | montus            | ycais           | 3 years         | 10      |
| to the                |           |                      |               |                   |                 |                 |         |
| Governm               |           |                      |               |                   |                 |                 |         |
| ent and               |           |                      |               |                   |                 |                 |         |
| the NBK               | 15        | 1                    | 6             | 153               | 115             | 520             | 810     |
| Amounts due           |           |                      |               |                   |                 |                 |         |
| to credit             |           |                      |               |                   |                 |                 |         |
| institution           | 22.022    | 120 21 5             | 17.027        | 122 046           | 200.127         | (2 OFO          | ((( 20( |
| s<br>Derivative       | 22,922    | 139,315              | 17,037        | 123,946           | 300,136         | 62,850          | 666,206 |
| financial             |           |                      |               |                   |                 |                 |         |
| instrumen             |           |                      |               |                   |                 |                 |         |
| ts                    | _         | 34                   | _             | _                 | _               | _               | 34      |
| Amounts due           |           |                      |               |                   |                 |                 |         |
| to                    |           |                      |               |                   |                 |                 |         |
| customers             | 181,619   | 39,495               | 63,304        | 178,040           | 88,229          | 19,108          | 569,795 |
| Debt                  |           |                      |               |                   |                 |                 |         |
| securities            |           | (92                  | 9.704         | (( )4(            | 261.076         | (1( 92(         | 002 (25 |
| issued<br>Other       | _         | 683                  | 8,794         | 66,246            | 261,076         | 646,836         | 983,635 |
| liabilities           | 18,200    | 1,234                | 373           | 2,056             | 3,866           | 769             | 26,498  |
| Total                 | 10,200    | 1,201                | 313           | 2,030             | 2,000           | 707             | 20,170  |
| undiscou              |           |                      |               |                   |                 |                 |         |
| nted                  |           |                      |               |                   |                 |                 |         |
| financial             |           |                      |               |                   |                 |                 |         |
| liabilities           | 222,756   | 180,762              | 89,514        | 370,441           | 653,422         | 730,083         | 2,246,9 |

# 27. Risk management policies (continued)

## Liquidity risk and funding management (continued)

Analysis of financial liabilities by remaining contractual maturities (continued)

| Financial liabilities As at 31 December 2005 | On<br>demand | Less than<br>1 month | 1 to 3<br>months | 3 to 12<br>months | 1 to 3<br>years | Over<br>3 years | Total     |
|--|--------------|----------------------|------------------|-------------------|-----------------|-----------------|-----------|
| Amounts due to the                           |              |                      |                  |                   |                 |                 | _         |
| Government and the                           |              |                      |                  |                   |                 |                 |           |
| NBK  | _            | _                    | 8                | 120               | 267             | 580             | 975       |
| Amounts due to credit                        |              |                      |                  |                   |                 |                 |           |
| institutions                                 | 646          | 56,852               | 14,101           | 147,285           | 57,904          | 29,071          | 305,859   |
| Derivative financial                         |              |                      |                  |                   |                 |                 |           |
| instruments                                  | 128          | _                    | _                | _                 | _               | _               | 128       |
| Amounts due to customers                     | 80,928       | 34,487               | 64,081           | 107,562           | 25,335          | 3,562           | 315,955   |
| Debt securities issued                       | _            | 109                  | 5,522            | 20,860            | 87,963          | 349,963         | 464,417   |
| Other liabilities                            | 7,036        | 339                  | 300              | 2,846             | 1,321           | 520             | 12,362    |
| Total undiscounted                           |              |                      |                  |                   |                 |                 | _         |
| financial liabilities                        | 88,738       | 91,787               | 84,012           | 278,673           | 172,790         | 383,696         | 1,099,696 |

The table below shows the contractual expiry by maturity of the Group's financial commitments and contingencies.

|      | On     | Less than | 1 to 3 | 3 to 12 | 1 to 3  | Over    |         |
|------|--------|-----------|--------|---------|---------|---------|---------|
| _    | demand | 1 month   | months | months  | years   | 3 years | Total   |
| 2007 | 17,775 | 16,478    | 28,756 | 146,621 | 250,623 | 166,493 | 626,746 |
| 2006 | 18,151 | 14,876    | 18,210 | 117,946 | 177,008 | 54,268  | 400,459 |
| 2005 | 5,907  | 11,258    | 16,956 | 75,206  | 39,049  | 22,319  | 170,695 |

The table below shows an analysis of financial assets and liabilities according to when they are expected to be recovered or settled:

| 2007   | On<br>demand | Less than<br>1 month | 1 to 3 months | 3 months<br>to 1 year | 1 to<br>3 years | Over<br>3 years | Past<br>due | Total         |
|--|--------------|----------------------|---------------|-----------------------|-----------------|-----------------|-------------|---------------|
| Assets:  |              |                      |               | •                     |                 | -               |             |               |
| Cash and cash equivalents                        | 62,634       | 31,890               | 4,634         | 565                   | _               | _               | _           | 99,723        |
| Obligatory reserves                              | 11,608       | 9,593                | 10,919        | 20,146                | 47,087          | 68,889          | _           | 168,242       |
| Financial assets at fair value through profit or |              |                      |               |                       |                 |                 |             |               |
| loss   | 112,175      | _                    | _             | _                     | _               | _               | _           | 112,175       |
| Amounts due from credit                          |              |                      |               |                       |                 |                 |             |               |
| institutions                                     | 20           | 1,061                | 15,298        | 42,459                | 20,951          | 27,547          | 253         | 107,589       |
| Derivative financial assets                      | _            | 375                  | _             | _                     | 13,094          | 17,928          | _           | 31,397        |
| Available-for-sale                               |              |                      |               |                       |                 |                 |             |               |
| Securities                                       | _            | 2,099                | 132           | 5,980                 | 4,685           | 13,526          | _           | 26,422        |
| Loans to customers                               | _            | 38,630               | 109,458       | 394,504               | 653,172         | 1,168,076       | 15,970      | 2,379,810     |
| _  | 186,437      | 83,648               | 140,441       | 463,654               | 738,989         | 1,295,966       | 16,223      | 2,925,358     |
| Liabilities:                                     |              |                      |               |                       |                 |                 |             |               |
| Amounts due to the                               |              |                      |               |                       |                 |                 |             |               |
| Government and                                   |              |                      |               |                       |                 |                 |             |               |
| NBK  | _            | 37                   | _             | 58                    | 395             | 423             | _           | 913           |
| Amounts due to credit                            |              |                      |               |                       |                 |                 |             |               |
| institutions                                     | 2,709        | 59,908               | 58,230        | 134,753               | 378,057         | 201,647         | _           | 835,304       |
| Derivative financial                             |              |                      | 20.4          | 4 = 4 4               | 252             | 2.24=           |             | <b>5.50</b> 0 |
| liabilities                                      | _            | _                    | 394           | 1,514                 | 253             | 3,367           | _           | 5,528         |
| Amounts due to                                   | 165,211      | 77,852               | 110,360       | 106,380               | 136,031         | 56,674          |             | 652,508       |
| customers  | 105,211      | 11,854               | 110,300       | ,                     | ,               | ,               | _           | ,             |
| Debt securities issued                           |              |                      |               | 66,912                | 214,143         | 803,390         |             | 1,084,445     |
| -  | 167,920      | 137,797              | 168,984       | 309,617               | 728,879         | 1,065,501       |             | 2,578,698     |
| Net position                                     | 18,517       | (54,149)             | (28,543)      | 154,037               | 10,110          | 230,465         | 16,223      | 346,660       |
| Accumulated gap                                  | 18,517       | (35,632)             | (64,175)      | 89,862                | 99,972          | 330,437         | 346,660     |               |

# 27. Risk management policies (continued)

# Liquidity risk and funding management (continued)

Analysis of financial liabilities by remaining contractual maturities (continued)

| 2006   | On<br>demand  | Less than<br>1 month   | 1 to 3 months   | 3 months  | 1 to 3 years   | Over<br>3 years   | Past<br>due      | Total  |
|--|---|--|---|---|--|---|------------------|--|
| Assets:  | Cemano  | 1111011111   | шоши  | to 1 year                                       | 1 to 5 years   | 3 years   | duc              | 10111  |
| Cash and cash  |   |  |   |   |  |   |                  |  |
| equivalents  | 74,608  | 106,115  | 12,852  | 65  | _  | _   | _                | 193,640  |
| Obligatory reserves  | 23,295  | 10,439   | 4,045   | 18,664  | 35,342   | 33,788  | _                | 125,573  |
| Financial assets at fair   | 20,270  | 10,100   | 1,010   | 10,001  | 30,312   | 55,755  |                  | 120,070  |
| value through profit   |   |  |   |   |  |   |                  |  |
| or loss  | 221,534   | _  | _   | _   | _  | _   | _                | 221,534  |
| Amounts due from   | ,   |  |   |   |  |   |                  | ŕ  |
| credit institutions  | 182   | 14,576   | 12,684  | 10,182  | 29,358   | 20,356  | 194              | 87,532   |
| Derivative financial   |   |  |   |   |  |   |                  |  |
| assets   | _   | _  | _   | _   | 4  | 3,453   | _                | 3,457  |
| Available-for-sale   |   |  |   |   |  |   |                  |  |
| Securities   | _   | 82   | 4,682   | 2,063   | 17,762   | 25,134  | _                | 49,723   |
| Loans to customers   | 26  | 47,874   | 79,222  | 227,722   | 350,349  | 597,520   | 40,701           | 1,343,414  |
|  | 319,645   | 179,086  | 113,485   | 258,696   | 432,815  | 680,251   | 40,895           | 2,024,873  |
| T :=1-11121  |   |  |   |   |  |   |                  |  |
| Liabilities:   |   |  |   |   |  |   |                  |  |
| Amounts due to the Government and  |   |  |   |   |  |   |                  |  |
| NBK  |   | 15   |   | 123   | 61   | 507   |                  | 706  |
| Amounts due to credit  | _   | 13   | _   | 123   | 01   | 307   | _                | 700  |
| institutions   | 21,003  | 125,803  | 9,878   | 122,503   | 289,508  | 56,451  | _                | 625,146  |
| Derivative financial   | 21,003  | 123,003  | 2,070   | 122,505   | 200,500  | 30,131  |                  | 023,110  |
| liabilities  | _   | _  | _   | 34  | _  | _   | _                | 34   |
| Amounts due to   |   |  |   | ٥.  |  |   |                  | ٥.   |
| customers  | 179,591   | 39,063   | 55,859  | 167,029   | 65,895   | 20,755  | _                | 528,192  |
| Debt securities issued   | _   | _  | _   | 13,401  | 219,796  | 473,901   | _                | 707,098  |
|  | 200,594   | 164,881  | 65,737  | 303,090   |  | 551,614   | _                | 1,861,176  |
| Net position   | 119,051   | 14,205   | 47,748  | (44,394)  | (142,445)  | 128,637   | 40,895           | 163,697  |
| Accumulated gap  | 119,051   | 133,256  | 181,004   | 136,610   | (5,835)  | 122,802   | 163,697          | 103,077  |
| Accumulated gap  | 117,031   | 155,250  | 101,007   | 150,010   | (3,033)  | 122,002   | 105,077          |  |
|  |   |  |   |   |  |   |                  |  |
|  |   |  |   |   |  |   |                  |  |
|  |   | Less than 1  | 1 to 3  | 3 months  |  | Over  | Past             |  |
| 2005   | On .<br>demand  | Less than 1<br>month   | 1 to 3<br>months  |   | 1 to 3 years   | Over<br>3 years   | Past<br>due      | Total  |
| Assets:  |   |  |   |   | 1 to 3 years   |   |                  | Total  |
| Assets:<br>Cash and cash   | demand  | month  | months  |   | 1 to 3 years   |   |                  |  |
| Assets:<br>Cash and cash<br>equivalents  | <i>demand</i> 76,004  | <i>month</i> 33,438  | 9,689   | to 1 year                                       | -  | 3 years   |                  | 119,131  |
| Assets: Cash and cash equivalents Obligatory reserves  | demand  | month  | months  |   | _  |   |                  |  |
| Assets: Cash and cash equivalents Obligatory reserves Financial assets at fair   | <i>demand</i> 76,004  | <i>month</i> 33,438  | 9,689   | to 1 year                                       | -  | 3 years   | due<br>–         | 119,131  |
| Assets: Cash and cash equivalents Obligatory reserves Financial assets at fair value through profit  | 76,004<br>984   | <i>month</i> 33,438  | 9,689   | to 1 year                                       | -  | 3 years   | due<br>–         | 119,131<br>10,791  |
| Assets: Cash and cash equivalents Obligatory reserves Financial assets at fair value through profit or loss  | <i>demand</i> 76,004  | <i>month</i> 33,438  | 9,689   | to 1 year                                       | -  | 3 years   | due<br>–         | 119,131  |
| Assets: Cash and cash equivalents Obligatory reserves Financial assets at fair value through profit or loss Amounts due from   | 76,004<br>984<br>110,252  | 33,438<br>1,138  | 9,689<br>1,187  | - 3,236   | -<br>1,230<br>-  | 3 years  - 3,016  | due<br>–         | 119,131<br>10,791<br>110,252   |
| Assets: Cash and cash equivalents Obligatory reserves Financial assets at fair value through profit or loss Amounts due from credit institutions   | 76,004<br>984   | <i>month</i> 33,438  | 9,689   | to 1 year                                       | -<br>1,230<br>-  | 3 years   | due<br>–         | 119,131<br>10,791  |
| Assets: Cash and cash equivalents Obligatory reserves Financial assets at fair value through profit or loss Amounts due from credit institutions Available-for-sale  | 76,004<br>984<br>110,252<br>47  | 33,438<br>1,138<br>-<br>754  | 9,689<br>1,187<br>—<br>3,296  | - 3,236<br>- 7,405                              | -<br>1,230<br>-<br>2,022   | 3 years  - 3,016  - 10,152  | due<br>–         | 119,131<br>10,791<br>110,252<br>23,676   |
| Assets: Cash and cash equivalents Obligatory reserves Financial assets at fair value through profit or loss Amounts due from credit institutions Available-for-sale Securities   | 76,004<br>984<br>110,252<br>47  | 33,438<br>1,138<br>-<br>754<br>444                                 | 9,689<br>1,187<br>—<br>3,296<br>2,867                               | - 3,236<br>- 7,405<br>206                       | -<br>1,230<br>-<br>2,022<br>9,926  | 3 years  - 3,016  - 10,152 28,963   | <i>due</i>       | 119,131<br>10,791<br>110,252<br>23,676<br>42,406   |
| Assets: Cash and cash equivalents Obligatory reserves Financial assets at fair value through profit or loss Amounts due from credit institutions Available-for-sale  | 76,004<br>984<br>110,252<br>47<br>-<br>704  | month  33,438 1,138  - 754 444 30,807                              | 9,689 1,187  - 3,296 2,867 62,295                                   | - 3,236<br>- 7,405<br>206<br>195,821            | -<br>1,230<br>-<br>2,022<br>9,926<br>100,128   | 3 years  - 3,016  - 10,152 28,963 282,206   | 8,424            | 119,131<br>10,791<br>110,252<br>23,676<br>42,406<br>680,385  |
| Assets: Cash and cash equivalents Obligatory reserves Financial assets at fair value through profit or loss Amounts due from credit institutions Available-for-sale Securities   | 76,004<br>984<br>110,252<br>47  | 33,438<br>1,138<br>-<br>754<br>444                                 | 9,689<br>1,187<br>—<br>3,296<br>2,867                               | - 3,236<br>- 7,405<br>206                       | -<br>1,230<br>-<br>2,022<br>9,926<br>100,128   | 3 years  - 3,016  - 10,152 28,963   | <i>due</i>       | 119,131<br>10,791<br>110,252<br>23,676<br>42,406   |
| Assets: Cash and cash equivalents Obligatory reserves Financial assets at fair value through profit or loss Amounts due from credit institutions Available-for-sale Securities Loans to customers  | 76,004<br>984<br>110,252<br>47<br>-<br>704  | month  33,438 1,138  - 754 444 30,807                              | 9,689 1,187  - 3,296 2,867 62,295                                   | - 3,236<br>- 7,405<br>206<br>195,821            | -<br>1,230<br>-<br>2,022<br>9,926<br>100,128   | 3 years  - 3,016  - 10,152 28,963 282,206   | 8,424            | 119,131<br>10,791<br>110,252<br>23,676<br>42,406<br>680,385  |
| Assets: Cash and cash equivalents Obligatory reserves Financial assets at fair value through profit or loss Amounts due from credit institutions Available-for-sale Securities Loans to customers  Liabilities:  | 76,004<br>984<br>110,252<br>47<br>-<br>704  | month  33,438 1,138  - 754 444 30,807                              | 9,689 1,187  - 3,296 2,867 62,295                                   | - 3,236<br>- 7,405<br>206<br>195,821            | -<br>1,230<br>-<br>2,022<br>9,926<br>100,128   | 3 years  - 3,016  - 10,152 28,963 282,206   | 8,424            | 119,131<br>10,791<br>110,252<br>23,676<br>42,406<br>680,385  |
| Assets: Cash and cash equivalents Obligatory reserves Financial assets at fair value through profit or loss Amounts due from credit institutions Available-for-sale Securities Loans to customers  Liabilities: Amounts due to the   | 76,004<br>984<br>110,252<br>47<br>-<br>704  | month  33,438 1,138  - 754 444 30,807                              | 9,689 1,187  - 3,296 2,867 62,295                                   | - 3,236<br>- 7,405<br>206<br>195,821            | -<br>1,230<br>-<br>2,022<br>9,926<br>100,128   | 3 years  - 3,016  - 10,152 28,963 282,206   | 8,424            | 119,131<br>10,791<br>110,252<br>23,676<br>42,406<br>680,385  |
| Assets: Cash and cash equivalents Obligatory reserves Financial assets at fair value through profit or loss Amounts due from credit institutions Available-for-sale Securities Loans to customers  Liabilities:  | 76,004<br>984<br>110,252<br>47<br>-<br>704  | month  33,438 1,138  - 754 444 30,807                              | 9,689 1,187  - 3,296 2,867 62,295                                   | - 3,236<br>- 7,405<br>206<br>195,821<br>206,668 | -<br>1,230<br>-<br>2,022<br>9,926<br>100,128<br>113,306  | 3 years  - 3,016  - 10,152 28,963 282,206   | 8,424            | 119,131<br>10,791<br>110,252<br>23,676<br>42,406<br>680,385  |
| Assets: Cash and cash equivalents Obligatory reserves Financial assets at fair value through profit or loss Amounts due from credit institutions Available-for-sale Securities Loans to customers  Liabilities: Amounts due to the Government and  | 76,004<br>984<br>110,252<br>47<br>-<br>704  | month  33,438 1,138  - 754 444 30,807 66,581                       | 9,689 1,187  - 3,296 2,867 62,295                                   | - 3,236<br>- 7,405<br>206<br>195,821            | -<br>1,230<br>-<br>2,022<br>9,926<br>100,128   | 3 years  - 3,016  - 10,152 28,963 282,206 324,337                                       | 8,424            | 119,131<br>10,791<br>110,252<br>23,676<br>42,406<br>680,385<br>986,641   |
| Assets: Cash and cash equivalents Obligatory reserves Financial assets at fair value through profit or loss Amounts due from credit institutions Available-for-sale Securities Loans to customers  Liabilities: Amounts due to the Government and NBK Amounts due to credit institutions   | 76,004<br>984<br>110,252<br>47<br>-<br>704  | month  33,438 1,138  - 754 444 30,807 66,581                       | 9,689 1,187  - 3,296 2,867 62,295                                   | - 3,236<br>- 7,405<br>206<br>195,821<br>206,668 | -<br>1,230<br>-<br>2,022<br>9,926<br>100,128<br>113,306  | 3 years  - 3,016  - 10,152 28,963 282,206 324,337                                       | 8,424            | 119,131<br>10,791<br>110,252<br>23,676<br>42,406<br>680,385<br>986,641   |
| Assets: Cash and cash equivalents Obligatory reserves Financial assets at fair value through profit or loss Amounts due from credit institutions Available-for-sale Securities Loans to customers  Liabilities: Amounts due to the Government and NBK Amounts due to credit institutions Derivative financial  | 76,004<br>984<br>110,252<br>47<br>-<br>704<br>187,991   | month  33,438 1,138  - 754 444 30,807 66,581                       | 9,689 1,187  - 3,296 2,867 62,295 79,334                            | - 3,236 - 7,405 206 195,821 206,668             | -<br>1,230<br>-<br>2,022<br>9,926<br>100,128<br>113,306  | 3 years  - 3,016  - 10,152 28,963 282,206 324,337  505 28,003                           | 8,424            | 119,131<br>10,791<br>110,252<br>23,676<br>42,406<br>680,385<br>986,641   |
| Assets: Cash and cash equivalents Obligatory reserves Financial assets at fair value through profit or loss Amounts due from credit institutions Available-for-sale Securities Loans to customers  Liabilities: Amounts due to the Government and NBK Amounts due to credit institutions Derivative financial liabilities  | 76,004<br>984<br>110,252<br>47<br>-<br>704<br>187,991   | month  33,438 1,138  - 754 444 30,807 66,581                       | 9,689 1,187  - 3,296 2,867 62,295 79,334                            | - 3,236 - 7,405 206 195,821 206,668             | -<br>1,230<br>-<br>2,022<br>9,926<br>100,128<br>113,306  | 3 years  - 3,016  - 10,152 28,963 282,206 324,337                                       | 8,424            | 119,131<br>10,791<br>110,252<br>23,676<br>42,406<br>680,385<br>986,641   |
| Assets: Cash and cash equivalents Obligatory reserves Financial assets at fair value through profit or loss Amounts due from credit institutions Available-for-sale Securities Loans to customers  Liabilities: Amounts due to the Government and NBK Amounts due to credit institutions Derivative financial liabilities Amounts due to                                   | 76,004<br>984<br>110,252<br>47<br>-<br>704<br>187,991<br>-<br>279                               | 33,438 1,138  - 754 444 30,807 66,581  35 61,942                   | 9,689 1,187  - 3,296 2,867 62,295 79,334                            | 7,405 206 195,821 206,668                       | -<br>1,230<br>-<br>2,022<br>9,926<br>100,128<br>113,306<br>203<br>48,435                                     | 3 years   | 8,424            | 119,131<br>10,791<br>110,252<br>23,676<br>42,406<br>680,385<br>986,641<br>844<br>293,047<br>128                                  |
| Assets: Cash and cash equivalents Obligatory reserves Financial assets at fair value through profit or loss Amounts due from credit institutions Available-for-sale Securities Loans to customers  Liabilities: Amounts due to the Government and NBK Amounts due to credit institutions Derivative financial liabilities Amounts due to customers                         | 76,004<br>984<br>110,252<br>47<br>-<br>704<br>187,991   | month  33,438 1,138  - 754 444 30,807 66,581                       | 9,689 1,187  - 3,296 2,867 62,295 79,334                            | 101 148,213 - 99,086                            | -<br>1,230<br>-<br>2,022<br>9,926<br>100,128<br>113,306<br>203<br>48,435<br>-<br>27,852                      | 3 years  3,016  10,152 - 28,963 - 282,206 - 324,337   505 - 28,003 - 128 - 5,511        | 8,424            | 119,131<br>10,791<br>110,252<br>23,676<br>42,406<br>680,385<br>986,641<br>844<br>293,047<br>128<br>306,714                       |
| Assets: Cash and cash equivalents Obligatory reserves Financial assets at fair value through profit or loss Amounts due from credit institutions Available-for-sale Securities Loans to customers  Liabilities: Amounts due to the Government and NBK Amounts due to credit institutions Derivative financial liabilities Amounts due to                                   | 76,004<br>984<br>110,252<br>47<br>-<br>704<br>187,991<br>-<br>279                               | 33,438 1,138  - 754 444 30,807 66,581  35 61,942                   | 9,689 1,187  - 3,296 2,867 62,295 79,334                            | 7,405 206 195,821 206,668                       | -<br>1,230<br>-<br>2,022<br>9,926<br>100,128<br>113,306<br>203<br>48,435                                     | 3 years   | due  8,424 8,424 | 119,131<br>10,791<br>110,252<br>23,676<br>42,406<br>680,385<br>986,641<br>844<br>293,047<br>128                                  |
| Assets: Cash and cash equivalents Obligatory reserves Financial assets at fair value through profit or loss Amounts due from credit institutions Available-for-sale Securities Loans to customers  Liabilities: Amounts due to the Government and NBK Amounts due to credit institutions Derivative financial liabilities Amounts due to customers                         | 76,004<br>984<br>110,252<br>47<br>-<br>704<br>187,991<br>-<br>279<br>-<br>81,869                | 33,438 1,138  - 754 444 30,807 66,581  35 61,942 - 33,017          | 9,689 1,187  - 3,296 2,867 62,295 79,334                            | 101 148,213 - 99,086                            | -<br>1,230<br>-<br>2,022<br>9,926<br>100,128<br>113,306<br>203<br>48,435<br>-<br>27,852<br>38,375            | 3 years  3,016  10,152 - 28,963 - 282,206 - 324,337   505 - 28,003 - 128 - 5,511        | due  8,424 8,424 | 119,131<br>10,791<br>110,252<br>23,676<br>42,406<br>680,385<br>986,641<br>844<br>293,047<br>128<br>306,714                       |
| Assets: Cash and cash equivalents Obligatory reserves Financial assets at fair value through profit or loss Amounts due from credit institutions Available-for-sale Securities Loans to customers  Liabilities: Amounts due to the Government and NBK Amounts due to credit institutions Derivative financial liabilities Amounts due to customers                         | 76,004<br>984<br>110,252<br>47<br>-<br>704<br>187,991<br>-<br>279<br>-<br>81,869<br>-           | 33,438 1,138  - 754 444 30,807 66,581  35 61,942 - 33,017 -        | 9,689 1,187  - 3,296 2,867 62,295 79,334  - 6,175 - 59,379 -        | 101 148,213 - 99,086 672                        | -<br>1,230<br>-<br>2,022<br>9,926<br>100,128<br>113,306<br>203<br>48,435<br>-<br>27,852<br>38,375<br>114,865 | 3 years  3,016  10,152  28,963 282,206 324,337  505 28,003 128 5,511 260,962            | due  8,424 8,424 | 119,131<br>10,791<br>110,252<br>23,676<br>42,406<br>680,385<br>986,641<br>844<br>293,047<br>128<br>306,714<br>300,009            |
| Assets: Cash and cash equivalents Obligatory reserves Financial assets at fair value through profit or loss Amounts due from credit institutions Available-for-sale Securities Loans to customers  Liabilities: Amounts due to the Government and NBK Amounts due to credit institutions Derivative financial liabilities Amounts due to customers  Debt securities issued | 76,004<br>984<br>110,252<br>47<br>-<br>704<br>187,991<br>-<br>279<br>-<br>81,869<br>-<br>82,148 | 33,438 1,138  - 754 444 30,807 66,581  35 61,942 - 33,017 - 94,994 | 9,689 1,187  - 3,296 2,867 62,295 79,334  - 6,175 - 59,379 - 65,554 | 101 148,213 - 99,086 672 248,072                | 2,022<br>9,926<br>100,128<br>113,306<br>203<br>48,435<br><br>27,852<br>38,375<br>114,865<br>(1,559)          | 3 years  - 3,016  - 10,152 28,963 282,206 324,337  505 28,003 128 5,511 260,962 295,109 | due  8,424 8,424 | 119,131<br>10,791<br>110,252<br>23,676<br>42,406<br>680,385<br>986,641<br>844<br>293,047<br>128<br>306,714<br>300,009<br>900,742 |

## 27. Risk management policies (continued)

#### 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 market risk for the trading and non-trading portfolio is managed and monitored based on sensitivity analysis. Except for the concentrations within foreign currency, the Group 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 following table demonstrates the sensitivity to a reasonable possible change in interest rates, with all other variables held constant, of the Group's income statement.

The sensitivity of the income statement is the effect of the assumed changes in interest rates on the net interest income for one year, based on the floating rate financial assets and financial liabilities held at 31 December 2007. The sensitivity of equity is calculated by revaluing fixed rate available-for-sale financial assets at 31 December 2007 for the effects of the assumed changes in interest rates based on the assumption that there are parallel shifts in the yield curve.

|          |                          | Sensitivity of net interest |                       |
|----------|--------------------------|-----------------------------|-----------------------|
|          | Increase in basis points | income                      | Sensitivity of equity |
| Currency | 2007                     | 2007                        | 2007                  |
| LIBOR:   |                          |                             |                       |
| USD      | +46                      | (1,570)                     | (1)                   |
| KZT      | +46                      | (719)                       | (168)                 |
| EUR      | +46                      | (427)                       | ` <del>_</del>        |
| CHF      | +46                      | (90)                        | _                     |
| JPY      | +46                      | (806)                       | -                     |
|          | Increase in basis        | Sensitivity of net interest | Sensitivity of equity |
|          | points                   | income                      |                       |
| Currency |                          | 2006                        | 2006                  |
| LIBOR:   |                          | (1. 0.T.T)                  | 440.0                 |
| USD      | +32                      | (1,855)                     | (194)                 |
| KZT      | +32                      | (572)                       | (73)                  |
| EUR      | +32                      | (43)                        | (23)                  |
|          | Increase in basis        | Sensitivity of net interest | Sensitivity of equity |
|          | points                   | income                      |                       |
| Currency |                          | 2005                        | 2005                  |
| LIBOR:   |                          |                             |                       |
| USD      | +40                      | (1,227)                     | (410)                 |
| KZT      | +40                      | (400)                       | (5)                   |
| EUR      | +40                      | (59)                        | _                     |

## 27. Risk management policies (continued)

#### Market risk (continued)

Interest rate risk (continued)

As at December 31, the effective average interest rates by currencies for interest generating/ bearing monetary financial instruments were as follow:

|                                | 200   | 7        | 200   | 6        | 2005  |          |  |
|--------------------------------|-------|----------|-------|----------|-------|----------|--|
|                                |       | Foreign  |       | Foreign  |       | Foreign  |  |
|                                | KZT   | currency | KZT   | currency | KZT   | currency |  |
| Financial assets at fair value |       | -        |       | -        |       |          |  |
| through profit or loss         | 6.6%  | 5.9%     | 3.0%  | 6.1%     | 3.9%  | 4.5%     |  |
| Amounts due from credit        |       |          |       |          |       |          |  |
| institutions                   | 7.6%  | 10.1%    | 4.2%  | 4.8%     | 2.7%  | 4.0%     |  |
| Available-for-sale securities  | 11.2% | 3.7%     | 6.0%  | 4.4%     | 6.3%  | 3.3%     |  |
| Loans to customers             | 17.8% | 13.0%    | 18.2% | 11.8%    | 19.7% | 11.3%    |  |
| Amounts due to the             |       |          |       |          |       |          |  |
| Government and the NBK         | 5.8%  | 4.3%     | 5.2%  | 6.2%     | 4.9%  | 4.9%     |  |
| Amounts due to credit          |       |          |       |          |       |          |  |
| institutions                   | 8.4%  | 7.1%     | 6.0%  | 7.0%     | 9.1%  | 5.7%     |  |
| Amounts due to customers       | 8.8%  | 6.3%     | 7.5%  | 5.5%     | 7.5%  | 5.4%     |  |
| Debt securities issued         | 9.8%  | 9.2%     | 9.0%  | 9.1%     | 9.9%  | 8.7%     |  |

#### Currency risk

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

The tables below indicate the currencies to which the Group had significant exposure at 31 December 2007 on its 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 income statement. The effect on equity does not differ from the effect on the income statement. A negative amount in the table reflects a potential net reduction in income statement, while a positive amount reflects a net potential increase.

| Currency | Change in currency rate in % 2007 | Effect on profit<br>before tax<br>2007 | Change in currency rate in % 2006 | Effect on profit<br>before tax<br>2006 | Change in currency rate in % 2005 | Effect on profit<br>before tax<br>2005 |
|----------|-----------------------------------|--|-----------------------------------|--|-----------------------------------|--|
| USD      | -4                                | (5,591)                                | -4                                | (6,736)                                | -5                                | (3,008)                                |
| EUR      | -7                                | 1,044                                  | -8                                | 6,616                                  | +9                                | 355                                    |
| RUR      | -5                                | (1,681)                                | -5                                | (1,393)                                | +5                                | 281                                    |
| CHF      | -8                                | 1,609                                  | +9                                | 3                                      | -10                               | (21)                                   |
| JPY      | -9                                | 831                                    | -10                               | (602)                                  | +8                                | 1                                      |
| PLZ      | -10                               | 792                                    | -12                               | 1,008                                  | _                                 | _                                      |
| GBP      | -8                                | 3,476                                  | +8                                | 76                                     | _                                 | _                                      |

## 27. Risk management policies (continued)

#### Market risk (continued)

#### Equity price risk

Equity price risk is the risk that the fair values of equities decrease as the result of changes in the levels of equity indices and the value of individual shares. The equity price risk exposure arises from the Bank's investment and trading portfolios.

The effect on profit before tax and equity (as a result of a change in the fair value of financial assets at fair value through profit or loss and equity instruments held as available-for-sale at 31 December 2007) due to a reasonably possible change in equity indices using Capital Asset Pricing Model, with all other variables held constant, is as follows:

| Market index             | Increase in<br>indices<br>2007, % | Effect on profit<br>before tax and<br>equity<br>2007 | Increase in indices 2006, % | Effect on<br>profit before<br>tax and equity<br>2006 | Increase in indices 2005, % | Effect on<br>profit before<br>tax and equity<br>2005 |
|--------------------------|-----------------------------------|--|-----------------------------|--|-----------------------------|--|
| KASE                     | 9.6                               | 534  | 20.0                        | 384  | 198.8                       | 224  |
| RTS                      | 27.3                              | 290  | 64.5                        | 121  | 85.3                        | 69   |
| PFTS (Ukraine)           | 131.1                             | 70   | _                           | _  | _                           | _  |
| MSCI World Index         | 2.8                               | 1,581  | 13.4                        | (399)  | _                           | _  |
| FTSE World Oil & Gas     |                                   |  |                             |  |                             |  |
| Index                    | 14.3                              | 2  | 15.6                        | 1  | _                           | _  |
| FTSE All Share Mining    |                                   |  |                             |  |                             |  |
| Index                    | 47.5                              | 19   | 20.3                        | 8  | _                           | -  |
| FTSE All Share Support   |                                   |  |                             |  |                             |  |
| Services Index           | 13.0                              | (1)  | <del>-</del> -              | _  | _                           |  |
| FTSE All Share Banks     |                                   |  |                             |  |                             |  |
| Index                    | 22.5                              | -  | <del>-</del> -              | _  | _                           |  |
| Toronto SE 300           |                                   |  |                             |  |                             |  |
| Composite Index          | 7.0                               | 2  | <del>-</del> -              | _  | _                           |  |
| PRIME Xetra Insurance    |                                   |  |                             |  |                             |  |
| Index                    | _                                 | _  | 20.5                        | 10   | _                           | _  |
| S&P Multi-Line Insurance |                                   |  |                             |  |                             |  |
| Sub-Industry Index       | _                                 | _  | 4.3                         | 11   | _                           | _  |

| Market index                             | Decrease in<br>indices<br>2007, % | Effect on profit<br>before tax and<br>equity<br>2007 | Decrease in<br>indices<br>2006, % | Effect on profit<br>before tax and<br>equity<br>2006 | Decrease in<br>indices<br>2005, % | Effect on profit before tax and equity 2005 |
|--|-----------------------------------|--|-----------------------------------|--|-----------------------------------|---|
| KASE                                     | -9.6                              | 455  | -20.0                             | (254)  | -198.8                            | 131   |
| RTS                                      | -27.3                             | 212  | -64.5                             | 76   | -85.3                             | 72  |
| PFTS (Ukraine)                           | -131.1                            | (28)   | _                                 | _  | _                                 | _   |
| MSCI World Index<br>FTSE World Oil & Gas | -2.8                              | 1,513  | -13.4                             | 7,544  | _                                 | -   |
| Index FTSE All Share Mining              | -14.3                             | (1)  | -15.6                             | 1  | _                                 | _   |
| Index FTSE All Share Support             | -47.5                             | (11)   | -20.3                             | -  | _                                 | _   |
| Services Index<br>FTSE All Share Banks   | -13.0                             | 3  | _                                 | _  | _                                 | _   |
| Index<br>Toronto SE 300                  | -22.5                             | -  | _                                 | _  | _                                 | _   |
| Composite Index PRIME Xetra Insurance    | -7.0                              | _  | _                                 | _  | _                                 | _   |
| Index                                    | _                                 | _  | _                                 | 11   | _                                 | _   |

#### Prepayment risk

Prepayment risk is the risk that the Group will incur a financial loss because its customers and counterparties repay or request repayment earlier or later than expected. Having analyzed historical data on repayments, the Group has defined the most reasonable amount of assets and liabilities that could be early repaid. The effect on profit before tax assuming 5% of repayable financial instruments were to prepay at the beginning of the year, with all other variables held constant, is as follows:

|     | Effect on net interest income |       |       |  |  |
|-----|-------------------------------|-------|-------|--|--|
|     | 2007                          | 2006  | 2005  |  |  |
| KZT | (4,648)                       | (340) | (280) |  |  |
| USD | (1,700)                       | (371) | (137) |  |  |
| EUR | 75                            | 30    | 20    |  |  |

(1)

(47)

(25)

Available-for-sale investment securities

Amounts due to the Government and the NBK

Loans to customers

Financial liabilities

## 27. Risk management policies (continued)

#### 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 Group cannot expect to eliminate all operational risks, but through a control framework and by monitoring and responding to potential risks, the Group is able to manage the risks. Controls include effective segregation of duties, access, authorisation and reconciliation procedures, staff education and assessment processes, including the use of internal audit.

## 28. Fair values of financial instruments

Set out below is a comparison by class of the carrying amounts and fair values of the Bank's financial instruments that are carried in the financial statements. The table does not include the fair values of non-financial assets and non-financial liabilities.

|  |                   |              | Unrecognis  |           |              | Unrecognis   |
|--|-------------------|--------------|-------------|-----------|--------------|--------------|
|  | Carrying          | Fair         | ed          | Carrying  |              | ed           |
|  | value             | value        | gain/(loss) | value     | Fair value   | gain/(loss)  |
|  | 2007              | 2007         | 2007        | 2006      | 2006         | 2006         |
| Financial assets                       |                   |              |             |           |              |              |
| Cash and cash equivalents              | 99,723            | 99,723       | _           | 193,640   | 193,640      | _            |
| Obligatory reserves                    | 168,242           | 168,242      | _           | 125,573   | 125,573      | _            |
| Financial assets at fair value         |                   |              |             |           |              |              |
| through profit or loss                 | 112,175           | 112,175      | _           | 221,534   | 221,534      | _            |
| Amounts due from credit                |                   |              |             |           |              |              |
| institutions                           | 107,589           | 107,589      | _           | 87,452    | 87,452       | _            |
| Derivative financial assets            | 31,397            | 31,397       | _           | 3,457     | 3,457        | _            |
| Loans to customers                     | 2,379,810         | 2,385,763    | 5,953       | 1,343,414 | 1,383,413    | 39,999       |
| Available-for-sale investment          |                   |              |             |           |              |              |
| securities                             | 26,422            | 26,422       | _           | 49,723    | 49,723       | _            |
| Financial liabilities                  |                   |              |             |           |              |              |
| Amounts due to the                     |                   |              |             |           |              |              |
| Government and the                     |                   |              |             |           |              |              |
| NBK                                    | 913               | 913          | _           | 706       | 706          | _            |
| Amounts due to credit                  |                   |              |             |           |              |              |
| institutions                           | 835,304           | 848,660      | (13,356)    | 625,146   | 630,384      | (5,238)      |
| Derivative financial liabilities       | 5,528             | 5,528        | · _ ·       | 34        | 34           |              |
| Amounts due to customers               | 652,508           | 652,508      | _           | 528,192   | 528,192      | _            |
| Debt securities issued                 | 1,084,445         | 1,016,976    | 67,469      | 707,098   | 728,810      | (21,712)     |
| Total unrecognised change              |                   | <del>-</del> |             |           | <del>-</del> | <u> </u>     |
| in unrealised fair value               |                   | =            | 60,066      |           | =            | 13,049       |
|  |                   |              |             | Carrying  | 7            | Unrecognised |
|  |                   |              |             | value     | Fair value   | gain/(loss)  |
|  |                   |              |             | 2005      | 2005         | 2005         |
| Financial assets                       |                   |              |             |           |              |              |
| Cash and cash equivalents              |                   |              |             | 119,131   | 119,131      | _            |
| Obligatory reserves                    |                   |              |             | 10,791    | 10,791       | _            |
| Financial assets at fair value through | gh profit or loss |              |             | 110,252   | 110,252      | _            |
| Amounts due from credit institution    | - ·               |              |             | 23,676    | 23,676       | _            |

Amounts due to credit institutions 293,047 302,262 (9,215)Derivative financial liabilities 128 128 Amounts due to customers 306,714 306,714 Debt securities issued 300,009 314,860 (14,851)Total unrecognised change in unrealised fair value (24,024)

42,406

680,385

844

42,406

680,427

844

42

The following describes the methodologies and assumptions used to determine fair values for those financial instruments which are not already recorded at fair value in the financial statements.

#### 28. Fair values of financial instruments (continued)

Assets for which fair value approximates carrying value

For financial assets and financial liabilities that are liquid or having a short term maturity (less than thee months) it is assumed that the carrying amounts approximate to their fair value. This assumption is also applied to demand deposits, savings accounts without a specific maturity and variable rate financial instruments.

Fixed rate financial instruments

The fair value of fixed rate financial assets and liabilities carried at amortised cost are estimated by comparing market interest rates when they were first recognised with current market rates offered for similar financial instruments. The estimated fair value of fixed interest bearing deposits is based on discounted cash flows using prevailing money-market interest rates for debts with similar credit risk and maturity. For quoted debt issued the fair values are calculated based on quoted market prices. For those notes issued where quoted market prices are not available, a discounted cash flow model is used based on a current interest rate yield curve appropriate for the remaining term to maturity.

## 29. Segment analysis

The Group's primary format for reporting segment information is business segments and the secondary format is geographical segments.

Business Segments. The Group is organised on a basis of four main business segments:

Retail banking – representing private banking services, private customer current accounts, savings, deposits, investment savings products, custody, credit and debit cards, consumer loans and mortgages and cash and foreign currency related services.

Corporate banking – representing other than small and medium size legal entities direct debit facilities, current accounts, deposits, overdrafts, loan and other credit facilities, foreign currency and trade finance products.

Small and medium business – representing individual entrepreneurs and small enterprises current accounts, deposits, overdrafts, loan and other credit facilities, foreign currency and trade finance products.

Investment activity - representing financial assets and liabilities used for trading or investment purposes, financing, and merger and acquisitions transaction support.

Asset management- principally providing investment products and services to institutional investors and intermediaries.

# 29. Segment analysis (continued)

Segment information for the main reportable business segments of the Group for the years ended December 31, 2007, 2006 and 2005 is set out below

|                                     | Corporate | Small and<br>medium | Retail   | Investing | Asset      | Unallocated |             |           |
|-------------------------------------|-----------|---------------------|----------|-----------|------------|-------------|-------------|-----------|
| 2007                                | banking   | business            | banking  | activity  | management | amounts     | Elimination | Total     |
| External interest income            | 170,830   | 38,679              | 81,803   | 32,190    | _          | (54)        | _           | 323,448   |
| Internal interest income            | 22,470    | 5,709               | 28,186   | 214,547   | _          | _           | (270,912)   | _         |
| External interest expense           | (14,604)  | (3,829)             | (28,996) | (131,850) | _          | _           | _           | (179,279) |
| Internal interest expense           | (132,014) | (19,957)            | (37,748) | (81,193)  | _          | _           | 270,912     |           |
| Net interest income before          |           |                     |          |           |            |             |             | _         |
| impairment                          | 46,682    | 20,602              | 43,245   | 33,694    | _          | (54)        | _           | 144,169   |
| Impairment charge                   | (52,722)  | (5,623)             | (9,431)  | (12)      | _          | (22)        | _           | (67,810)  |
| Net interest (loss)/income after    |           |                     |          |           |            |             |             |           |
| impairment                          | (6,040)   | 14,979              | 33,814   | 33,682    | _          | (76)        | _           | 76,359    |
| Net commission and non-interest     |           |                     |          |           |            |             |             |           |
| income                              | 35,049    | 9,100               | 5,149    | 15,235    | 1,953      | 2,433       | (13,333)    | 55,586    |
| Non-interest expenses               | (20,265)  | (9,859)             | (28,497) | (8,302)   | (88)       | (3,259)     | 13,333      | (56,937)  |
| Other provisions                    | (4,495)   | 123                 | (25)     | _         | _          | (308)       | _           | (4,705)   |
| Income from associate organizations | _         | _                   | _        | 4,234     | _          | _           | _           | 4,234     |
| Income before income tax            |           |                     |          |           |            |             |             |           |
| expense                             | 4,249     | 14,343              | 10,441   | 44,849    | 1,865      | (1,210)     | _           | 74,537    |
| Income tax expense                  | -         | -                   | -        | -         | -          | (9,832)     | -           | (9,832)   |
| Net income after income tax         | 4,249     | 14,343              | 10,441   | 44,849    | 1,865      | (11,042)    |             | 64,705    |
| Total assets                        | 1,642,359 | 295,840             | 526,287  | 1,526,106 | 33         | 245,343     | (1,171,351) | 3,064,617 |
| Total liabilities                   | 329,158   | 140,980             | 346,719  | 2,836,257 | 3          | 10,837      | (1,051,369) | 2,612,585 |

# 29. Segment analysis (continued)

|                                       | Corporate | Small and<br>medium | Retail   | Investing | Asset      | Unallocated |             |           |
|---------------------------------------|-----------|---------------------|----------|-----------|------------|-------------|-------------|-----------|
| 2006                                  | banking   | business            | banking  | activity  | management | amounts     | Elimination | Total     |
| External interest income              | 76,191    | 16,460              | 22,540   | 17,498    | _          | _           | _           | 132,689   |
| Internal interest income              | 25,342    | 2,062               | 15,886   | 100,087   | _          | _           | (143,377)   | _         |
| External interest expense             | (8,327)   | (644)               | (14,579) | (57,675)  | _          | _           | _           | (81,225)  |
| Internal interest expense             | (57,135)  | (13,289)            | (13,293) | (59,660)  | _          | _           | 143,377     |           |
| Net interest income before impairment | 36,071    | 4,589               | 10,554   | 250       | _          | _           | _           | 51,464    |
| Impairment charge                     | (28,139)  | (2,564)             | (2,502)  | 14        | _          | (4)         | _           | (33,195)  |
| Net interest income after impairment  | 7,932     | 2,025               | 8,052    | 264       | _          | (4)         | _           | 18,269    |
| Net commission and non-interest       |           |                     |          |           |            |             |             |           |
| income                                | 8,455     | 4,550               | 8,004    | 19,956    | 3,718      | 15,956      | (6,539)     | 54,100    |
| Non-interest expenses                 | (522)     | (3,472)             | (11,908) | (5,864)   | (28)       | (13,282)    | 6,539       | (28,537)  |
| Other provisions                      | (2,383)   | (99)                | (85)     | 1         | _          |             | _           | (2,566)   |
| Income from associate organizations   | _         | _                   | _        | 2,364     | _          | _           | _           | 2,364     |
| Income before income tax expense      | 13,482    | 3,004               | 4,063    | 16,721    | 3,690      | 2,670       | _           | 43,630    |
| Income tax expense                    | _         | _                   | _        | _         | _          | (4,552)     | _           | (4,552)   |
| Net income after income tax           | 13,482    | 3,004               | 4,063    | 16,721    | 3,690      | (1,882)     |             | 39,078    |
| Total assets                          | 927,204   | 181,922             | 313,641  | 1,315,482 | 226        | 113,772     | (777,105)   | 2,075,142 |
| Total liabilities                     | 313,815   | 86,727              | 267,892  | 1,943,781 | 255        | 3,441       | (735,387)   | 1,880,524 |

# 29. Segment analysis (continued)

| 2005                                    | Corporate<br>banking | Small and<br>medium<br>business | Retail<br>banking | Investing<br>activity | Asset<br>management | Unallocated<br>amounts | Elimination | Total    |
|---|----------------------|---------------------------------|-------------------|-----------------------|---------------------|------------------------|-------------|----------|
| External interest income                | 48,500               | 10,055                          | 11,158            | 8,573                 | _                   | _                      | _           | 78,286   |
| Internal interest income                | 17,689               | 1,121                           | 10,664            | 58,628                | _                   | _                      | (88,102)    | _        |
| External interest expense               | (6,491)              | (29)                            | (8,599)           | (30,580)              | _                   | _                      |             | (45,699) |
| Internal interest expense               | (45,266)             | (5,537)                         | (7,002)           | (30,297)              | _                   | _                      | 88,102      |          |
| Net interest income before impairment   | 14,432               | 5,610                           | 6,221             | 6,324                 | _                   | _                      | _           | 32,587   |
| Impairment charge                       | (13,004)             | (1,763)                         | (674)             | 79                    | _                   | 3                      | _           | (15,359) |
| Net interest income after impairment    | 1,428                | 3,847                           | 5,547             | 6,403                 | _                   | 3                      | _           | 17,228   |
| Net commission and non-interest income  | 8,042                | 641                             | 3,647             | 2,415                 | 859                 | 5,311                  | (2,981)     | 17,934   |
| Non-interest expenses                   | (4,259)              | (1,537)                         | (5,586)           | (2,273)               | (17)                | (6,561)                | 2,981       | (17,252) |
| Other provisions                        | (1,239)              | (169)                           | (55)              | (179)                 |                     |                        | _           | (1,642)  |
| Income from associate organizations and |                      |                                 |                   |                       |                     |                        |             |          |
| banks                                   | _                    | _                               | _                 | 7                     | _                   | _                      | _           | 7        |
| Income before income tax expense        | 3,972                | 2,782                           | 3,553             | 6,373                 | 842                 | (1,247)                | _           | 16,275   |
| Income tax expense                      | _                    | _                               | _                 | _                     | _                   | (1,569)                | _           | (1,569)  |
| Net income after income tax             | 3,972                | 2,782                           | 3,553             | 6,373                 | 842                 | (2,816)                | -           | 14,706   |
| Total assets                            | 506,963              | 88,761                          | 99,455            | 643,729               | 580                 | 7,874                  | (349,557)   | 997,805  |
| Total liabilities                       | 242,669              | 27,156                          | 152,117           | 834,190               |                     | 936                    | (346,371)   | 910,697  |

## 29. Segment analysis (continued)

Geographical segments. Segment information for the main geographical segments of the Group is set out below for the year ended December 31, 2007, 2006 and 2005.

|                              | Kazakhstan | <b>OECD</b> | Non OECD | Total     |
|------------------------------|------------|-------------|----------|-----------|
| 2007                         |            |             |          |           |
| Segment assets               | 2,003,504  | 208,669     | 976,537  | 3,188,710 |
| External revenues            | 242,667    | 109,810     | 158,402  | 510,879   |
| Capital expenditure          | 14,202     | _           | 1,653    | 15,855    |
| Commitments to extend credit | 256,166    | 20,476      | 57,529   | 334,171   |
| 2006                         |            |             |          | _         |
| Segment assets               | 1,425,104  | 298,894     | 414,275  | 2,138,273 |
| External revenues            | 192,249    | 48,597      | 20,771   | 261,617   |
| Capital expenditure          | (9,665)    | _           | _        | (9,665)   |
| Commitments to extend credit | 78,354     | 26,713      | 10,361   | 115,428   |
| 2005                         |            |             |          |           |
| Segment assets               | 705,007    | 181,932     | 149,309  | 1,036,248 |
| External revenues            | 105,230    | 21,296      | 34,728   | 161,254   |
| Capital expenditure          | (4,389)    | _           | _        | (4,389)   |
| Commitments to extend credit | 31,974     | 1,019       | 119      | 33,112    |

External revenues, assets and commitments to extend credit have generally been allocated based on domicile of the counterparty. Cash on hand, property and equipment and capital expenditure have been allocated based on the country in which they are physically held.

## 30. Related party transactions

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, except those, who are subject to the restriction of the legislation, 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.

# 30. Related party transactions (continued)

As at December 31, 2007, 2006 and 2005, the Group had the following transactions with related parties:

|   | December 31, 2007 |                     |                    | December 31, 2006 |              |                     |                    | December 31, 2005 |            |                     |                    |
|---|-------------------|---------------------|--------------------|-------------------|--------------|---------------------|--------------------|-------------------|------------|---------------------|--------------------|
|   |                   | Key mana-           | Other              |                   |              | Key mana-           | Other              |                   |            | Key mana-           | Other              |
|   | Associates        | gement<br>personnel | related<br>parties | Share-<br>holders | Associates   | gement<br>personnel | related<br>parties | Share-<br>holders | Associates | gement<br>personnel | related<br>parties |
| Loans outstanding at January 1, gross           |                   | 8,683               | 6,510              | _                 | 115500111105 | 916                 | 7,940              | _                 | -          | 463                 | 982                |
| Loans issued during the year                    | _                 | 7,742               | 5,790              | _                 | _            | 12,215              | 10,481             | _                 | _          | 693                 | 10,123             |
| Loan repayments during the year                 | _                 | (8,215)             | (10,948)           | _                 | _            | (4,448)             | (11,911)           | _                 | _          | (240)               | (3,165)            |
| Loans outstanding at December 31, gross         | _                 | 8,210               | 1,352              | _                 | _            | 8,683               | 6,510              | _                 | _          | 916                 | 7,940              |
| Less: allowance for impairment December 31      |                   | _                   | _                  | _                 | _            | _                   | (308)              | _                 | _          | (27)                | (328)              |
| Loans outstanding December 31, net              |                   | 8,210               | 1,352              | _                 | _            | 8,683               | 6,202              | _                 |            | 889                 | 7,612              |
| Amounts due from credit institutions (deposits) |                   |                     |                    |                   |              |                     |                    |                   |            |                     |                    |
| Deposits at January 1                           | 2,246             | _                   | 6,570              | -                 | _            | _                   | _                  | -                 | _          | _                   | _                  |
| Deposits placed during the year                 | 8,307             | _                   | 19,887             | _                 | 2,261        | _                   | 12,872             | _                 | _          | _                   | _                  |
| Deposits withdrawn during the year              | (5,457)           | _                   | (20,875)           | _                 | (15)         | _                   | (6,302)            | _                 | _          | _                   |                    |
| Deposits at December 31                         | 5,096             | _                   | 5,582              | _                 | 2,246        | _                   | <b>6,5</b> 70      | _                 | _          | _                   |                    |
| Amounts due from credit institutions (loans)    |                   |                     |                    |                   |              |                     |                    |                   |            |                     |                    |
| Loans at January 1                              | 12,625            | _                   | 3,190              | _                 | 3,144        | _                   | _                  | _                 | _          | _                   | _                  |
| Loans placed during the year                    | 17,892            | _                   | 9,374              | -                 | 31,742       | _                   | 10,286             | _                 | 5,836      | _                   | _                  |
| Loans withdrawn during the year                 | (21,020)          | _                   | (4,166)            | _                 | (22,261)     | _                   | (7,096)            | _                 | (2,692)    | _                   |                    |
| Loans at December 31                            | 9,497             | _                   | 8,398              | _                 | 12,625       | _                   | 3,190              | _                 | 3,144      | _                   |                    |
| Amounts due to credit institutions              |                   |                     |                    |                   |              |                     |                    |                   |            |                     |                    |
| Loans at January 1                              | 3,529             | _                   | 17,481             | 7,312             | 2            | _                   | 39                 | 14,907            | 1          | _                   | 48                 |
| Loans received during the year                  | 79,809            | _                   | 329,572            | _                 | 46,262       | _                   | 172,352            | 1,630             | 5          | _                   | 76,032             |
| Loans repaid during the year                    | (82,908)          | _                   | (346,495)          | (7,312)           | (42,735)     | _                   | (154,910)          | (9,225)           | (4)        | _                   | (76,041)           |
| Loans at December 31                            | 430               | _                   | 558                | _                 | 3,529        | _                   | 17,481             | 7,312             | 2          | _                   | 39                 |

# 30. Related party transactions (continued)

|   | December 31, 2007 |              |                                  |                             | December 31, 2006 |              |                                  |                             | December 31, 2005 |            |                                  |                       |
|---|-------------------|--------------|----------------------------------|-----------------------------|-------------------|--------------|----------------------------------|-----------------------------|-------------------|------------|----------------------------------|-----------------------|
|   | Share-<br>holders | Associates   | Key mana-<br>gement<br>personnel | Other<br>related<br>parties | Share-<br>holders | Associates   | Key mana-<br>gement<br>personnel | Other<br>related<br>parties | Share-<br>holders | Associates | Key mana-<br>gement<br>personnel | Other related parties |
| Financial assets at fair value through profit or loss                   | 11010010          | 110000111100 | personner                        | purues                      | 11010010          | 110000111100 | perconner                        | paraee                      | 1101010           | 1100001000 | personner                        | purues                |
| Deposits at January 1   | _                 | 1,620        | _                                | _                           | _                 | _            | _                                | _                           | _                 | _          | _                                | _                     |
| Deposits received during the year                                       | _                 | 336          | _                                | _                           | _                 | 1,641        | _                                | _                           | _                 | _          | _                                | _                     |
| Deposits repaid during the year   | _                 | (337)        | _                                | _                           | _                 | (21)         | _                                | _                           | _                 | _          | _                                | _                     |
| Deposits December 31  | _                 | 1,619        | _                                | _                           | _                 | 1,620        | _                                | _                           | _                 | _          | _                                |                       |
| Cash and cash equivalents   |                   |              |                                  |                             |                   |              |                                  |                             |                   |            |                                  |                       |
| Deposits at January 1   | _                 | 128          | _                                | 617                         | _                 | 136          | _                                | 197                         | _                 | _          | _                                | 94                    |
| Deposits received during the year                                       | _                 | 48,639       | _                                | 358,894                     | _                 | 1,385        | _                                | 224,751                     | _                 | 2,170      | _                                | 145,011               |
| Deposits repaid during the year   | _                 | (48,766)     | _                                | (358,230)                   | _                 | (1,393)      | _                                | (224,331)                   | _                 | (2,034)    | _                                | (144,908)             |
| Deposits December 31  | _                 | 1            | _                                | 1,281                       | _                 | 128          | _                                | 617                         | _                 | 136        | -                                | 197                   |
| Amounts due to customers  |                   |              |                                  |                             |                   |              |                                  |                             |                   |            |                                  |                       |
| Deposits at January 1   | 4,583             | _            | 982                              | 500                         | _                 | _            | 313                              | _                           | _                 | _,         | 266                              | _                     |
| Deposits received during the year                                       | 55,158            | _            | 78,375                           | 18,901                      | 12,309            | _            | 18,407                           | 620                         | _                 | 8          | 1,903                            | _                     |
| Deposits repaid during the year   | (59,723)          | _            | (75,206)                         | (14,605)                    | (7,726)           | _            | (17,738)                         | (120)                       | _                 | (8)        | (1,856)                          | _                     |
| Deposits December 31  | 18                | _            | 4,151                            | 4,796                       | 4,583             | _            | 982                              | 500                         | _                 |            | 313                              |                       |
| Commitments and guarantees issued                                       | _                 | 3,796        | 4,824                            | 9,158                       | _                 | 1,585        | 23                               | 5,971                       | _                 | 813        | 10                               | 7,662                 |
| Commitments and guarantees received                                     | -                 | 503          | 8                                | 1,456                       | _                 | 1,585        | 54                               | 5,971                       | _                 | _          | -                                | · —                   |
| Interest income on loans Interest income on due from credit             | -                 | _            | 1,614                            | 666                         | _                 | _            | 574                              | 987                         | _                 | _          | 52                               | 864                   |
| institutions Interest expense on due to credit                          | _                 | 1,284        | _                                | 1,127                       | -                 | 391          | -                                | 697                         | -                 | 325        | -                                | _                     |
| institutions  | _                 | (57)         | _                                | (8)                         | _                 | (2)          | _                                | (1)                         | (297)             | _,         | _                                | (2)                   |
| Interest expense on due to customers                                    | _                 | _            | (255)                            | (2)                         | (471)             | _            | (71)                             | (1)                         | _                 | _,         | (13)                             | _                     |
| Interest income on financial assets                                     | _                 | 147          |                                  | _                           | _                 | 100          | _                                | _                           | -                 | _          | _                                | _                     |
| Interest income on deposits with contractual maturity less than 90 days | _                 | 16           | _                                | 2                           | _                 | 1            | _                                | 40                          | _                 | _          | _                                | _                     |
| Fee and commission income   | _                 | 46           | _                                | 34                          | _                 | 42           | 304                              | 72                          | _                 | _          | _                                | 117                   |
| Other income  | _                 | 40           | _                                | _                           | _                 | _            | _                                | _                           | _                 | _          | _                                | _                     |
| Fee and commission expense  | -                 | -            | -                                | (245)                       |                   | _            | _                                | _                           | _                 | _          |                                  | _                     |

## 30. Related party transactions (continued)

For the years ended December 31, the Group had the following transactions with related parties:

The aggregate remuneration and other benefits paid to members of the Management Board and Board of Directors for 2007 was KZT 610 million (2006 - KZT 626 million; 2005 - KZT 389 million).

As at December 31, 2007 the Bank had loans in the aggregate amount of KZT 4,381 million issued to the Group's management for the purpose of investing in the mutual investment funds managed by the subsidiary of the Group (2006-KZT 6,440 million, 2005-Nil), the rest are consumer loans.

Included in the table above are the following transactions with related parties outstanding as at December 31, 2007, 2006 and 2005:

- Operations with associates such as: loans including provisioning matters, due from credit institutions (loans issued and deposits placed) with the Group and guarantees and letters of credit to investees, and mutual investments.
- Shareholders: loans including provisioning matters, deposits placed with the Group.
- Members of Board of Directors: loans including provisioning matters, deposits attracted with the Group, total remuneration paid during the year.

## 31. Capital adequacy

The Group maintains an actively managed capital base to cover risks inherent in the business. The adequacy of the Group's capital is monitored using, among other measures, the ratios established by the Basel Capital Accord 1988 and the ratios established by the FMSA in supervising the Bank.

During the past year, the Group had complied in full with all its externally imposed capital requirements.

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

The Group 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 Group 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.

#### FMSA capital adequacy ratio

FMSA requires banks to maintain a tier 1 capital adequacy ratio of 6% of assets and general capital adequacy of 12% of risk-weighted assets. In 2007, 2006 and 2005, risk-weighted assets calculated in accordance with the FMSA requirements were derived from the Bank's stand-alone financial statements prepared in accordance with Kazakhstani Accounting Standards. As at December 31, 2007, the Bank's capital adequacy ratio on this basis was as follows:

|                                | 2007      | 2006      | 2005    |
|--------------------------------|-----------|-----------|---------|
| Tier 1 capital                 | 401,831   | 172,526   | 77,513  |
| Tier 2 capital                 | 136,818   | 120,946   | 53,146  |
| Less: deductions from capital  | (64,356)  | (33,427)  | (24)    |
| Total capital                  | 474,293   | 260,045   | 130,634 |
| Total assets                   | 2,648,603 | 1,824,994 | 963,653 |
| Risk weighted assets           | 3,436,493 | 1,930,212 | 940,769 |
| Less: deductions from assets   | (1,700)   |           |         |
| Capital adequacy ratio tier 1  | 13.6%     | 8.5%      | 8.0%    |
| General capital adequacy ratio | 13.8%     | 13.5%     | 13.9%   |

## 31. Capital adequacy (continued)

Capital adequacy ratio under Basel Capital Accord 1988

The Group's international risk based capital adequacy ratio, computed in accordance with the Basle Accord guidelines, as at December 31, 2007, 2006 and 2005, exceeded the minimum ratio of 8% recommended by the Basle Accord for Tier 1 and Tier 2 capital adequacy ratio and assessed based on credit risks approach.

|                 |           | Balance Sheet  |           | Risk Weighted |           |         |  |  |  |
|-----------------|-----------|----------------|-----------|---------------|-----------|---------|--|--|--|
| _               | Λ         | otional Amount | t         | Amount        |           |         |  |  |  |
| _               | 2007      | 2006           | 2005      | 2007          | 2006      | 2005    |  |  |  |
| Total assets    | 3,575,462 | 2,440,759      | 1,172,002 | 2,730,706     | 1,664,364 | 782,534 |  |  |  |
|                 |           | Capital        |           | BIS%          |           |         |  |  |  |
| <del>-</del>    | 2007      | 2006           | 2005      | 2007          | 2006      | 2005    |  |  |  |
| Tier 1 capital  | 462,320   | 201,740        | 86,572    | 16.93%        | 12.12%    | 11.06%  |  |  |  |
| Tier 2 capital  | 85,168    | 95,293         | 42,929    |               |           |         |  |  |  |
| Gross available |           |                |           |               |           |         |  |  |  |
| capital         | 547,488   | 297,033        | 129,501   | _             | _         | _       |  |  |  |
| Less            |           |                |           |               |           |         |  |  |  |
| investments     | (67,767)  | (5,996)        | (2,205)   | _             | _         |         |  |  |  |
| Tier 1 + Tier 2 | •         |                |           |               | •         |         |  |  |  |
| capital         | 479,721   | 291,037        | 127,296   | 17.57%        | 17.49%    | 16.27%  |  |  |  |

## 32. Subsequent events

In January 2008 the Bank changed its name to JSC BTA Bank. In March 2008 the Bank made a decision to increase its ownership share in Slavinvestbank LLP from 15.6% to 51.0%.

In February 2008 the Bank acquired 100.00% share of ownership in TemirCpital BV from its subsidiary TemirBank for EUR 20 thousand KZT equivalent of 3,572 thousand.