



Oma  
Säästöpankki

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Annual Report 2017

omasp

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family

**Oma Säästöpankki Oyj's  
ANNUAL REPORT 2017**

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## Annual Report 2017

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# A year of significant successes

PHOTO MARI WAEGELEIN

**The year 2017 was the most profitable year in Oma Säästöpankki's history. We had great success with our customers.**

More and more customers chose OmaSp as their banking partner, and our volumes increased in all key areas. The best results in our bank's history were achieved partly due to the updated IFRS standards (International Financial Reporting Standards) and the realisation of investments made along with them. The final number on the balance sheet increased to over 2.7 billion euros and earnings before taxes amounted to 30.4 million euros.

In 2017, we opened new offices in Lahti and Jyväskylä, and new service desks in Espoo, Kajaani and Turku. Customers value OmaSp's personalised service.

The skills and competencies of our staff have improved significantly during the year. For example, we launched an OmaSp Master training program intended for our bank's supervisors and specialists. In late 2017, OmaSp issued shares to employees to commit and motivate employees.

The most notable events in 2017 included

entering into a two-year contract of guarantee with the European Investment Fund and expanding our operations to mortgage banking. Trade of our bank's bond commenced for the first time in Helsinki Stock Exchange. Standard & Poor confirmed OmaSp's credit ratings of BBB+ for long-term borrowing and A-2 for short-term borrowing with stable prospects. In the beginning of December, the customers from small and medium-sized company operations as well as the agriculture and forestry operations of S-Pankki were transferred to us.

Finland's economy saw positive development towards the end of 2017, providing a good starting point for the year 2018. My warmest thanks to the Oma Säästöpankki customers, employees, owners and partners. Together we make the bank successful.

Pasi Sydänlammi  
CEO

### The main events of the banking year

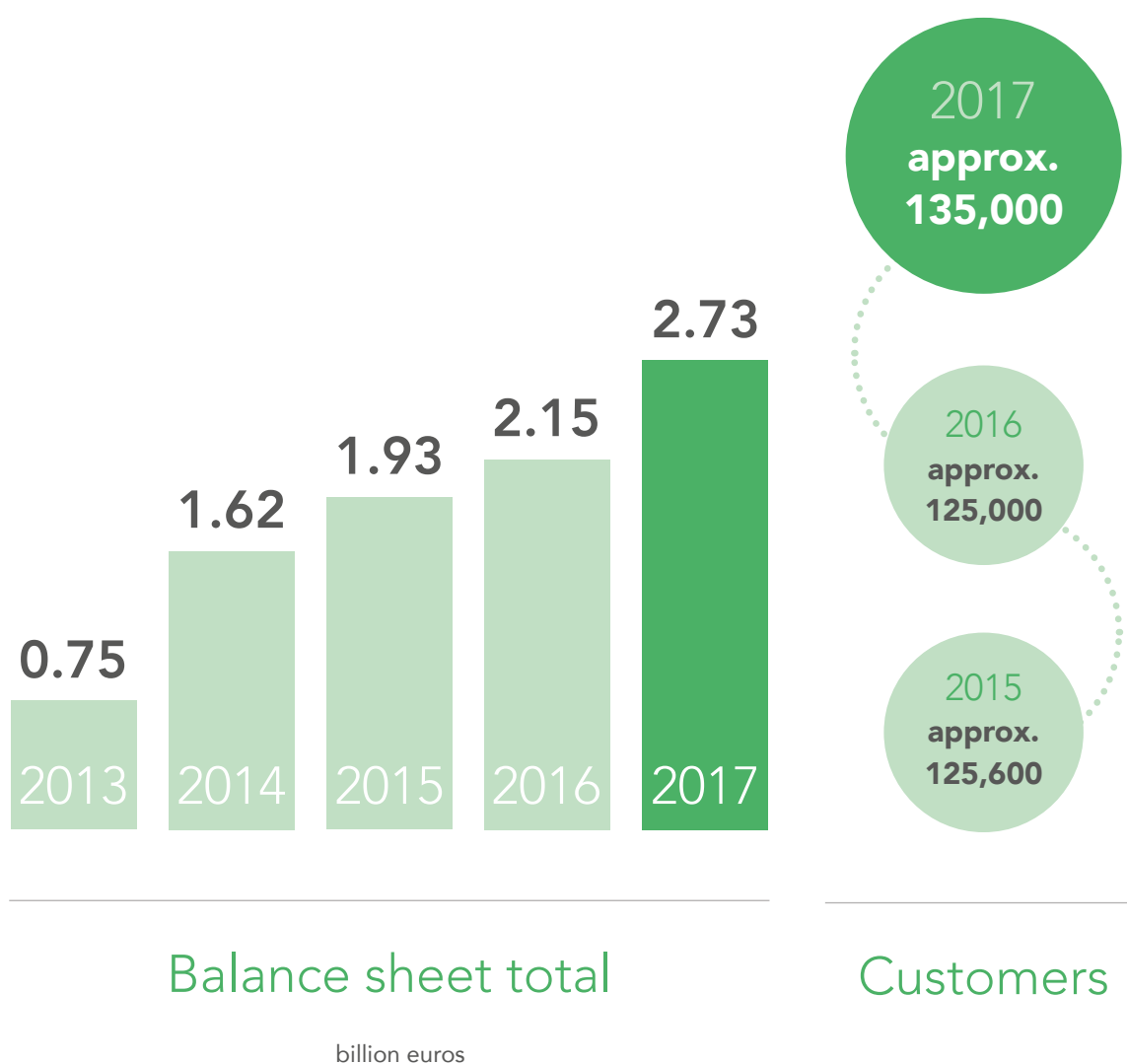
- We entered into a two-year contract of guarantee with the European Investment Fund which covers 50 million euros for business loans that the bank can grant under certain criteria to growth-oriented small and medium-sized companies.
- Trade of our bank's bond, worth 125 million euros, commenced for the first time in Helsinki Stock Exchange.
- Standard & Poor confirmed OmaSp's credit ratings of BBB+ for long-term borrowing and A-2 for short-term borrowing with stable prospects.
- Expansion of our operations to mortgage banking and commencing our operations with issuing bonds worth 250 million euros as part of our bond program (Standard & Poor's credit rate AAA).
- Oma Säästöpankki conducted an issuance of shares to employees. The participation rate was well over 70%. In the future, the employees will be working in a bank they partially own, which increases the employees' commitment and motivation to work.
- In the beginning of December, the customers from small and medium-sized company operations as well as the agriculture and forestry operations of S-Pankki were transferred to Oma Säästöpankki.
- In 2017, new offices were opened in Lahti and Jyväskylä, and three new service desks were opened in Espoo, Kajaani and Turku in the end of the year.

**High-quality daily operations are reflected in unprecedented growth.**



Rapidly growing bank

# Oma Säästöpankki's key figures 2017



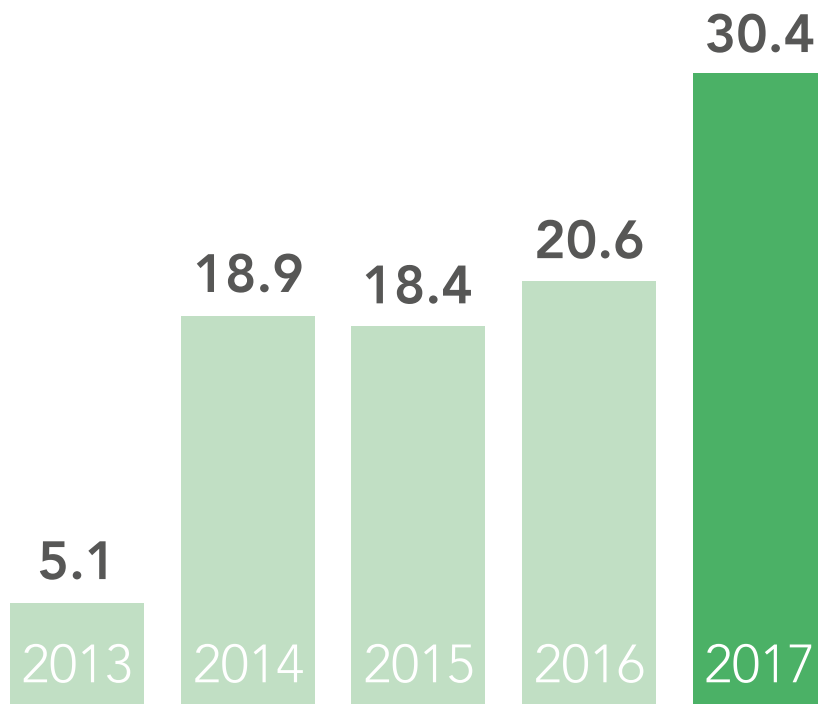


## Office network

in 2017

## Personnel

in 2017



## Earnings before taxes

million euros

More and more customers expect service to be available on weekday evenings, and more than a quarter expect service to be available also on Saturdays.

## Year of changes

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# Effectiveness and development

### Growth in consumption has been strong over the past year. Oma Säästöpankki operates in a time of changing customer behaviour.

Finland's economy developed in a favourable manner during 2017. Between January and September, the gross domestic product grew by 3.2 per cent compared to the previous year. In November 2017, the unemployment rate decreased from the previous year's 8.1 per cent to 7.1 per cent, and the number of employed workforce increased by 83,000 persons compared to the previous year.

#### High confidence in economy

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Consumption increased by 1.8 per cent compared to the previous year. Growth in services was 2.3 per cent. Growth prospects for private consumption have been strengthened by the increase in real household disposable income, the increase in employment, and consumers' confidence in their own economy (Confederation of Finnish Industries (EK) Economy Review, December 2017).

#### Lending development

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Despite the low interest rate and the pick-up in economic growth, demand for mortgages increased moderately in Finland, compared to pre-recession years. Growth in mortgage lending in Finland is relatively slow compared to the rest of the Euro zone. In Finland, the annual growth rate of housing loans was 2.3 per cent in November. To a certain extent, households' indebtedness increases the growth in demand for non-home mortgages. Annual growth in corporate loans was 4.7 per cent in November (Bank of Finland).

Loans granted by Oma Säästöpankki totalled 2,137.9 million euros at the end of the year. The bank's loan portfolio increased by 19.7 per cent in a year. The growth included 22.9 million euros of transferred loans from Aktia Real Estate Mortgage Bank and 140 million euros worth of loans transferred in business acquisition.





### Traditional banks are challenged

In addition to strong competition, burdens resulting from increased banking regulations also impact banks' operational environment. Alternative payment providers are expected alongside traditional banking firms, intensifying the competition for customer relationships. The rapid change in customer behaviour and increased utilisation of digital banking services have created their own challenges to the industry's ability to meet customer expectations. According to a survey carried out by Finance Finland (FFI), almost half of the customers expect personal advisory service. More and more customers expect service to be available on weekday evenings, and more than a quarter expect service to be available also on Saturdays. These findings are set out in Finance Finland's annual report "Saving, borrowing and paying in Finland, 2017".

### Modern customer service

In 2017, Oma Säästöpankki extended its opening hours in order to meet customer expectations, and almost all of the city branches are open on weekday evenings as well. In addition, appointments are increasingly often arranged according to the customer's wishes, at the customer's preferred location and time.

Oma Säästöpankki has met the challenges set by the changing operational environment with a high level of success. Reorganisation of bank operations, implementation of a new customer service model, and investments in digital banking experiences have made it possible for Oma Säästöpankki to operate successfully amidst change.

## Consistent structural development

# Establishment of Oma Säästöpankki Oyj

### January 2015

**Pyhäselän Osuuspankki** issues a letter of intent for the transfer of business operations to Oma Säästöpankki Oyj

### September 30, 2015

The business operations of **Joroisten Osuuspankki** and **Pyhäselän Osuuspankki** are transferred to Oma Säästöpankki Oyj

### September 2014

**Joroisten Osuuspankki** issues a letter of intent for the transfer of business operations to Oma Säästöpankki Oyj

### May 2008

**Töysän Säästöpankki** and **Kuortaneen Säästöpankki** conclude a merger agreement



### September 2009

**Oma Säästöpankki Oyj's** name is established for the operation after **Kuortaneen Säästöpankki** and **Töysän Säästöpankki** join forces

### July 2012

**Parkanon Säästöpankki** and **Oma Säästöpankki Oyj** conclude a merger agreement



### April 2013

**Parkanon Säästöpankki's** business operations are transferred to **Oma Säästöpankki Oyj**

### September–October 2013

**Kantasäästöpankki Oyj** and **Oma Säästöpankki Oyj** conclude a merger agreement



### March 30, 2014

**Kantasäästöpankki** merges with **Oma Säästöpankki Oyj**

### December 2016

Oma Säästöpankki purchases  
**SAV-Rahoitus Oyj** shares



### December 2016

**SAV-Rahoitus Oyj**  
becomes a subsidiary of Oma  
Säästöpankki

### April 2017

**S-Pankki** and Oma Säästöpankki  
enter into an agreement about  
the transfer of S-Pankki's company  
and agricultural operations to Oma  
Säästöpankki



### December 1, 2017

**S-Pankki's** small and medium-sized  
operations as well as the agricultural  
and forestry operations  
are transferred to Oma  
Säästöpankki Oyj

### January 2014

Decision on Savings Banks Group,  
Oma Säästöpankki decides to be  
excluded from the group



### May 2015

Oma Säästöpankki Oyj leaves the  
Savings Banks' Union Coop

### November– December 2013

**Suodenniemen Säästöpankki**  
and Oma Säästöpankki Oy conclude a  
merger agreement



### May 30, 2014

**Suodenniemen Säästöpankki's**  
business operations are transferred  
to Oma Säästöpankki Oy

### November 2013– January 2014

**Etelä-Karjalan Säästöpankki Oy**  
and Oma Säästöpankki Oy conclude  
a merger agreement



### November 30, 2014

**Etelä-Karjalan Säästöpankki**  
merges with Oma  
Säästöpankki Oy

## Flexible services

# A Finnish bank with happy customers

**We bring banking services to homes, workplaces and companies.**

Oma Säästöpankki has over 135,000 customers all over Finland. Our 250 experts in 39 branches provide you with high-quality services at different stages of life. We want our private and business customers to be able to frequent our bank when it suits their schedules. We provide various communication channels to meet the needs of all customers – customers can interact with our bank at the office, by phone, online or via mobile banking. Our various branches serve our customers locally.

Your own banker can help you with all your banking needs. You can find personal contact information at [omasp.fi](http://omasp.fi).



**Extensive  
service hours and  
cashier service on  
all weekdays.**

**Oma  
Säästöpankki  
provides extensive  
solutions for agricultural  
and forestry  
operators as well.**

## PRIVATE CUSTOMERS

| ACCOUNTS  | CARDS  | LOANS  |
|---|--|--|
| <ul style="list-style-type: none"> <li>Current account</li> <li>Savings deposit account</li> <li>Investment deposit</li> <li>OmaTuotto deposit</li> <li>ASP account</li> </ul>                            | <ul style="list-style-type: none"> <li>Visa Credit/Debit</li> <li>Visa Debit</li> <li>Visa Credit</li> <li>Visa Electron</li> </ul>  | <ul style="list-style-type: none"> <li>Mortgage</li> <li>Consumer credit</li> <li>Flexible credit</li> <li>Student loan</li> <li>ASP loan</li> <li>Loan insurance</li> </ul> |
| ONLINE SERVICES   | SAVING   |  |
| <ul style="list-style-type: none"> <li>Online banking</li> <li>OmaMobiili mobile service</li> <li>Mobile ID</li> <li>E-invoices</li> <li>E-salary</li> <li>Chat service</li> <li>Video service</li> </ul> | <ul style="list-style-type: none"> <li>Reserves</li> <li>Savings insurance</li> <li>Investing in stocks</li> <li>Retirement savings</li> <li>Debenture loan</li> <li>Asset management insurance</li> </ul> |  |

## BUSINESS CUSTOMERS

| ACCOUNTS AND CARDS  | FINANCING   | INVESTMENTS  |
|---|---|--|
| <ul style="list-style-type: none"> <li>Payment transaction account</li> <li>Savings deposit</li> <li>Investment deposit</li> <li>OmaTuotto deposit</li> <li>Visa Business Debit</li> </ul>                  | <ul style="list-style-type: none"> <li>Company account</li> <li>Bond loan</li> <li>Bank guarantee</li> <li>Loan insurance for companies</li> <li>Trade Finance</li> </ul> | <ul style="list-style-type: none"> <li>Reserves</li> <li>Shares</li> <li>Debenture loan</li> <li>Insurance saving</li> </ul> |
| ONLINE SERVICES   | PARTNERS  |  |
| <ul style="list-style-type: none"> <li>Corporate online banking</li> <li>Payment transaction services</li> <li>Online payment</li> <li>Identification service</li> <li>OmaMobiili mobile service</li> </ul> | <p>Our partners include Finnvera Oyj, Garantia Insurance Company Ltd, Nordic Investment Bank (NIB), The European Investment Fund (EIF) and Forex Bank</p>                 |  |

## Customers' thoughts

# Oma Säästöpankki is customer-friendly

A record of 7,676 people replied to Oma Säästöpankki's customer survey. Oma Säästöpankki is the primary bank for the majority of the respondents (88%).

4.8/5\*

Satisfied with own  
contact person

4.4/5\*

Satisfied with overall  
service

4.3/5\*

Overall grade to  
OmaSp

4.3/5\*

My affairs are  
taken care of

4.4/5\*

Employees always serve  
with a positive attitude

\* Best service study 12/2017

Bank as a partner

# Solid agricultural business

TEXT SUSANNA KORKIATUPA PHOTO VALTTERI SALO

Today, agricultural companies are managed and developed purposefully. Mikko and Vuokko Kraatari see the changing agricultural structure as an opportunity. However, clear plans are needed. Having a reliable financing partner is incredibly important in a capital binding industry.





Mikko and Vuokko Kraatari: We have been pleased with the cooperation with Oma Säästöpankki.

Mikko Kraatari begins his day at the coffee table as the children leave for school and wife Vuokko leaves for her day job at the Finnish Institute for Enterprise Management in Kauhava. The Kraatari family lives in Ylipää, Lappajärvi, in South Ostrobothnia. The family has 135 hectares of arable land, of which 30 hectares is reserved for starch potatoes, 45 hectares for crops, and the rest for grass.

The family has another agricultural facility in Alajärvi, ten kilometres from Ylipää; a beef cattle farm where there are approximately 200 animals at a time. Calves are kept at the farm for approximately five and a half months.

"I start my mornings by going to the cowshed, making sure that the animals have food, water and other necessities. After that, I drive back home and in wintertime, I carry out business planning or paper work. In summertime, I spend my days working in the field," tells Mikko Kraatari.

**A good bank understands that agriculture is not a field of quick profit.**

Vuokko is able to help more at the cowshed in the summer due to the school holiday season.

### Dreams into reality

Mikko and Vuokko have run the farm for fourteen years, but Mikko began his full-time career as an agricultural entrepreneur two years ago. Mikko worked towards full-time farming for about ten years before achieving the goal.

"Our farm is called 'Vuokon kotitila' (Vuokko's farm). I grew up in a dairy farm, so having a farm was a natural solution. Vuokko's father was a farmer who also had another day job. When we got the opportunity to buy a bigger production facility and became contract farmers, we decided to seize the opportunity," Mikko says.

"It all started when I sent an email to Oma Säästöpankki, telling the bank about our plans. We immediately received a positive and enthusiastic response," he continues.



Mikko and Vuokko both worked at ProAgria in the past, so they had previous experience in agriculture.

"However, banks play an important role in our line of business. A good bank understands that agriculture is not a field of quick profit. Agriculture is a slow business, binding large amounts of capital. We have been pleased with the cooperation with Oma Säästöpankki. Both sides have always lived up to their ends of the bargain," Mikko says.

"An approachable bank with friendly people. Interaction is easy," Vuokko adds.

Kraataris' own local bank is located in Alajärvi. According to Mikko and Vuokko, doing business, electronically or in person, is pleasant when interacting with familiar faces.

"We actually frequent the bank only when we need to sign loan documents. Our boys may sometimes come with us to empty their coin banks," Mikko says.

The couple also has 7-, 9- and 12-year-old sons.

### Stronger agricultural knowledge

Oma Säästöpankki has always possessed a strong knowledge in agriculture and forestry. In December 2017, Oma Säästöpankki purchased S-Pankki's small and medium-sized operations as well as the agricultural and forestry operations.

"This change allows us to expand our banking operations nationwide in the agriculture and forestry sector. Our already strong expertise of the industry was extended in one go. We have also opened new branches. Services were expanded especially in the capital region, in Turku, and the Kainuu and North Karelia regions," says Oma Säästöpankki's Project Director Harri Karjalainen.

We received additional resources at a perfect time, since amendments to the law concerning the corporatisation of agriculture came into force in early 2018.

"We are now well prepared for an increasing number of corporatisations. We have both the expertise and resources. We have developed the mobile technology in our banking services, so we are also able to bring our services directly to the farms. Service is flexible but personal," he adds.

Oma Säästöpankki's agriculture and forestry experts are often cultivators themselves, many possessing a degree in agriculture and forestry, so they have a quite comprehensive understanding of the industry.

Continues on the next page →

## Corporate acquisition



## Corporate acquisition was a smart move

Oma Säästöpankki stood out from the start when S-Pankki began to look for potential partners. The reasons behind the transfer of S-Pankki's small and medium-sized operations and agricultural and forestry operations had to do with S-Pankki's aim to redefine its strategy and to secure and develop the services of an important customer base.

The transfer process lasted over six months before concluding the agreement in April.

"Oma Säästöpankki was the most realistic, clear and inspired choice for a partner," tells S-Pankki's CEO **Pekka Ylihurula**.

S-Pankki's operations were transferred to Oma Säästöpankki on December 1, 2017. Oma Säästöpankki gained a good customer and loan base as well as a committed staff in the transfer. Ylihurula stresses that Oma Säästöpankki made a good strategic move.

"Great potential is transferred at once, guaranteeing growth. Experienced workers ensured a well-planned transition. We can be proud of how well we work together," Pekka Ylihurula concludes.



We can bring our services directly to the farms.

### Agricultural entrepreneur in the midst of change

Mikko Kraatari is not dreaming about corporatisation. Partnership has felt like the best option, at least so far. However, the Kraataris are well aware of the structural changes in agriculture.

“The world is changing, and so it should. I see change more as an opportunity than a challenge. We are living a time of constant and ever faster change. Entrepreneurs must stay alert and bear in mind that things change all the time,” Mikko states.

“There is no point in complaining about how things used to be better. In the 80s, farmers probably thought that farming is simply a part of life. New generation farmers know that it is about true entrepreneurship. In the future, we need to find new ways to implement things. Numeracy skills are also needed to know what should be done and how. Now we need innovative approaches, which, luckily, new entrepreneurs already seem to have,” Vuokko says.

Oma Säästöpankki aims to provide comprehensive services to its customers. In addition to being the financier, the bank often takes part in the planning and timing of procurements.

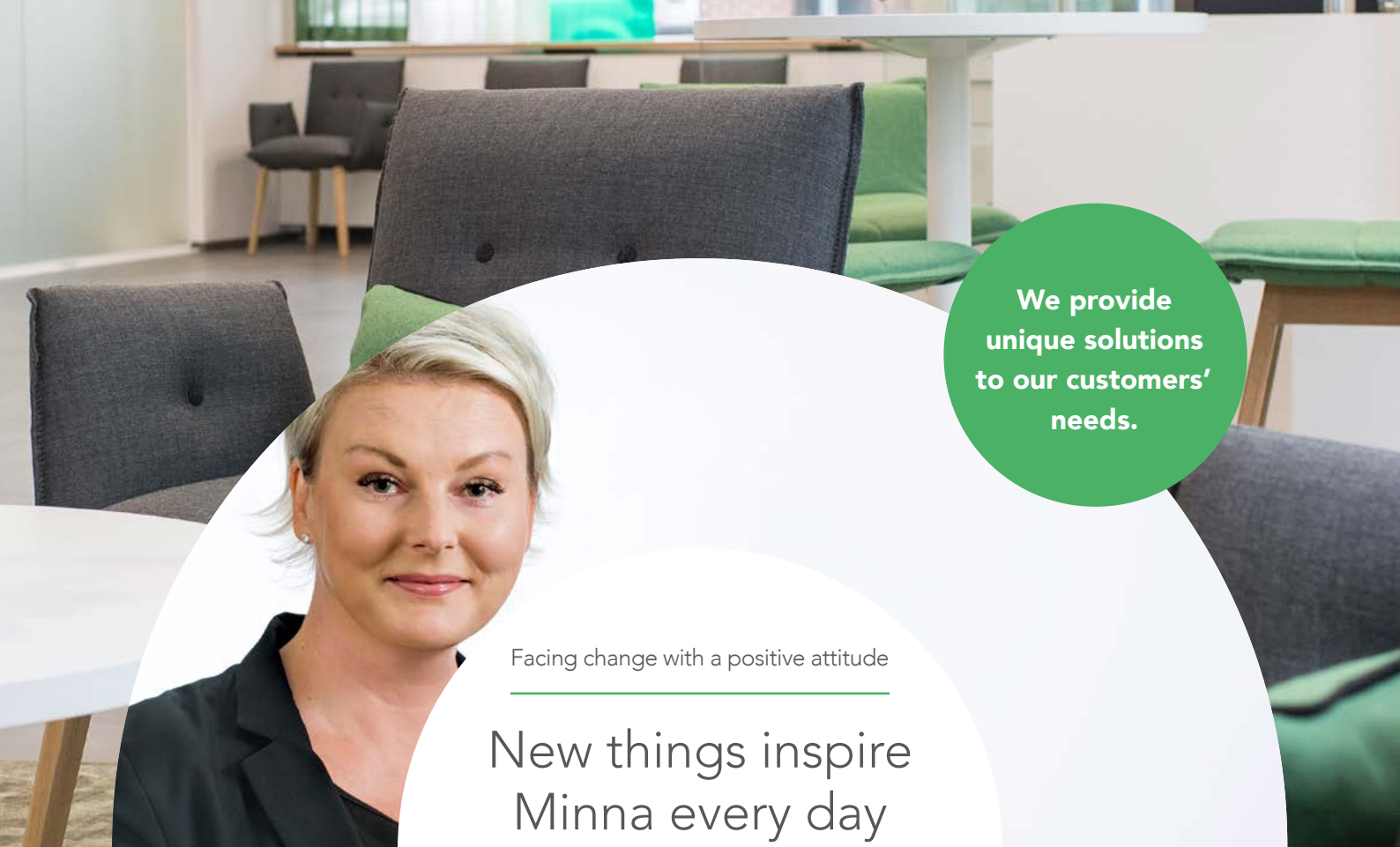
“Typically, farm and forest owners approach the bank when they need working capital or when they are planning investments. We help our customers and assess the situation as a whole. For example, we make sure that the customer has taken into account certain things in taxing. This is how we bring added value to our customers’ business,” explains Harri Karjalainen.

## Savings bank foundations and cooperatives do good deeds

Mikko Kraatari is involved in foundation activities. He serves as the vice chairman of the delegation of Töysän Säästöpankkisäätiö. Oma Säästöpankki is owned by local savings banks foundations and Oma cooperatives. Foundations and cooperatives receive annual dividends which they use for various purposes that benefit the community and promote savings bank principles by providing grants and aids. The grants and aids are aimed at, for example, youth work, town associations, club activities, culture, education or research on economic development. For example, Töysän Säästöpankkisäätiö has granted the 4H association in Alajärvi three thousand euros for organising

animal welfare training for school aged children. Töysän Säästöpankkisäätiö supports many other activities as well and organises local events.

Foundations and cooperatives manage assets worth 200 million euros. They are important actors in their own respective areas. Savings bank foundations aim to promote saving, support local communities and preserve locally important banking traditions. Foundations implement their purposes by supporting, for example, the promotion of economic growth as well as work that supports regional vitality. Oma cooperatives aim to provide their members competitive and diversified banking services and secure their availability.



We provide  
unique solutions  
to our customers'  
needs.

Facing change with a positive attitude

## New things inspire Minna every day

TEXT MILLA MAJANDER PHOTO LIISA KARLING

**The bank is going digital at a fast pace. After a thirty-year career in banking, Minna Kärkkäinen believes that customer service and expertise will always be needed in one form or another.**

### **What do you do at Oma Säästöpankki?**

I work as a corporate/company specialist at OmaSp's Tampere branch. I manage business customers' payment transactions, finance and entrepreneurs' personal banking affairs.

### **Digital services are becoming more common. How do they contribute to helping business customers and their lives?**

For example, payment transactions are managed in cloud-based systems which didn't even exist a decade ago. Innovations are always developed on the basis of customers' needs. Both private and business customers can still choose the communication channel.

### **Is providing personal service important?**

Personal banking services are still needed, and that is what customers want. Initially, we arrange face-to-face meetings with new business customers, at the bank or their company, after which interaction is likely to be carried out through online media. Younger private customers may initially contact us through our chat service. We must always be able to provide a variety of options to meet our customers' different needs.

### **Service modes have diversified. Can you give us an example of a developed banking service?**

Mobile Bank is a great service. Managing finances on a mobile device is a given for young people, which is an option for business customers as well. Mobile bank services are developing at a fast pace.

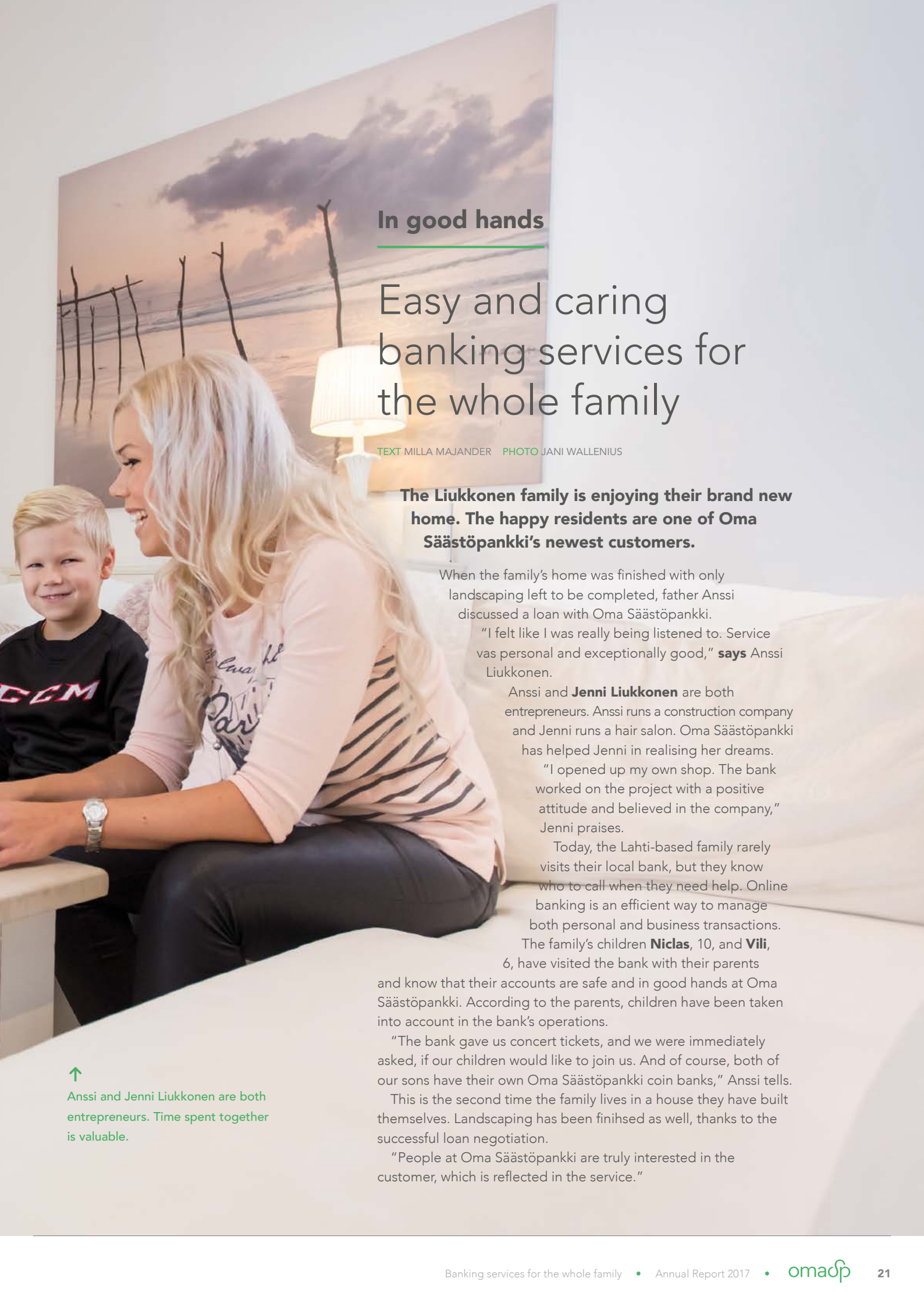
### **You serve business customers. What do they think about the innovations?**

Business customers have successfully deployed e-invoicing, including sending and receiving invoices, and are very happy with the service. Electronic invoices facilitate entrepreneurs' work and helps them to get paid faster.

### **What inspires you in the development of banking operations?**

Entrepreneurs' payment flows have always been an interest of mine. They are getting more interesting all the time. It won't be long before all payments, even to Europe, become real-time transactions. I myself am very eager to see where these spectacular developments will take us in the future.





## In good hands

# Easy and caring banking services for the whole family

TEXT MILLA MAJANDER PHOTO JANI WALLENIUS

**The Liukkonen family is enjoying their brand new home. The happy residents are one of Oma Säästöpankki's newest customers.**

When the family's home was finished with only landscaping left to be completed, father Anssi discussed a loan with Oma Säästöpankki.

"I felt like I was really being listened to. Service was personal and exceptionally good," says Anssi Liukkonen.

Anssi and **Jenni Liukkonen** are both entrepreneurs. Anssi runs a construction company and Jenni runs a hair salon. Oma Säästöpankki has helped Jenni in realising her dreams.

"I opened up my own shop. The bank worked on the project with a positive attitude and believed in the company," Jenni praises.

Today, the Lahti-based family rarely visits their local bank, but they know who to call when they need help. Online banking is an efficient way to manage both personal and business transactions.

The family's children **Niclas**, 10, and **Vili**, 6, have visited the bank with their parents and know that their accounts are safe and in good hands at Oma Säästöpankki. According to the parents, children have been taken into account in the bank's operations.

"The bank gave us concert tickets, and we were immediately asked, if our children would like to join us. And of course, both of our sons have their own Oma Säästöpankki coin banks," Anssi tells.

This is the second time the family lives in a house they have built themselves. Landscaping has been finished as well, thanks to the successful loan negotiation.

"People at Oma Säästöpankki are truly interested in the customer, which is reflected in the service."



Anssi and Jenni Liukkonen are both entrepreneurs. Time spent together is valuable.

## Meeting place

# OmaSp Stadion brings people together

Where else do thousands of people get together to spend their spare time?

TEXT MILLA MAJANDER PHOTO JUKKA KUUSISTO

**The great Southern Ostrobothnian achievement, the football stadium called OmaSp Stadion, turned Seinäjoki into a European football city. The bank wants to be where customers have fun.**

In two years, the stadium has become a popular meeting place in Ostrobothnia. Getting a multipurpose stadium to Seinäjoki had been a long-term dream.

“A world-class stadium allows us to enjoy professional football and organise various events in Seinäjoki. It’s a big deal that the European Under-19 Championship tournament will be held at the

OmaSp Stadion and Vaasa in 2019,” tells one of the stadium’s financiers, **Raimo Sarajärvi**.

The implementation of the project required strong cooperation between partners.

“The stadium is a great Ostrobothnian achievement, especially because the project was privately financed,” Oma Säästöpankki’s Deputy CEO and Customer



Operations Director **Pasi Turtio** proudly describes Finland's greatest stadium.

### A uniting meeting place

OmaSp, aiming to become the number one bank in Finland, is an active and dynamic partner in bold projects.

"Oma Säästöpankki definitely wanted to be involved in doing something completely new in Finland," Turtio says.

The stadium has livened up the region's business and increased the bank's brand value in the area. As promised, the bank is close to its customers, in every match.

"There is strength in sports, it unites people and companies. Finnish national championship league games gather four to five thousand people together. What other event moves masses to the same extent as football?" Turtio wonders.

Sarajärvi, Turtio and Seinäjoen Jalkapallokerho (SJK) football team's Manager **Teemu Virtanen** think that cooperation has been a successful solution to all parties. The

men emphasise the importance of teamwork, openness and straightforwardness. In partnership, it is important to make sure that all parties benefit.

"Partnership is networking, visibility and collaborate planning of events. Together, we think about how we can make events attractive to our existing and potential customers," Sarajärvi says.

### Genuine goodwill

Social responsibility is Oma Säästöpankki's and OmaSp Stadion's home team SJKs common denominator.

"We truly want to support the local businesses and create, through common ventures, enjoyable events, networking possibilities and vitality for the region," Teemu Virtanen says.

For example, during the football season, the bank arranges customised events for its customer groups before and after the games. These side events deepen the relationships between stakeholders.

"The bank's brand is clearly visible in the stadium: in the name, uniforms and materials. I believe that the stadium has brought people closer to Oma Säästöpankki and its operations."

### Ten-year partners create experiences

The Finnish national championship league teams SJK's home stadium was opened in 2016. Oma Säästöpankki is the stadium's main partner and they have concluded a ten-year contract. The stadium is available for use throughout the year, and the stadium has already witnessed competitions from biathlon to the Finnish Snowcross Championship race. Eppu Normaali and ZZ Top have given concerts on the stadium stage. The stadium has a capacity of 6,000 people for sports events, and 10,000 during concerts. The stadium provides conference facilities and restaurant services.



Having a bank as a partner makes it easy to plan the future.

Reformed Nyberg Oy

## Bank involved in change and growth

TEXT MILLA MAJANDER PHOTO ANTTI HAIKOLA

**Together with her team, the entrepreneur Sanna Juvonen provides humane service to customers during sensitive and sentimental times. Sanna feels that she receives the same kind of service at her local bank.**

Sanna Juvonen was not afraid of entrepreneurship when she stepped up to the manager's position one year ago. The flower shop and funeral home was formerly run by Sanna's uncle, so Sanna had followed the company operations since childhood. Previous work had also developed her sense of responsibility.

"Of course, it has taken time to learn the industry, and I have had to do things over and over for them to become second nature. The year has gone by fast. I enjoy the richness and diversity of my work. Alternately, and according to need, our work includes customer service, transportation of the deceased, paper work, making funeral wreaths, wrapping roses and taking care of all other related work. Whatever comes up and needs to be done," describes Nyberg Oy' Manager Sanna Juvonen.

Running a successful business requires careful planning. Sanna possesses good planning skills – and many development ideas for the ten-year-old business. Having a bank as a partner makes it easy to plan the future.

"Now, we focus on developing one thing in a month together with the staff. With bigger ideas,

I turn to my bank for loan consultation," she tells.

### Bank as a partner for development

Sanna has been Oma Säästöpankki's customer since childhood, and now she is also the bank's business customer. When she became the manager of Nyberg Oy, she visited the bank a few times to meet with her own bank representative. After taking care of the initial matters related to entrepreneurship, such as opening a business account, transaction with the bank has continued smoothly. For an entrepreneur, transaction means communication by email and phone.

"Running bank errands is so easy. I can rely on the help of the bank experts, and my questions are always answered. As an entrepreneur, I value smoothness and flexibility in customer service.

Smooth cooperation with the bank does not require visits to the branch office. Even if it is local and close.

"The bank is fifty metres away," she laughs when describing the distance from her shop in Lappeenranta to the bank.



# Changing values will be reflected in future bank operations



## Customers expect seamless and channel-independent service around the clock.

"The pace of change in the banking business will accelerate," believes Sales Management Trainer **Mika D. Rubanovitsch**. Bank customers are happy when value-driven forces drive the changes.

"Relationship to ownership will change and life will become internationalised. These are the megatrends of urbanisation which the bank cannot ignore," Rubanovitsch states.

A generation is emerging where people do not measure their self-worth by their possessions. People operate more globally and are skilled internet users. Young people may steer the whole family's banking behaviour. Applications and international services are only a click away.

"Even though adults take care of payments, younger family members can influence, for example, the choice of payment methods. A world-changing generation is entering the labour market and coming to lead the banks," says Rubanovitsch.

### Reliability in key position

Oma Säästöpankki has made an appealing promise with regard to the future.

"Oma Säästöpankki is a strong local actor that emphasises personal customer experience. The image of being a people-centric bank that is close to its customer works well in the bank's market areas.

Rubanovitsch wants to remind that people-centric service does not necessarily require face-to-face interaction.

"Well executed online services can deliver a great customer experience as well. At the same time, customers can, without waiting in line, ask questions, make comparisons, read or watch useful contents, and receive people-centric service from their own bank representative.

## Values change and bank services change with them.

So how can we bring a personal aspect to new service channels?

"The experience has to be as good as face-to-face encounters at best. The same feeling must be conveyed online or through an application. This requires service design from the bank's part.

### Everyone sells at the bank

A traditional bank operator needs to establish a strong relationship with its customers in growing competition. Every bank representative must remember the importance of data. Entrepreneurs operating in the digital industry can build a good social relationship with customers with the help of collected information. In traditional banks, it is more challenging to move to a more automated service concept.

"Observing and understanding customer behaviour enables the provision of personal service.

A 360-degree customer view is necessary for creating a great customer experience. Each customer service representative in the bank needs to know what transactions the customer has carried out in each channel."

*Mika Rubanovitsch (M.Sc.) is a sales management trainer, the Managing Director of Johtajatiimi, an entrepreneur and a non-fiction writer specialised in sales. He has trained OmaSp's sales specialists in the OmaSp Master program on topics of sales management and social selling.*

We are close and here to support our customers, with their life and their dreams.

## Reliable banking operations

# Oma Säästöpankki's management principles

The bank seeks to conduct its operations with reasonable and carefully considered risks.

## General meeting

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Shareholders exercise their voting power at the general meeting, which is the bank's highest decision-making body. The bank's shares are owned by local savings bank foundations and cooperatives: The savings bank foundations of Hauho, Renko, Töysä, Kuortane, Parkano, South Karelia and Suodenniemi as well as Joroisten Oma Osuuskunta, Pyhäselän Oma Osuuskunta and the bank's 141 employees who acquired shares upon the issuance of shares in November 2017.

Oma Säästöpankki's general meetings are held on a date determined by the Board of Directors each year. In accordance with the Companies Act, the general meeting decides on matters such as financial statements, the actions indicated by the profit reported in the balance sheet and granting freedom from liability to the Board of Directors and the CEO. The general meeting elects the Board members and auditors, and decides on their remuneration.

## Audit

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According to the Articles of Association, the bank must have one or two auditors, who must be authorised auditors or audit firms, as well as a deputy auditor if only one auditor has been selected and this one auditor is not an auditing firm approved by the Central Chamber of Commerce. The auditors are elected annually at the general meeting until further notice. In the general meeting held on April 22, 2017, APA Juha-Pekka Mylén was selected as the bank's main auditor, and the APA organisation KPMG Oy Ab was selected as the deputy auditor.

## Internal control and risk management

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Internal control and risk management are a part of the bank employees' everyday tasks. The purpose of internal control is to ensure compliance with laws, official regulations and internal instructions. The aim is to ensure that the financial and operational reporting is reliable and sufficient, while maintaining effective operations and supporting the achievement of strategic objectives.

The bank seeks to conduct its operations with reasonable and carefully considered risks. The bank's profitability is dependent on the organisation's ability to identify, manage and price risks. The purpose of risk management is to reduce the probability of unforeseen losses and threats to the reputation of the bank as well as to contribute to increased profitability. A risk control evaluation function that is independent of the business operations ensures that risk-taking is carried out in accordance with the rules and principles defined by boards.

## Compliance with regulations and monitoring

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Independent monitoring of the bank's compliance with regulations is performed by the bank's compliance function, risk management assessment function and credit risk evaluation. The compliance function monitors the bank and ensures that the policies and instructions are in compliance with relevant legislation and that laws, official regulations and internal instructions are always complied with. The compliance function's findings are regularly reported to both the top level management and the effective management. Risk management assessments maintain the risk management policies and framework and promote a healthy risk culture by supporting the company in its risk management procedures.



**Jarmo Salmi**

Member of the Board,  
born 1963  
Master of Laws  
CEO, Asianajotoimisto  
Jarmo Salmi Oy

**Aki Jaskari**

Member of the Board,  
born 1961  
Master of Economic Sciences  
CEO, Nerכון  
Höyläämö Oy

**Jarmo Partanen**

Chairman of the Board,  
born 1956  
Master of Arts, MBA  
Chairman of the Board,  
Oma Säästöpankki Oyj

PHOTO MARI WAEGELEIN

Oma Säästöpankki Oyj's

## Board of Directors

**The Board of Directors shall represent the bank and direct its activities in accordance with the law and its Articles of Association.**

Board of Directors is responsible for the bank's management and for ensuring that the activities are properly organised. The Board of Directors is also responsible for far-reaching operational and strategic policies and for ensuring the adequacy of risk control and the functionality of management systems. The Board is also responsible for appointing the CEO. The Board of Directors shall constitute a quorum when more than half of its members are present.



**Jyrki Mäkynen**  
 Vice Chairman  
 of the Board, born 1964  
 Master of Science (Economics)  
 Chairman of the Federation  
 of Finnish Enterprises,  
 entrepreneur, Oy HM  
 Profili Ab

**Timo Kokkala**  
 Member of the Board,  
 born 1960  
 Master of Agriculture and  
 Forestry Sciences  
 farmer

**Aila Hemminki**  
 Member of the Board,  
 born 1966  
 Master of Economic  
 Sciences,  
 entrepreneur

**Heli Korpinen**  
 Member of the Board,  
 born 1965  
 Master of Social Sciences  
 lecturer, Saimaa University  
 of Applied Sciences

The assessment of the board members' independence is carried out according to the Financial Supervisory Authority's regulations. When elected, and later on annually, the Board members must provide a report of the communities in which they operate. In addition, the CEO must provide a suitability and reliability report in accordance with the Financial Supervisory Authority's regulations when accepting the position.

**Board members as of April 22, 2017:**

|                            |                |
|----------------------------|----------------|
| Chairman of the Board      | Jarmo Partanen |
| Vice Chairman of the Board | Jyrki Mäkynen  |
| Member                     | Aila Hemminki  |
| Member                     | Aki Jaskari    |
| Member                     | Timo Kokkala   |
| Member                     | Heli Korpinen  |
| Member                     | Jarmo Salmi    |

## Oma Säästöpankki Oyj's

# CEO and Management team

PHOTO MARI WAEGELEIN

**The Oma Säästöpankki Oy Management team consists of nine people, including the CEO.**

The CEO is responsible for the bank's day to day administration and that it is managed in accordance with the law, the Articles of Association, official regulations and the Board of Directors' instructions and specifications. In addition, the CEO is responsible for implementing the decisions of the Board of Directors. The CEO reports to the Board on a regular basis.

The assessment of the CEO's independence is carried out according to the Financial Supervisory Authority's regulations. When elected, and later on annually, the CEO must provide a report of the communities in which he/she operates. In addition, the CEO must provide a suitability and reliability report in accordance with the Financial Supervisory Authority's regulations when accepting the position.

The Management team assists the CEO in his duties and acts in an advisory role. Each member of the Oma Säästöpankki Oyj's Management team has their own area of responsibility.

### Management team 2017

Pasi Sydänlammi  
Pasi Turtio  
Helena Juutilainen  
Sarianna Liiri  
Kari-Mikael Markkanen  
Jussi Pohto  
Erkki Rämä  
Minna Sillanpää  
Teemu Tuukkanen

## Members of the Management team as of January 1<sup>st</sup>, 2018



**Pasi Sydänlammi**

CEO, born 1974  
Master of Administrative Sciences, MBA

Sydänlammi has been the CEO of Oma Säästöpankki since 2007. Previously, he was the CEO of Lappajärven Osuuspankki.



**Pasi Turtio**

Deputy CEO, Customer Operations  
Director, born 1974  
Agrologist

Turtio has been the customer operations director of Oma Säästöpankki since 2018. Previously, he worked as regional director and bank manager of Oma Säästöpankki and as bank manager of Kuortaneen Säästöpankki and Lammin Osuuspankki.



**Helena Juutilainen**

Head of Legal, born 1958  
Master of Laws,  
trained on the bench

Juutilainen has worked as Head of Legal of Oma Säästöpankki since February 2017. This position is new in the bank. Previously, she worked as legal counsel for Kuntien Tiera Oy and Oy Samlink Ab.



**Sarianna Liiri**

Chief Administrative Officer 1981  
Master of Economic Sciences

Liiri has been Oma Säästöpankki's administrative officer since 2015. Previously, she worked in expert and manager positions in Oma Säästöpankki and Etelä-Karjalan Säästöpankki.



**Kari-Mikael Markkanen**

Chief Information Officer, born 1973  
eMBA, Master of Science in Technology

Markkanen has been Oma Säästöpankki's chief information officer since 2014. He has worked in managerial positions at Kuntien Tiera Oy and at the Finnish Innovation Fund, and as a department manager in Oy Samlink Ab.



**Minna Sillanpää**

Communications Chief Officer, born 1970  
Industrie- und Aussenhandelsassistent, Gross- und Aussenhandelskaufmann, graduate of a commercial institute, international trade

Sillanpää has worked as the Communications Chief Officer since April 2017. This position is new in the bank. Previously, she worked as the Managing Director of Etelä-Pohjanmaan Yrittäjät and other similar managerial positions.

## Extended Management team



**Harri Karjalainen**

Regional Director, born 1987  
secondary school graduate

Karjalainen has worked as Regional Director of Oma Säästöpankki since the beginning of 2018. Previously, he worked as project director, office director and service director for Oma Säästöpankki.



**Jussi Pohto**

Regional Director, born 1982  
GeMBA

Pohto has worked as Regional Director of Oma Säästöpankki since 2014. Previously, he worked as bank manager and deputy managing director of Lammin Osuuspankki.



**Erkki Rämä**

Head of corporate bank, born 1956  
Master of Economic Sciences

Rämä has worked as Regional Director of Oma Säästöpankki since 2016. Earlier in his career, he was a regional manager and held other similar managerial positions at Danske Bank.



# FINANCIAL STATEMENTS

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## Report of Board of Directors

### Strategy and financial goals

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In its operations, Oma Säästöpankki Oyj focuses on retail banking operations. The bank's key customer groups are private customers, small and medium-sized companies as well as agricultural and forestry entrepreneurs. The bank's aim is to strengthen its market position in its respective area and among all the above-mentioned customer groups. However, growth is sought in business areas where growth can be achieved within the framework of the bank's business profitability and risk management objectives.

The bank's key competitive strategy is to stand out in terms of customer experience and service. In addition, attention is paid to cost-efficiency and comprehensive risk management. Oma Säästöpankki has been one of the most profitable and effective banks in Finland already for years, and the bank aims to maintain this position in the future as well. The development of business volumes is based on organic growth, but reorganisations are also possible in the future.

### The bank's operations

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#### Starting mortgage bank operations

The Financial Supervisory Authority granted Oma Säästöpankki an authorisation to conduct mortgage bank operations on September 14, 2017. The mortgage bank will operate as part of Oma Säästöpankki's banking operations.

In July 2017, Standard & Poor's confirmed OmaSp's credit ratings of BBB+ for long-term borrowing and A-2 for short-term borrowing.

In November, the bank established a EUR 1.5 billion covered bond programme. Under the programme, the bank issued covered bonds worth 250 million euros in December. S&P Global Ratings granted a credit rating of AAA for the bond.

As part of starting mortgage bank operations, the bank applied to become a monetary policy counterparty and a TARGET2 counterparty. The bank's TARGET2 account was opened at the Bank of Finland in September 2017.





### **Significant corporate acquisition**

In April, Oma Säästöpankki Oyj and S-Pankki Oyj agreed on transferring S-Pankki's small and medium-sized company operations as well as agriculture and forestry operations to Oma Säästöpankki Oyj. The implementation of the trade took place on December 1, 2017. Approximately 140 million euros worth of loans and 90 million euros worth of deposits were transferred to the bank. In connection to the transfer, 15 employees were transferred to Oma Säästöpankki from S-Pankki.

### **Comprehensive solutions for customers' needs**

Oma Säästöpankki Oyj engages in basic bank operations and, in addition to offering its customers various bank services by way of its own balance, it also brokers products offered by its collaboration partners. The brokered products from our collaboration partners include credit, investment and insurance products.

In January, the bank entered into a two-year contract of guarantee with the European

Investment Fund. The contract covers 50 million euros of company credit which the bank can grant, under certain criteria, to growth-oriented small and medium-sized companies. Cooperation with the Nordic Investment Bank (NIB) continued. The bank's financial services were complemented also by the products of partners, such as loan insurances and various conditional guarantees. During the year, the bank introduced its customers a new loan insurance product, Balanssi, together with Sp-Henkivakuutus Oy. The bank's partners also include AXA and Garantia Insurance Company Ltd.

Oma Säästöpankki operates as an independent issuer of Visa cards. Visa card credits are financed with the bank's own funds.

The bank provided OmaTuotto deposit as a saving and investment solution to its customers. In addition, the bank issued a debenture loan of 15 million euros in November. In terms of investment products, the bank's product selection also included the investment and saving products of its partners Sp-Rahastoyhtiö Oy and Sp-Henkivakuutus Oy.

For securities services, the bank's partner was FIM, with the Central Bank of Savings Banks Finland Plc acting as the account operator. At the end of the year, the bank's customers owned investment and insurance savings worth 278.9 million euros, the products having been brokered by the bank.

During the year, the bank introduced new solutions to its business customers to promote foreign trade. The bank extended its product selection to include Trade Finance. The bank offered this new product selection in collaboration with Danske Bank.

### Changes in the office network

The bank's office network changed significantly during the year. As part of the reorganisation of operations, smaller units were combined with local branches between late 2016 and mid 2017.

Being present in the largest growth centres is an important part of the bank's strategy. The bank opened a full-service office in Lahti in May, and a new service desk in Jyväskylä in November. As part of the banks' expansion plans, new service desks were also opened in Espoo, Turku and Kajaani in December.

### The development of services

The development of the bank's digital service channels remained strong. During the year, the bank piloted video-conferencing, and the first video-conferences with customers took place in the spring. In the spring 2017, the bank introduced a new mobile banking application to its customers. Developing digital communication channels is one of the bank's key development objectives for the year ahead. The bank intends to establish new service models that will make banking services even more efficient and easy to use.

Oma Säästöpankki signed a cooperation agreement with LähiTapiola Group regarding SME customers as well as agriculture and forestry customers. The aim of the agreement is to strengthen regional cooperation between insurance companies and financial services. During 2017, cooperation was established in Jyväskylä, Lappeenranta and Seinäjoki. LähiTapiola's 20 regional companies decide autonomously on their participation in cooperation.

### Operating environment

Finland's economy developed in a favourable manner during 2017. Between January and September, the gross domestic product grew by 3.2 per cent compared to the previous year. In

November 2017, the unemployment rate decreased from the previous year's 8.1 per cent to 7.1 per cent, and the number of employed workforce increased by 83,000 persons compared to the previous year.

Despite the low interest rate and the pick-up in economic growth, demand for mortgages increased moderately in Finland, compared to pre-recession years. Growth in mortgage lending in Finland is relatively slow compared to the rest of the Euro zone. In Finland, the annual growth rate of housing loans was 2.3 per cent in November. To a certain extent, households' indebtedness increases the growth in demand for non-home mortgages. Annual growth in corporate loans was 4.7 per cent in November (Bank of Finland).

### Results

Oma Säästöpankki Group's profit before taxes amounted to 30.4 million euros (20.6 million euros in 2016) for the accounting period. The profit before taxes increased by 9.8 million euros from the previous year and accounted for 35.8 (28.9) per cent of the turnover. The bank's expense-to-income ratio was 55.5 (58.9) per cent.

The Group's net interest income was 39.3 million euros (36.5). The net interest income grew by 7.6 per cent compared to the previous accounting period. The net interest income was increased by the hedging effects of derivatives, whose share of the net interest income was 1.3 million euros (2.4).

The amount of interest income was 46.6 million euros (43.9), showing a growth of 2.6 million euros from the previous year (6%). Interest expenses totalled 7.3 million euros (7.4). Interest expenses decreased by 0.1 million euros compared to the previous accounting period.

Net commission income was 21.2 million euros (17.7), of which the share of commission income was 24.8 million euros (21.2). The share of commission expenses was 3.6 million euros (3.5). Commission income includes commissions gained from brokered products, totalling 3.8 million euros (3.2). The most significant fees and commissions derived from lending, worth 7.8 (6.6) million euros, and from payment transactions, worth 11.2 (8.9) million euros. The strong growth in these business areas and changes in fee structures were the main factor in the increase of commission income.

The net income from investments was 11 million euros (2.3). The total includes approximately 10 million euros of non-recurring profits from shares which were sold due to changes in investment strategy and investment portfolio allocation.

## Group's key figures

| <b>Group's key figures (in thousands of euros)</b> | <b>December 31,<br/>2017</b> | <b>December 31,<br/>2016</b> |
|--|------------------------------|------------------------------|
| Operating income/loss                              | 84,921                       | 71,239                       |
| Net interest income                                | 39,317                       | 36,547                       |
| % of operating income/loss                         | 46.3%                        | 51.3%                        |
| Profit before taxes                                | 30,379                       | 20,611                       |
| % of operating income/loss                         | 35.8%                        | 28.9%                        |
| Total operating income                             | 74,091                       | 60,339                       |
| Total operating expenses                           | -41,112                      | -35,531                      |
| Cost/income ratio                                  | 55.5%                        | 58.9%                        |
| Balance sheet total                                | 2,726,567                    | 2,150,768                    |
| Equity   | 241,484                      | 221,071                      |
| Return on assets (ROA) %                           | 1.0%                         | 0.8%                         |
| Return on equity (ROE) %                           | 10.4%                        | 7.6%                         |
| Equity ratio                                       | 8.9%                         | 10.3%                        |
| Solvency ratio (TC) %                              | 19.1%                        | 19.1%                        |
| Core capital ratio, (CET1) %                       | 17.8%                        | 18.6%                        |
| Tier 1 equity ratio, (T1) %                        | 17.8%                        | 18.6%                        |
| Impairment losses on loans and other receivables   | -2,600                       | -4,197                       |
| Average number of employees                        | 256                          | 246                          |
| Liquidity coverage ratio (LCR)                     | 280.3%                       | 111.3%                       |
| Earnings per share (EPS), EUR                      | 48.01                        | 32.68                        |

Oma Säästöpankki Oyj reports solvency at bank level.

Other operating income amounted to 2.7 million euros (3.7). Dividends received were 1.0 million euros (1.0), same as the previous year. Net income from investment properties equalled -0.2 million euros (-1.0). Personnel expenses consisted of salary expenses as well as pensions and other long-term benefits. The total amount of these expenses was 13.1 million euros (14.1), which was 6.7 per cent less than the previous year. In 2016, a non-recurring item totalling 1.4 million euros was recognised in the expenses, as a result of contracts concerning the efficiency-enhancement program.

Other operating expenses amounted to 25.5 million euros (19.3). Expenses consisted mainly of other administrative expenses, worth 18.2 (13.4) million euros, the majority being data administration and IT expenses 11.0 (8.3). The increase in these management expenses was due to several larger projects. The transfer of S-Pankki operations was a major ICT project, and starting mortgage bank operations required developing the bank's IT systems. Projects implemented due to new regulations, such as IFRS 9 and MiFiD II, increased data administration and IT expenses as well.

Depreciation, amortisation and impairment losses on tangible and intangible assets worth 2.5 (2.0) million euros were recognised.

Depreciation of loans and other receivables were 2.6 (4.2) million euros. More detailed itemisation can be found in note K25.

## Balance sheet

### Balance sheet

The Group's balance increased by 26.8 per cent in 2017 and was 2,726.6 million euros by the end of the year (2,150.7). Loans on the balance sheet totalled 2,137.9 (1,785.4) million euros. The amount of deposits was 1,639.3 (1,482.8) million euros. Compared to two previous years, the key items on the Group's balance sheet have developed as follows:

### Lending

The total amount of the Group's lending was 2,137.9 million euros (1,785.4) at the end of the accounting period. Lending includes loans on the bank's balance sheet, worth 2,078.4 million euros (1,728.6), account credits and credit card receivables, worth 58.9 (55.9) million euros,

and loans brokered from government funds, worth 0.5 million euros (0.7). The net increase of lending was 352.5 million euros, or 19.7 per cent. Approximately 22.9 million euros of the lending increase were due to the transfer of loans from Aktia Hypoteekkipankki's balance sheet to the bank's own balance sheet, and approximately 140 million euros were due to the transaction with S-Pankki.

### Off-balance sheet commitments

Off-balance sheet commitments included commitments given in favour of a third party on behalf of a customer and irrevocable commitments given in favour of a customer. Commitments given in favour of a third party on behalf of a customer, 13.6 million euros (13.6), are mainly bank guarantees and other guarantees. Irrevocable commitments given in favour of customers, totalling 188.6 million euros (116.8) at the end of the period, consist mainly of granted but undrawn loans.

### Investments

The group's investments consist mainly of deposits in other credit institutions, debt securities, shares and other equity as well as properties that are included in the balance sheet item Tangible assets. Tangible assets are itemised in note K9. The Group had deposits in other credit institutions worth 73.8 million euros (61.9). The amount was 11.9 million euros more than the previous year. Investments in debt securities consisted of money market securities and bonds. They totalled 150.6 million euros (148.5) at the end of the period, which was 1.4 per cent more compared to the previous year. Investments in shares and other equity totalled 33.4 million euros (97.5) at the end of the period. The decrease in the amount of shares and other equity was due to the changes in investment strategy and investment portfolio allocation. The Group does not possess publicly quoted shares that it would use in active trading. The value of the Group's property assets was listed as 23.2 million euros (24.3) on the balance sheet. Of this amount, the value of properties in the Group's own use was 15.0 million euros (15.0) and the value of investment properties was 8.2 million euros (9.3). The fair values of investment properties are listed in note K3.

### Derivative contracts

The Group utilises derivative contracts to hedge its interest risks. At the end of the period, the

positive fair value of derivatives in the item Derivative Contracts on the Assets side of the balance sheet totalled 1.7 million euros (2.6), all of which consisted of derivatives hedging the fair value. The Group utilised fair value hedging to protect the deposit portfolio with interest rate swaps and stock derivatives. Derivative contracts are itemised in note K6. In solvency calculations, derivatives are included in the solvency requirement of the credit and counterparty risk.

### Deposits

The largest share of the Group's borrowing consisted of deposits from the public. The amount of deposits amounted to 1,639.3 million euros (1,482.8) at the end of the year. Deposits increased by 156.5 million euros, or 10.6 per cent, during the year, including the deposits transferred from S-Pankki, worth 90 million euros.

### Other liabilities

Other liabilities comprised mainly debts to credit institutions and issued promissory notes. Issued promissory notes consisted of certificates of deposit, bonds and subordinated debentures, which are subordinated to the bank's other liabilities. Debts to credit institutions totalled 36.0 million euros (34.2). This item includes a loan from the Nordic Investment Bank (NIB) and deposits made in the bank by other credit institutions. During the year, the bank issued bonds worth 375.0 million euros. At the end of the accounting period, the amount of issued promissory notes on the balance sheet was altogether 737.0 million euros (353.0). The total includes certificates of deposit in the amount of 153.9 (93.3) million euros. Issued promissory notes are itemised in note K13. Other liability items were mostly short-term payment transfer items and adjustments to items relating to the amortisation of income and expenses on the financial statements.

### Equity and appropriations

The total of the Group's equity and appropriations was 241.5 million euros (221.1), of which the non-controlling interests' portion was 0.8 million euros (0.9). During the period, the parent company's share of equity increased by 20.5 million euros (18.0).

Oma Säästöpankki issued new shares worth 2.6 million euros in 2017. The amount was entered into the reserve for invested non-restricted equity in accordance with share issuance terms.

## Voluntary and statutory reserves

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### Deposit guarantee

The Financial Stability Authority is responsible for the deposit guarantee of Oma Säästöpankki's deposit funds. The deposit guarantee protects the customers' funds in case the bank runs into permanent payment difficulties.

A deposit is a bank account opened in the depositor's own name or a fixed-term account in a bank system. The deposit guarantee fund protects the deposit maker's assets, interests and unregistered receivables waiting for payment up to a hundred thousand euros.

The deposit guarantee covers, for a fixed term of six months, assets obtained from the sale of a residence if the assets are to be used to acquire a new residence for the depositor's own use. The claim is paid in full if the depositor can reliably verify that the claim is based on assets which the depositor has received from the sale of a residence in his own use and that the assets will be used to acquire a new residence for the depositor's own use.

### Investors' Compensation Fund

The Investors' Compensation Fund covers customer's financial assets and instruments held with banks, investment firms and fund management companies providing asset management services. The Fund pays a maximum compensation of 20,000 euros to non-professional investors.

The compensation does not apply to losses arising from securities price changes or service provider's bad advice. Such losses are always the customer's own liability.

## The Group's solvency management and risk management

### Solvency management

Oma Säästöpankki Oy has introduced a solvency management process, whose objective is to secure the bank's risk-bearing capacity relative to all substantial operational risks. To reach this objective, the bank comprehensively identifies and evaluates operational risks and matches its risk-bearing capacity to the combined extent of risks to the bank. To secure its solvency, the bank sets risk-based equity objectives and creates an equity plan to reach those objectives. The objective of the solvency management process is also to maintain and develop high-quality risk management operations.

The internal capital needs, which are determined through the solvency management process, are based on the capital requirements of solvency regulations, Pillar I, and its external risks, such as the interest rate risk of the financial account, the market risk of the investment portfolio and business risk. In its internal evaluation process, the bank estimates the amount of capital sufficient to cover any unexpected losses emerging from risks that are external to Pillar I.

The bank's Board of Directors confirms the general requirements for the solvency measurement and evaluation processes as well as general principles for the structuring of the solvency management process. The Board confirms risk strategies and defines target levels for capital, which covers all essential risks emerging from business operations and changes in the external operating environment. In retail bank operations, the bank operates according to its strategy. By restricting its operations to this sector alone, the bank is able to keep its risks on a manageable level and small in terms of operational quality. The bank's Board of Directors is responsible for managing the bank's solvency. The board also defines the operational levels of risks. Once a year, the Board of Directors reviews the bank's solvency management risks, the capital plan as well as levels of its risks.

In its solvency calculations, the bank applies the standard method for credit risks and the basic method for operative risks. In the standard method, exposures are divided into exposure classes and the minimum limits for credit spreading are determined in the retail receivables class. The capital requirement relating to the market risk is calculated with the basic method on the foreign exchange position.

Oma Säästöpankki Oy publishes the essential information of its solvency calculations once a year as a part of its report and notes to the financial statements. Key solvency information is included in the interim report, published semi-annually.

At the end of 2017, Oma Säästöpankki's capital structure was strong and consisted mainly of core capital (CET1). Oma Säästöpankki Oy's own funds totalled 250.3 million euros (219.8 million euros), of which the share of core capital was 232.5 million euros (215.0 million euros). Core capital increased due to profits made over the accounting period. Tier 2 capital (T2) equalled 20.0 million euros (4.8), consisting of debenture loans. Risk-weighted items totalled 1,309.7 million euros (1,153.1 million euros). Risk-weighted items increased by 13.6% per cent compared to the end of 2016. The most significant factor impacting the increase of risk-weighted items was the increase in loans.

The bank's solvency ratio was 19.11% (19.06%), and core solvency ratio was 17.75% (18.64%). Since 2015, the total capital requirement for banks in Finland has been 10.5 per cent of risk-weighted assets. The varying additional capital requirement varies between zero and 2.5 per cent. On a quarterly basis, the Board of the Financial Supervisory Authority decides on the imposition and level of a countercyclical capital buffer requirement on the basis of its macroprudential analysis. In 2017, the Financial Supervisory Authority decided not to impose a countercyclical capital buffer requirement to Finnish credit institutions.

The binding application of the liquidity coverage ratio, LCR, began at the level of 60% on October 1, 2015, after which it will be gradually increased to 100% by January 1, 2018. After the monitoring period, the EU will decide on the content and the extent to which the permanent borrowing requirement (NSFR) and the minimum equity ratio will be binding. Based on the information currently available, these will not become binding requirements until 2018 at the earliest.

Oma Säästöpankki reports its solvency per each bank. In solvency reporting, the consolidation limit of subsidiaries and associated companies is not exceeded for companies owned by Oma Säästöpankki. A subsidiary or an associated company must be consolidated as a part of the solvency reporting if the total amount of the company's balance sheet exceeds 10 million euros or the total amount on the balance sheet exceeds 10 per cent of the parent company's capital.

## The main items in the solvency calculation of Oma Säästöpankki

| <b>Assets (1,000 euros)</b>                               | <b>2017</b>      | <b>2016</b>      |
|---|------------------|------------------|
| Core capital before deductions                            | 242,873          | 221,401          |
| Deductions from core capital                              | -10,383          | -6,400           |
| <b>Core capital (CET1), total</b>                         | <b>232,490</b>   | <b>215,001</b>   |
| Additional Tier 1 capital before deductions               | -                | -                |
| Deductions from additional Tier 1 capital                 | -                | -                |
| <b>Additional Tier 1 capital (AT1), total</b>             | <b>-</b>         | <b>-</b>         |
| <b>Tier 1 capital (T1 = CET1 + AT1)</b>                   | <b>232,490</b>   | <b>215,001</b>   |
| Tier 2 capital before deductions                          | 17,766           | 4,765            |
| Deductions from Tier 2 capital                            | -                | -                |
| <b>Tier 2 capital (T2), total</b>                         | <b>17,766</b>    | <b>4,765</b>     |
| <b>Own funds (TC = T1 + T2), total</b>                    | <b>250,255</b>   | <b>219,766</b>   |
| <b>Risk-weighted items, total</b>                         | <b>1,309,739</b> | <b>1,153,138</b> |
| of which the share of credit risk                         | 1,193,120        | 1,039,867        |
| of which the adjustment risk of liability (CVA)           | 7,104            | 3,756            |
| of which the share of market risk (exchange rate risk)    | -                | 19,883           |
| of which the share of operational risk                    | 109,516          | 89,632           |
| Core capital (CET1) relative to risk-weighted items (%)   | 17.75%           | 18.64%           |
| Tier 1 capital (T1) relative to risk-weighted items (%)   | 17.75%           | 18.64%           |
| Own funds, total (TC) relative to risk-weighted items (%) | 19.11%           | 19.06%           |

### Leverage ratio

The leverage ratio of Oma Säästöpankki was 8.4% (9.9%). The leverage ratio has been calculated in accordance with current regulations and describes

the ratio of the Bank's Tier 1 capital to total liabilities. Oma Säästöpankki monitors excessive indebtedness as part of its solvency management process.

| <b>Leverage ratio</b>     | <b>2017</b> | <b>2016</b> |
|---------------------------|-------------|-------------|
| Tier 1 capital            | 232,490     | 215,001     |
| Total amount of exposures | 2,776,384   | 2,183,637   |
| Leverage ratio            | 8.4%        | 9.9%        |

### Financial Supervisory Authority supervision

Oma Säästöpankki is supervised by the Finnish Financial Supervisory Authority. The Finnish Financial Supervisory Authority has not set up a discretionary additional capital requirement applied under the Act on Credit Institutions for Oma Säästöpankki.

### Resolution plan

The Directive of the European Parliament and of the Union 2014/59/EU on the recovery and resolution framework of credit institutions and investment service firms was brought nationally into force as of January 1, 2015 (Resolution Act). To implement the Resolution Act, the Financial Stability Authority was established (Authority Act, 1195/2014). The Financial Stability Authority confirmed Oma Säästöpankki's resolution plan in December 2017. The Financial Stability Authority has not set a minimum requirement of own funds and eligible liabilities (MREL) for the bank.

### Risk Management

The objective of risk management is to ensure that the risks stemming from the bank's operations have been identified, evaluated and scaled to an acceptable level, that the risks are monitored and that they are commensurate with the bank's ability to bear risk. The essential areas of risk management are credit risks, market risks including interest rate and price risks, financing risks, property risks as well as strategic and operational risks. The bank monitors the interdependence of various risks on a risk map.

### Principles and organisation

Risk management means the identification, assessment, measurement, restriction and monitoring of risks resulting from and closely related to business operations. Through risk management, the bank attempts to minimise the likelihood of unexpected losses and threats to the bank's reputation. Oma Säästöpankki Oyj's risk management strategy is based on the objective and business strategy, risk management instructions, authorisation system, and a risk and deviation report of the most essential business sectors, all of which are confirmed by the Board to the bank. In accordance with its strategy, the bank operates in the low-risk area of retail banking activities. In terms of its financial bearing capacity, the bank does not have too extensive customer or investment risk concentrations and,

as per its strategy, the bank will not take such risks either.

The bank's Board sets the level of willingness to take risks by approving risk area-specific risk strategies and the necessary risk limits and monitoring limits. The realisation of the risk strategy is monitored through the control of risk limits and monitoring limits and reporting, which are performed independently of business operations. The bank maintains its solvency at a safe level. The bank's solvency and risk bearing ability are fortified with profitable operations. The board is regularly provided information about the various risks to the bank as well as an assessment of the level of each risk. The board also accepts authorisations and frameworks for risk-taking by determining the approved levels of credit and market risks.

Within the limits of authorisation, the responsibility for the daily risk monitoring and surveillance belongs to management. Management utilises system-produced reports on the various areas of risk. Systems and policies intended for risk reporting and monitoring meet the requirements set for risk management, taking into consideration the character and extent of the bank's operations.

The bank has established independent operations to ensure efficient and comprehensive internal control.

Independent operations:

- Independent risk control
- Ensuring compliance with regulations (compliance function)
- Internal audit

### Risk management and compliance arrangements

Independent risk control and compliance monitoring is performed by the risk management assessment function, the bank's compliance function and the credit risk evaluation function. The risk management assessment function maintains the risk management policies and framework and promotes a healthy risk culture by supporting the company in its risk management processes. The purpose of the independent risk control is to ensure and monitor that the bank's risk management is conducted on a sufficient level in terms of the quality, extent, diversity and risks of the bank's business operations. In addition, all new and essential previously unknown risks will be included in the bank's risk management.



The credit risk evaluation function promotes the proactive and systematic management of credit risk. The compliance function is responsible for ensuring compliance with regulations. The compliance function monitors the bank and ensures that the policies and instructions are in compliance with relevant legislation, and ensures perpetual compliance with laws, official regulations and internal instructions. The risk control and the compliance function report directly to the CEO. Through its independent operations, the internal audit ensures that the bank's Board of Directors and Executive Management have access to a correct and comprehensive picture of the bank's profitability and efficiency, the status of internal audit and the various operative risks. The internal audit presents its reports to the bank's Board of Directors.

#### Credit ratings

In July 2017, Standard & Poor's confirmed Oma Säästöpankki's credit ratings of BBB+ for long-term borrowing and A-2 for short-term borrowing.

#### Pillar II publication principles

In accordance with Regulation (EU) No 575/2013 of the European Parliament and of the Council, Oma Säästöpankki Oyj will publish information listed in Part 8, Title II and it will do so annually at the time of preparing financial statements. The extent of the bank's operations does not require publishing the information more often. The bank's independent operations evaluate and authenticate the relevance of the published information at the time of publication. At the time of approving the financial statements, the bank's Board will assess the presentation of independent operations to determine whether the published details give the market parties a comprehensive picture of the bank's risk profile.

## Administration and personnel

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The savings bank's Annual General Meeting took place on April 22, 2017. The 2016 financial statements were approved at the Annual General Meeting and the members of the Board of Directors as well as the CEO were granted exemption from liability. In terms of the bank's funds eligible for profit distribution, a decision was made to allocate 1,575,981.60 euros to profit distribution, and the rest were transferred to the bank's own non-restricted equity reserve.

Oma Säästöpankki Oyj's Board of Directors consists of seven members. The board convened 11 times during the year.

Board members:

|                       |  |
|-----------------------|--|
| Chairman of the Board | Jarmo Partanen                           |
| Vice chairman         | Jyrki Mäkynen                            |
| Member                | Aila Hemminki<br>as of April 23, 2017    |
| Member                | Aki Jaskari                              |
| Member                | Timo Kokkala                             |
| Member                | Heli Korpinen                            |
| Member                | Jarmo Salmi                              |
| Member                | Ari Yli-Kaatiala<br>until April 22, 2017 |

APA Juha-Pekka Mylén was selected as the main auditor, and the APA organisation KPMG Oy Ab was selected as the bank's deputy auditor.

Audit Partners Oy served as the internal reviewer for the bank.

In 2017, the bank employed 250 people.

## The bank's administration and control system

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The general meeting is the highest decision-making organ in the limited liability company. At the Annual General Meeting, the previous year's financial statements, dividends and the exemption from liability are discussed and members of the Board of Directors are elected.

The bank's Board of Directors makes decisions on the bank's business operations and strategic matters. Additionally, it is the Board of Director's responsibility to make decisions on the most significant matters related to the bank's operations and to select the bank's CEO. The Board of Directors approves the company's objectives and risk management principles, ensures the effectiveness of the management system, and is responsible for the appropriate arrangement of the control of the company's accounts and finances. The board's activities are based on approved instructions. The Board of Directors has decided to establish a nomination and rewards committee in 2018 which will be responsible for preparing proposals related to the election and remuneration of Board members.

The bank's CEO is in charge of the day-to-day management in accordance with the instructions received from the Board of Directors.

An assessment of the CEO's and the board members' independence is carried out according to the Financial Supervisory Authority's regulations. When elected, and subsequently on an annual basis, the board members and the CEO must provide a report on the communities in which they operate. In addition, the Board members must provide a suitability and reliability report in accordance with the Financial Supervisory Authority's regulations when accepting the position.

## Reward schemes

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The bank's board of directors is responsible for the general reward system principles applied to both the effective management and all of the personnel.

The Board of Directors supervises compliance with the reward scheme and regularly evaluates its functionality.

The reward system works in accordance with the bank's business strategy, objectives and values, while also corresponding to the bank's long-term interests. The reward system is in harmony with

the bank's good and efficient risk management and risk bearing capability and it promotes these policies.

Oma Säästöpankki has established a personnel fund for employee remuneration. The Bank's Board of Directors decides annually on the amount of the profit-sharing bonus to be distributed to the personnel fund and the objectives behind the distribution. The personnel fund rules determine how the bonus gets distributed to the personnel fund members.

Salaries and rewards for the financial year are presented in note K22 (personnel expenses).

## Social responsibility

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Oma Säästöpankki Oy's social responsibility means that the bank is responsible for the impact of its business operations on the society in which it operates as well as the company's stakeholders. Responsible operations are evident in the way the bank acts in terms of its customers, personnel, collaboration partners, authorities, the bank's operating area and other stakeholders. As a local bank, it is important to Oma Säästöpankki Oy to manage its share of the responsibility for the surrounding society. Oma Säästöpankki Oyj complies with its employer obligations. In 2017, the bank paid business income tax on its profits, amounting to 3.9 (2.1) million euros. Oma Säästöpankki is owned by local savings bank foundations and cooperatives. The owners are important actors in their respective areas and they give annual donations to non-profit purposes that promote the savings bank ideology and benefit their own operating areas.

## Events after financial statements

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The bank's Board of Directors is not aware of any matters that would significantly impact the bank's financial standing after the financial statements were completed.

## Development of business operations in 2018

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Finland's economy is expected to continue its strong growth in 2018, which will show as improved business profitability and a lower unemployment rate. Household purchasing power will increase and consumer confidence will remain high. The bank's reorganisation implemented in recent years, improved cost-efficiency and the benefits resulting from the change in organisational structure will significantly strengthen the bank's competitiveness and viability in 2018. The corporate acquisition carried out during the previous year brings new opportunities for business development and strengthens the bank's net interest income, even though interest rates remain low in general. In 2017, non-recurring items from investments were highlighted in the bank's profit, affecting the result by approximately 10 million euros. The profit from continuing operations, excluding the aforementioned non-recurring items, is expected to increase during the financial year 2018.

## Proposals for the 2018 Annual General Meeting

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On the basis of the financial statements of 2017, the Board proposes that a dividend of 4.21 euros per share will be issued to shareholders for the year 2017.

There have not been significant changes in the bank's financial standing after the accounting period ended. The bank's solvency is at a good level and it is the Board of Directors' view that the proposed distribution of profits will not jeopardise the bank's solvency.

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# Consolidated Financial Statements

## GROUP'S INCOME STATEMENT

| (1,000 euros)  | 2017           | 2016           | Note       |
|--|----------------|----------------|------------|
| Interest income  | 46,579         | 43,938         |            |
| Interest expenses  | -7,262         | -7,391         |            |
| <b>Net interest income</b>   | <b>39,317</b>  | <b>36,547</b>  | <b>K17</b> |
| Fee and commission income  | 24,814         | 21,218         |            |
| Fee and commission expenses  | -3,569         | -3,509         |            |
| <b>Fee and commission income and expenses, net</b>                   | <b>21,245</b>  | <b>17,709</b>  | <b>K18</b> |
| Net income from trading  | -211           | 134            | <b>K19</b> |
| Net gains on investments   | 10,991         | 2,267          | <b>K20</b> |
| Other operating income   | 2,748          | 3,682          | <b>K21</b> |
| <b>Total operating income</b>  | <b>74,091</b>  | <b>60,339</b>  |            |
| Personnel expenses   | -13,137        | -14,085        | <b>K22</b> |
| Other operating expenses   | -25,470        | -19,381        | <b>K23</b> |
| Depreciation and impairment losses on tangible and intangible assets | -2,504         | -2,065         | <b>K24</b> |
| <b>Total operating expenses</b>                                      | <b>-41,112</b> | <b>-35,531</b> |            |
| Impairment losses on loans and other receivables, net                | -2,600         | -4,197         | <b>K25</b> |
| <b>Profit before taxes</b>   | <b>30,379</b>  | <b>20,611</b>  |            |
| Income taxes   | -6,292         | -4,567         | <b>K26</b> |
| <b>Profit/loss for the accounting period</b>                         | <b>24,087</b>  | <b>16,044</b>  |            |
| Oma Säästöpankki Oyj's shareholders' shares                          | 24,208         | 16,044         |            |
| Amount of non-controlling interest                                   | -120           | -              |            |
| <b>Total</b>   | <b>24,087</b>  | <b>16,044</b>  |            |

## COMPREHENSIVE CONSOLIDATED INCOME STATEMENT

| (1,000 euros)  | 2017          | 2016          |
|--|---------------|---------------|
| <b>Profit/loss for the accounting period</b>                                     | 24,087        | 16,044        |
| <b>Other items of comprehensive income before taxes</b>                          | -4,808        | 3,911         |
| Items that will not be reclassified through profit or loss                       | -149          | -456          |
| Gains and losses on redefining benefit pension plans                             | -149          | -321          |
| Share of items in associated companies' comprehensive result                     | -             | -135          |
| Items that may later be reclassified through profit or loss                      | -4,659        | 4,368         |
| Changes in fair value of financial assets available for sale                     | -4,655        | 4,425         |
| Changes in the valuation of cash flow hedging                                    | -4            | -58           |
| <b>Income taxes</b>  | 962           | -809          |
| For items that will not be reclassified to profit or loss                        | 30            | 64            |
| Gains and losses on redefined benefit pension plans                              | 30            | 64            |
| Items that may later be reclassified to profit or loss                           | 932           | -874          |
| Change in the fair value of financial assets available for sale                  | 931           | -885          |
| Changes in the valuation of cash flow hedging                                    | 1             | 12            |
| <b>Other items of comprehensive income for the accounting period after taxes</b> | <b>-3,846</b> | <b>3,102</b>  |
| <b>Comprehensive income for the accounting period</b>                            | <b>20,241</b> | <b>19,146</b> |
| Interests of owners of the parent company  | 20,361        | 19,288        |
| Amount of non-controlling interest   | -120          | -142          |
| <b>Total</b>   | <b>20,241</b> | <b>19,146</b> |



## GROUP'S BALANCE SHEET

| (1,000 euros)  | December 31,<br>2017 | December 31,<br>2016 | Note |
|--|----------------------|----------------------|------|
| <b>Assets</b>  |                      |                      |      |
| Cash and cash equivalents                                      | 265,265              | 7,728                | K4   |
| Financial assets valuated at fair value through profit or loss | 332                  | 576                  |      |
| Loans and advances to credit institutions                      | 73,847               | 61,958               | K5   |
| Loans and advances to the public and general government        | 2,137,868            | 1,785,417            | K5   |
| Financial derivatives  | 1,676                | 2,630                | K6   |
| Investment assets  | 194,253              | 257,369              | K7   |
| Intangible assets  | 6,515                | 4,315                | K8   |
| Tangible assets  | 17,348               | 17,396               | K9   |
| Other assets   | 28,337               | 12,144               | K10  |
| Deferred tax assets  | 1,240                | 1,347                | K11  |
| Income tax assets  | -112                 | -112                 | K11  |
| <b>Total assets</b>  | <b>2,726,567</b>     | <b>2,150,768</b>     |      |

| (1,000 euros)                                    | December 31,<br>2017 | December 31,<br>2016 | Note |
|--|----------------------|----------------------|------|
| <b>Liabilities</b>                               |                      |                      |      |
| Liabilities to credit institutions               | 35,993               | 34,257               | K12  |
| Liabilities to the public and general government | 1,639,304            | 1,482,828            | K12  |
| Financial derivatives                            | 2,222                | -                    | K6   |
| Debt securities issued to the public             | 736,961              | 353,050              | K13  |
| Subordinated liabilities                         | 28,000               | 17,600               | K14  |
| Provisions and other liabilities                 | 22,042               | 24,623               | K15  |
| Deferred tax liability                           | 19,119               | 17,339               | K11  |
| Income tax liabilities                           | 1,441                | -                    | K11  |
| <b>Total liabilities</b>                         | <b>2,485,083</b>     | <b>1,929,697</b>     |      |

| (1,000 euros)                                      | December 31,<br>2017 | December 31,<br>2016 | Note |
|--|----------------------|----------------------|------|
| <b>Equity</b>                                      |                      |                      |      |
| Share capital                                      | 24,000               | 24,000               | K16  |
| Reserves   | 110,268              | 111,417              |      |
| Retained earnings                                  | 106,439              | 84,741               |      |
| <b>Oma Säästöpankki Oyj's shareholders' shares</b> | <b>240,706</b>       | <b>220,158</b>       |      |
| Oma Säästöpankki Oyj's shareholders' shares        | 240,706              | 220,158              |      |
| Amount of non-controlling interest                 | 778                  | 913                  |      |
| <b>Equity, total</b>                               | <b>241,484</b>       | <b>221,071</b>       |      |
| <b>Total liabilities and equity</b>                | <b>2,726,567</b>     | <b>2,150,768</b>     |      |

**Group's off-balance sheet commitments**

| <b>(1,000 euros)</b>  | <b>December 31,<br/>2017</b> | <b>December 31,<br/>2016</b> | <b>Note K28</b> |
|---|------------------------------|------------------------------|-----------------|
| <b>Off-balance sheet commitments</b>                              |                              |                              |                 |
| Guarantees and pledges  | 14,972                       | 13,059                       |                 |
| Other commitments given to a third party                          | 471                          | 624                          |                 |
| <b>Commitments given to a third party on behalf of a customer</b> | <b>15,443</b>                | <b>13,683</b>                |                 |
|   |                              |                              |                 |
| Undrawn credit facilities   | 188,634                      | 116,822                      |                 |
| <b>Irrevocable commitments given in favour of a customer</b>      | <b>188,634</b>               | <b>116,822</b>               |                 |
|   |                              |                              |                 |
| <b>Group's off-balance sheet commitments, total</b>               | <b>204,077</b>               | <b>130,505</b>               |                 |

## STATEMENT OF CHANGES IN THE GROUP'S EQUITY

| Change in equity (in thousands of euros)                                 | Share equity, | Reserve for invested non-restricted equity | Fair value reserve | Hedging instrument reserve | Others reserves | Reserves total | Retained earnings | Controlling interests in parent company, total | Amount of non-controlling interest | Equity, total  |
|--|---------------|--|--------------------|----------------------------|-----------------|----------------|-------------------|--|------------------------------------|----------------|
| <b>January 1, 2017</b>   | 24,000        | 103,510                                    | 7,905              | 3                          | -               | 111,418        | 84,740            | 220,158  | 913                                | 221,071        |
| <b>Comprehensive income</b>  |               |  |                    |                            |                 |                |                   |  |                                    |                |
| Profit/loss for the accounting period                                    | -             | -  | -                  | -                          | -               | -              | 24,208            | 24,208   | -120                               | 24,088         |
| Other items of comprehensive income                                      | -             | -  | -3,724             | -3                         | -               | -3,727         | -119              | -3,846   | -                                  | -3,846         |
| <b>Total comprehensive income</b>  | -             | -  | <b>-3,724</b>      | -                          | -               | <b>-3,724</b>  | <b>24,089</b>     | <b>20,362</b>                                  | <b>-120</b>                        | <b>20,242</b>  |
| <b>Transactions with owners</b>  |               |  |                    |                            |                 |                |                   |  |                                    |                |
| Acquisition of own shares  | -             | -  | -                  | -                          | -               | -              | -                 | -  | -                                  | -              |
| Sale of own shares   | -             | -  | -                  | -                          | -               | -              | -                 | -  | -                                  | -              |
| Distribution of dividends  | -             | -  | -                  | -                          | -               | -              | -1,576            | -1,576   | -                                  | -1,576         |
| Share capital increase   | -             | 2,577                                      | -                  | -                          | -               | 2,577          | -                 | 2,577  | -                                  | 2,577          |
| Cash flow hedge  | -             | -  | -                  | -                          | -               | -              | -                 | -  | -                                  | -              |
| Other changes  | -             | -  | -                  | -                          | -               | -              | -815              | -815   | -                                  | -815           |
| Acquisition of subsidiary, where the amount of non-controlling interests | -             | -  | -                  | -                          | -               | -              | -                 | -  | -15                                | -15            |
| <b>Transactions with owners, total</b>                                   | -             | <b>2,577</b>                               | -                  | -                          | -               | <b>2,577</b>   | <b>-2,391</b>     | <b>186</b>                                     | <b>-15</b>                         | <b>171</b>     |
| <b>Equity, total, December 31, 2017</b>                                  | <b>24,000</b> | <b>106,087</b>                             | <b>4,181</b>       | -                          | -               | <b>110,268</b> | <b>106,438</b>    | <b>240,706</b>                                 | <b>778</b>                         | <b>241,484</b> |
| <b>January 1, 2016</b>   | 24,000        | 103,510                                    | 4,365              | 49                         | 557             | 108,481        | 69,645            | 202,126  | -                                  | 202,126        |
| <b>Comprehensive income</b>  |               |  |                    |                            |                 |                |                   |  |                                    |                |
| Profit/loss for the accounting period                                    | -             | -  | -                  | -                          | -               | -              | 16,044            | 16,044   | -                                  | 16,044         |
| Other items of comprehensive income                                      | -             | -  | 3,540              | -46                        | -               | 3,494          | -393              | 3,101  | -                                  | 3,101          |
| <b>Total comprehensive income</b>  | -             | -  | <b>3,540</b>       | <b>-46</b>                 | -               | <b>3,494</b>   | <b>15,651</b>     | <b>19,145</b>                                  | -                                  | <b>19,145</b>  |
| <b>Transactions with owners</b>  |               |  |                    |                            |                 |                |                   |  |                                    |                |
| Acquisition of own shares  | -             | -  | -                  | -                          | -               | -              | -                 | -  | -                                  | -              |
| Sale of own shares   | -             | -  | -                  | -                          | -               | -              | -                 | -  | -                                  | -              |
| Distribution of dividends  | -             | -  | -                  | -                          | -               | -              | -1,478            | -1,478   | -                                  | -1,478         |
| Share capital increase   | -             | -  | -                  | -                          | -               | -              | -                 | -  | -                                  | -              |
| Cash flow hedge  | -             | -  | -                  | -                          | -               | -              | -                 | -  | -                                  | -              |
| Other changes  | -             | -  | -                  | -                          | -557            | -557           | 922               | 365  | -                                  | 365            |
| Acquisition of subsidiary, where the amount of non-controlling interests | -             | -  | -                  | -                          | -               | -              | 913               | -  | 913                                | 913            |
| <b>Transactions with owners, total</b>                                   | -             | -  | -                  | -                          | <b>-557</b>     | <b>-557</b>    | <b>357</b>        | <b>-1,113</b>                                  | <b>913</b>                         | <b>-200</b>    |
| <b>Equity, total, December 31, 2016</b>                                  | <b>24,000</b> | <b>103,510</b>                             | <b>7,905</b>       | <b>3</b>                   | -               | <b>111,418</b> | <b>84,740</b>     | <b>220,158</b>                                 | <b>913</b>                         | <b>221,071</b> |

## CONSOLIDATED CASH FLOW STATEMENT

| <b>Consolidated cash flow statement (1,000 euros)</b>                          | <b>2017</b>     | <b>2016</b>     |
|--|-----------------|-----------------|
| <b>Cash flow from operating activities</b>                                     |                 |                 |
| Profit/loss for the accounting period  | 24,087          | 16,044          |
| Changes in fair value  | 69              | 880             |
| Depreciation and impairment losses on investment properties                    | 317             | 472             |
| Depreciation and impairment losses on tangible and intangible assets           | 2,504           | 2,065           |
| Gains and losses on fixed assets   | -57             | 754             |
| Impairment losses  | 2,596           | 3,610           |
| Income taxes   | 6,292           | 4,567           |
| Adjustments to impairment losses   | 4               | 559             |
| Other adjustments  | -787            | -124            |
| Adjustments to the profit/loss of the accounting period                        | 10,938          | 12,783          |
| <b>Cash flow from operations before changes in receivables and liabilities</b> | <b>35,025</b>   | <b>28,827</b>   |
| <b>Increase (-) or decrease (+) in business funds</b>                          |                 |                 |
| Debt securities  | -2,882          | -47,695         |
| Loans and advances to credit institutions                                      | -1,176          | 3,288           |
| Loans and advances to customers  | -349,626        | -252,653        |
| Derivatives and hedge accounting   | -48             | 162             |
| Investment assets  | 60,508          | 2,255           |
| Other assets   | -16,208         | -2,667          |
| <b>Total</b>   | <b>-309,432</b> | <b>-297,310</b> |
| <b>Increase (+) or decrease (-) in business debts</b>                          |                 |                 |
| Liabilities to credit institutions   | 1,736           | -7,964          |
| Liabilities to customers   | 154,509         | 11,904          |
| Debt securities issued to the public   | 383,911         | 191,547         |
| Subordinated liabilities   | 15,200          | -               |
| Provisions and other liabilities   | -2,227          | 4,532           |
| <b>Total</b>   | <b>553,129</b>  | <b>200,019</b>  |
| Paid income taxes  | -2,470          | -2,848          |
| <b>Cash flow, total</b>  | <b>276,252</b>  | <b>-71,312</b>  |

| <b>Consolidated cash flow statement (1,000 euros)</b>                     | <b>2017</b>    | <b>2016</b>    |
|---|----------------|----------------|
| <b>Cash flow from investments</b>   |                |                |
| Investments in tangible and intangible assets                             | -5,329         | -4,651         |
| Proceeds from sales of tangible and intangible assets                     | 1,187          | 3,855          |
| Held-to-maturity cash and cash equivalents, increases                     | -              | -              |
| Held-to-maturity cash and cash equivalents, decreases                     | -              | -              |
| Held-to-maturity financial assets, decreases (+)                          | -              | -              |
| Increases in other investments  | -76            | 5,985          |
| Decreases in other investments  | -              | -              |
| Investments in tangible and intangible assets                             | 12             | -              |
| Sales of tangible and intangible assets                                   | -              | -              |
| <b>Cash flow from investments, total</b>                                  | <b>-4,206</b>  | <b>5,189</b>   |
| <b>Cash flows from financing activities</b>                               |                |                |
| Subordinated liabilities, decreases                                       | -4,800         | -6,888         |
| Other monetary increases in equity items                                  | 2,577          | -105           |
| Dividends paid  | -1,576         | -1,478         |
| <b>Total cash flows from financing activities</b>                         | <b>-3,799</b>  | <b>-8,471</b>  |
| <b>Net change in cash and cash equivalents</b>                            | <b>268,247</b> | <b>-74,594</b> |
| <b>Cash and cash equivalents at the beginning of the reporting period</b> | <b>55,409</b>  | <b>129,902</b> |
| <b>Cash and cash equivalents at the end of the reporting period</b>       | <b>323,658</b> | <b>55,409</b>  |
| <b>Cash and cash equivalents, other arrangements</b>                      | <b>-</b>       | <b>-99</b>     |
| <b>Cash and cash equivalents are formed by the following items:</b>       |                |                |
| Cash and cash equivalents   | 265,265        | 7,728          |
| Receivables from credit institutions repayable on demand                  | 58,393         | 47,681         |
| <b>Total</b>  | <b>323,658</b> | <b>55,409</b>  |
| <b>Received interests</b>   | <b>39,645</b>  | <b>43,118</b>  |
| <b>Paid interests</b>   | <b>-5,941</b>  | <b>-8,045</b>  |
| <b>Dividends received</b>   | <b>966</b>     | <b>960</b>     |

# Group's notes

## K1 THE NOTES OF RISK MANAGEMENT

Oma Säästöpankki focuses its business on retail banking, and especially on services regarding daily transactions, saving, investments and lending. The bank's product and service selection is complemented by the products and services provided by the bank's partners. The most notable collaboration partners include Sp-Henkivakuutus, Sp-Rahastoyhtiö, Nets, Automatia and AXA (Financial Assurance Company Limited). Risk and solvency management processes are regulated by the Act on Credit Institutions, directly applicable EU legislation as well as the standards, regulations and instructions provided by the Financial Supervisory Authority.

The aim of solvency management is to secure the bank's risk-bearing capacity and the continuity of the bank's operation. The bank's strategy defines the bank's risk-bearing capacity and risk appetite and other risk management policies in relation to business objectives.

The essential risks are credit risks, market risks including interest rate and price risks, financing risks, property risks as well as strategic and operational risks. The figures presented in the chapter represent the figures of the parent company alone.

## SOLVENCY MANAGEMENT

The objective of the solvency management process is to ensure that the quantity and quality of capital are sufficient in relation to the nature, scope and diversity of the bank's operations, and are sufficient to cover all risks related to the bank's business operations and operating environment. To reach this objective, Oma Säästöpankki comprehensively identifies and evaluates operational risks and matches its risk bearing capacity to the combined extent of risks posed to the bank. The internal capital needs, which are determined through the solvency management

process, are based on the capital requirements of solvency regulations, Pillar I, and its external risks, such as the interest rate risk of the financial account, the market risk of the investment portfolio and business risk. In its internal evaluation process, the bank estimates the amount of capital sufficient to cover any unexpected losses emerging from risks that are external to Pillar I.

## STRESS TESTS

As a component of the solvency management process, the bank assesses its own risk position and the sufficiency of capital through stress tests. Stress tests are used to evaluate how various exceptionally serious but potential situations could impact the bank's ability to make profits, solvency and sufficiency of capital. Stress tests are used to identify key risks and assess the vulnerabilities of the bank with regard to the materialisation of these risks. The objective of the solvency management process is also to maintain and develop high-quality risk management operations.

## OWN FUNDS AND KEY FIGURES FOR SOLVENCY

At the end of 2017, Oma Säästöpankki's capital structure was strong and consisted mainly of core capital (CET1).

Oma Säästöpankki Oy's own funds totalled 250.3 million euros (2016 219.8 million euros), of which the share of core capital was 232.5 million euros (215.0 million euros).

Core capital increased due to the profits gained during the reporting period. Tier 2 capital (T2) equalled 20.0 million euros (4.8 million euros), consisting of debenture loans. Risk-weighted items totalled 1,309.7 million euros (1,153.1 million euros). The most significant change in terms of risk-weighted items was the increase in loan stock. The bank's solvency ratio was 19.11% (19.06 %), and core solvency ratio was 17.75% (18.64%).

## CREDIT AND COUNTERPARTY RISKS

The objective of credit risk management is to restrict the profit and solvency effects of risks stemming from customer responsibilities so that these risks remain at acceptable levels. The bank's Board of Directors make the most significant loan decisions. The Board has delegated loan authorisations to the bank's loan groups and other designated staff members. Loan decisions are made in accordance with the loan issuance instructions approved by the Board of Directors. The main rule is the principle of a minimum of two decision makers. Loan decisions are based on the customer's creditworthiness and financial standing as well as the fulfilment of other criteria, such as the collateral requirement. Loans are mainly granted with security collaterals. Forms of collateral are carefully valued to a fair value and their fair values are regularly monitored by utilising statistics and thorough knowledge of the industry. The bank's Board of Directors has approved instructions on the valuation of different types of collateral and their collateral values, against which loans can be granted.

The business strategy and loan issuance instructions approved by the Board of Directors determine the maximum amounts for risk

concentrations and guide the direction of loan issuance by the customer sector, industry and credit ratings. In addition, the bank started mortgage bank operations at the end of 2017, which is why the bank monitors the development of the amount of eligible credit to secure refinancing through covered bonds. The bank's key customer groups include private customers, small companies, agricultural entrepreneurs and housing cooperatives. The majority of the bank's borrowing is granted as loans to the bank's customers. At the end of 2017, the bank's loan portfolio totalled 2,117 million euros (1,768 million euros), increasing by 349 million euros (19.8%) compared to the end of 2016. Almost half of the increase consisted of S-Pankki's loan portfolio acquired through corporate acquisition, where the share of agricultural loans was significant. Private customers' share of total loans decreased during 2017. Private customers' share of total loans on the balance sheet was 60% (67%), business customers' share was 21% (19%), housing cooperatives' share was 8% (7%), and the share of agricultural entrepreneurs and others was 11% (7%). The majority, 63% (70%), of the bank's loans were granted as home collateral loans.

## LOAN PORTFOLIO PER CUSTOMER GROUPS

| Credit balance (1,000 euros) | 2017             | 2016             | Change %     |
|------------------------------|------------------|------------------|--------------|
| Private customer             | 1,273,391        | 1,178,873        | 8.0%         |
| Company                      | 443,718          | 330,054          | 34.4%        |
| Housing cooperative          | 163,657          | 128,899          | 27.0%        |
| Agriculture client           | 221,078          | 121,030          | 82.7%        |
| Others                       | 15,200           | 8,903            | 70.7%        |
| <b>Total</b>                 | <b>2,117,044</b> | <b>1,767,759</b> | <b>19.8%</b> |



In lending, risk concentrations are formed or can be formed, for example, when the loan portfolio contains a large amount of loans and other liabilities:

- to a single party
- to groups that consist of single parties or affiliated organisations
- to certain industries
- against certain collaterals
- whose maturity date is the same or
- whose product/instrument is the same.

Credit risks are continuously monitored by keeping an eye on repayment delays and non-performing loans. Key account managers continuously monitor payment behaviour and customers' actions to keep track of the amounts of customer-specific liabilities and forms of collateral. The board receives an annual report on the 15 largest customer entities and a monthly report on the total amount of non-performing loans. The reports contain, for example, the amount and development of risks by customer entity, industry and credit rating. The bank does not have any customer entities whose liabilities exceed the limit set by the Credit Institution Act, namely 10 per cent of the bank's own funds (so-

called high customer risks). Based on completed reports, the risks associated with the bank's loans are low in terms of the annual income level and risk-bearing capacity. Non-performing loans and payment delays are continuously monitored. The bank's non-performing receivables and related impairments remained at the same level as the previous year and accounted for approximately 1.0% (1.1%) of the loan portfolio. At the end of the year, matured receivables (30–90 days) totalled 14.8 million euros (16.7 million euros). Under certain circumstances, when a debtor faces financial difficulties, the customer can be granted concession from the original loan terms in the form of deferred amortisation or loan rearrangement to ensure the customer's ability to pay and avoid potential credit losses. Granting forbearance requires that the customer's financial difficulties are short-term and temporary. The bank's forbearance receivables totalled 86.7 million euros (116.7 million euros).

## DISTRIBUTION OF BUSINESS LOANS (EXCLUDING PRIVATE CUSTOMERS)

| <b>Line of business</b>                           | <b>2017</b>   | <b>2016</b>   |
|---|---------------|---------------|
| Real estate                                       | 33.6%         | 34.0%         |
| Agriculture, forestry, fishing industry           | 26.2%         | 20.6%         |
| Trade   | 6.7%          | 8.3%          |
| Construction                                      | 6.1%          | 10.3%         |
| Industry  | 5.1%          | 4.6%          |
| Finance and insurance                             | 3.7%          | 1.7%          |
| Accommodation and food service activities         | 3.3%          | 3.9%          |
| Transportation and storage                        | 3.1%          | 4.1%          |
| Professional, scientific and technical activities | 2.8%          | 2.0%          |
| Art, entertainment and recreation                 | 2.4%          | 3.2%          |
| Other lines of business, total                    | 6.8%          | 7.4%          |
| <b>Total</b>                                      | <b>100.0%</b> | <b>100.0%</b> |

## MATURED AND NON-PERFORMING RECEIVABLES

| <b>Matured and non-performing receivables (1,000 euros)</b> | <b>2017</b> | <b>Share %</b> | <b>2016</b> | <b>Share %</b> |
|---|-------------|----------------|-------------|----------------|
| Matured receivables, 30-90 days                             | 14,838      | 0.7%           | 16,729      | 0.9%           |
| Receivables likely to be left unpaid                        | 2,898       | 0.1%           | 372         | 0.0%           |
| Non-performing receivables, 90-180 days                     | 3,920       | 0.2%           | 5,180       | 0.3%           |
| Non-performing receivables, 181 days - 1 year               | 3,552       | 0.2%           | 4,605       | 0.3%           |
| Non-performing receivables, > 1 year                        | 9,969       | 0.5%           | 8,529       | 0.5%           |
| Loan servicing flexibility items                            | 86,682      | 4.1%           | 116,658     | 6.6%           |

The bank aims to prevent its private customers' from excessive indebtedness by calculating a customer's credit rating every time they are granted a new loan. The credit rating is affected by arrears, past payment behaviour with the bank and repayment capacity. To ensure that the credit

rating is correct, the customer's liabilities with other financial institutions are also included in the calculations. If the credit rating is poor, particular attention will be paid to whether the loan can be granted, or the loan may not be granted at all.

## CREDIT RATINGS FOR PRIVATE CUSTOMERS

| <b>Credit ratings (1,000 euros)</b> | <b>2017</b>      | <b>Share %</b> | <b>2016</b>      | <b>Share %</b> |
|-------------------------------------|------------------|----------------|------------------|----------------|
| AAA-A                               | 788,991          | 62.0%          | 755,185          | 64.1%          |
| B                                   | 341,166          | 26.8%          | 293,088          | 24.9%          |
| C                                   | 98,085           | 7.7%           | 90,154           | 7.6%           |
| D                                   | 45,149           | 3.5%           | 40,445           | 3.4%           |
| <b>Private customers</b>            | <b>1,273,391</b> | <b>100.0%</b>  | <b>1,178,873</b> | <b>100.0%</b>  |

In terms of loans granted to business customers, the basis of customer evaluation is formed by an analysis of the financial statements, the customer's financial standing, solvency, competitive standing, the credit rating of the application as well as the offered collateral. These form a foundation for loan decisions and the risk-based pricing of the loan. Additionally, the bank assesses the impact of the item for which financing is required on the customer's financial standing.

The impairment of loans and other receivables is recognised by receivable and by receivable category. Impairment on loans or other receivables is recognised when there has been objective evidence that there will be no payments on the principal or the interest of the loan or the other receivable and the collateral on the receivable is not sufficient to cover for the loan or the other receivable. The evaluation of objective evidence is based on the evaluation of the sufficiency of the customer's solvency and collateral. The collateral is valued to the amount that could be expected to be recovered at the time of realisation. When impairment losses are evaluated by receivable category, loans and other receivables are classified into categories. After this, the need for impairment losses is evaluated by group. Loans and receivables, which have been found

to be impossible to collect, are recognised as bad debt. At the beginning of 2018, Oma Säästöpankki adopted the expected credit loss calculation (ECL) as required by IFRS 9.

During the accounting period, the total impairment on loans and receivables decreased to 2.6 million euros (4.2 million euros), of which loan-specific impairment losses totalled 1.4 million euros (2.9 million euros) and impairment on receivable categories totalled 1.2 million euros (1.3 million euros). Impairment on loans and other receivables accounted for 0.12% (0.24%) of the loan portfolio. Impairment losses on loans and other receivables as well as the changes in the bookkeeping values of impaired financial assets are listed in note K5.

## MARKET RISK

Market risks mean the effects of changes in interest rates and market prices on the bank's profit and own funds. In trading, interest rate changes create a market risk that presents itself as a change in the market value of securities. Equity risk means, for example, the effect on profits caused by exchange rate changes of publicly quoted shares and fund units. The bank's objective in securities investments is to obtain a competitive profit on the invested capital in terms of the profit-to-risk ratio. The bank only invests in securities if the effect of changes in exchange

## CREDIT RATINGS FOR COMPANIES AND HOUSING CORPORATIONS

| Credit rating (1,000 euros)               | 2017           | Share %       | 2016           | Share %       |
|---|----------------|---------------|----------------|---------------|
| AAA                                       | 42,845         | 7.1%          | 19,333         | 4.2%          |
| AA+                                       | 181,320        | 29.9%         | 120,628        | 26.3%         |
| AA  | 67,298         | 11.1%         | 41,803         | 9.1%          |
| A+  | 101,644        | 16.7%         | 102,426        | 22.3%         |
| A   | 134,947        | 22.2%         | 118,480        | 25.8%         |
| B   | 36,990         | 6.1%          | 29,599         | 6.4%          |
| C   | 36,962         | 6.1%          | 21,846         | 4.8%          |
| D or unclassified                         | 5,369          | 0.9%          | 4,837          | 1.1%          |
| <b>Companies and housing corporations</b> | <b>607,376</b> | <b>100.0%</b> | <b>458,953</b> | <b>100.0%</b> |

rates will not jeopardise the bank's solvency or profitability. At the end of the year, the bank's comprehensive income included changes in fair value in terms of financial assets available for sale, which totalled -4.7 million euros (4.4).

The diversification of investments decreases the concentration risk caused by individual investments. The bank monitors the market values of securities acquired for investment purposes and the cash flows related to their transactions on a monthly basis. The board receives regular reports on the contents and balance of the securities portfolio. The market risk associated with the securities portfolio is evaluated relative to the bank's profit and own funds. Limits and other arrangements have been deployed for the measurement and monitoring of market risks.

### INTEREST RATE RISK

Oma Säästöpankki's operations consist of retail banking, in which interest risk plays an integral role. Interest risks arise out of the financial account, which consists of lending and borrowing, market-based refinancing as well as the investment and liquidity portfolio. Interest rate risks mean the effects of any interest rate changes on the bank's profit and solvency. The reasons for interest rate risks are the differing bases of interest on receivables and debts as well as the different interest adjustment dates or

maturity dates. The bank's Board of Directors has granted the management the authority to use hedging derivatives. In order to minimise the interest rate risk, the bank utilises hedging derivative contracts, with more details provided under Derivative Contracts. The bank's interest rate risk is regularly communicated to the Board of Directors that has provided the maximum amounts for interest rate risks in its approved instructions. The bank uses balance sheet analysis to measure the interest rate risk. It measures how a change of one and two percentage points in the forward interest affects the forecast of the net interest income during the next 1–60 months. The forecast is calculated at the time of reporting for the next five years with the forward rate available in the market. The amount of the open interest rate risk is measured by interest rate sensitivity, which takes into account the previously mentioned effect of interest rate shocks on net interest income in the coming years. In addition to this, the bank monitors the development of interest risk through several different scenarios that are used to simulate changes in the bank's deposits or loan base. The bank's interest rate risk decreased during 2017.

### LIQUIDITY RISK

Liquidity risk refers to the bank's ability to meet its obligations and commitments. Liquidity risks may arise from the uncontrollability or

| (1,000 euros)      | December 31, 2017 |               | December 31, 2016 |               |
|--------------------|-------------------|---------------|-------------------|---------------|
|                    | Fair value        | Share %       | Fair value        | Share %       |
| Shares             | 24,740            | 12.4%         | 29,025            | 11.1%         |
| Bonds              | 153,714           | 77.2%         | 152,161           | 58.0%         |
| Fixed-income funds | 7,049             | 3.5%          | 34,108            | 13.0%         |
| Balanced funds     | -                 | 0.00%         | 130               | 0.0%          |
| Equity funds       | 4,351             | 2.2%          | 34,692            | 13.2%         |
| Hedge funds        | -                 | 0.0%          | 2,263             | 0.9%          |
| Properties         | 9,140             | 4.6%          | 10,081            | 3.8%          |
|                    | <b>198,994</b>    | <b>100.0%</b> | <b>262,460</b>    | <b>100.0%</b> |

unpredictability of incoming and outgoing cash flows. An uncontrollable rise in funding costs can also be considered a liquidity risk. Liquidity risk may be further divided into a short-term liquidity risk and long-term funding risk. Financial risks are risks related to the availability and price of refinancing. This risk emerges when the maturities of receivables and debts differ. Financial risks arise also when receivables and debts are too greatly concentrated on individual counterparts. Financial risks are evaluated by maturity bands based on the difference of the receivables and debts in each band.

Liquidity risk is managed, for example, by keeping a sufficient amount of liquid funds to guarantee liquidity on hand. Financial risks are monitored by providing the board with reports on the bank's financial position and liquidity. Oma Säästöpankki Oyj acquires the refinancing it needs through deposits from its operating area and through other practical means such as collateralised and uncollateralised bond issues and certificates of deposit. As per the terms and conditions on deposit accounts, a significant portion of refinancing is spot-based. The bank's goal is to extend the maturity of its refinancing and maintain a large financial basis. 9.1% (10.2%) of the loans on the bank's balance sheet have durations exceeding 20 years. The bank's financial standing remained stable in 2017.

The bank maintains a good level of liquidity

by investing its liquid funds mainly in marketable financial instruments. At the end of the year, the bank's liquidity coverage ratio (LCR) was 280.3 per cent (111.3).

## DERIVATIVE CONTRACTS

The bank protects its interest-bearing loans against interest rate fluctuations with derivatives and applies hedge accounting regulations in addition to regularly following the effectiveness of such hedging. On a monthly basis, the bank monitors risks related to derivatives, such as changes in fair values of derivatives compared to changes in the interest curve as well as changes in the bank's balance position and the sensitivity of net interest income to changes in interest rates.

## PROPERTY RISK

Property risk means risks related to impairment, revenue or damage to the property assets. Property investments are not a part of the bank's core business. Properties owned by the bank are mainly insured for their full values. The bank's investment properties have been evaluated with the purchase price allocation method, with which they have also been valued in the financial statements. The value of the investment property is low compared to the bank's balance and the bank's equities. Further, there are no such impairment pressures toward the property asset

## THE BANK'S INTEREST RATE SENSITIVITY TO CHANGE OF 1%

### Interest rate sensitivity analysis, change of 1%-point in the yield curve (1,000 euros)

|                     | December 31, 2017 |            | December 31, 2016 |            |
|---------------------|-------------------|------------|-------------------|------------|
|                     | Change -1%        | Change +1% | Change -1%        | Change +1% |
| Change 1-12 months  | -1,163            | 6,113      | -3,962            | 5,191      |
| Change 13-24 months | -1,906            | 13,902     | -5,412            | 9,574      |

values that would have a strong impact on the bank's profit and solvency in the next few years. The bookkeeping values and fair values of the investment properties are listed in note K16: Investment assets.

The equity tied to properties in the bank's own use and to property companies' shares was 23.2 million euros (24.3) at the end of the year. Equity tied to investment property assets increased over the previous accounting period and it was 8.2 (9.3) million euros, or 0.3 (0.3) per cent of the bank's ending balance.

### STRATEGIC AND OPERATIONAL RISKS

Strategic risk refers to losses caused by any incorrectly chosen business strategies in terms of the development of the bank's operational environment. Efforts are made to minimise strategic risks by regularly updating the strategic and annual plans. Operational risks are losses that can be caused by internal deficiencies in systems, processes and the staff's actions, or external factors that impact operations. Efforts are made to minimise the occurrence of operational risks via continuous training of staff and an extensive code of conduct as well as procedures of internal controls, for example by separating preparation, decision-making, implementation and controls whenever possible. The bank has acquired specific insurance in preparation for potential operational risks in its banking operations and any potential losses caused by such risks. The widely used standard contract terms work to decrease the occurrence of legal risks. Continuity planning is in place to prepare for any risks related to malfunctions in information systems. Different security software are utilised to manage IT systems and applications, devices, and the data network which may be vulnerable to unauthorised use, computer viruses, and other harmful factors. Each year, the bank carries out a comprehensive risk assessment, which covers the bank's various operations and the operational and strategic risks related to them, and assesses the probability and potential impact of such risks. Operational risks are monitored by gathering information about financial losses and any abuse suffered by the bank. Management utilises reports on compliance generated by internal controls as well as information on any changes in the operational environment.

### INTERNAL AUDIT

The Board of Directors has implemented an internal audit process at the bank and approved a review plan and reporting principles for the internal audit. The purpose of the internal audit is to evaluate the extent and sufficiency of the internal control within the bank's operational organisation as well as the monitoring and evaluation of the functionality of the risk management systems. The internal audit reports its observations to the CEO and the board. The Board of Directors discusses the review summaries created by the internal audit. Internal audit has been outsourced to Audit Partners Oy during the operating year.

Kristiina Lehtola became the bank's Internal Audit Manager in January 2018. At the same time, the contract for the outsourcing of internal audit to Audit Partners Oy ended.

### INTERNAL CONTROL

The purpose of the bank's internal control is to ensure that the bank has set goals for the various levels and that the objectives are achieved by following the agreed upon and finalised internal control instructions. Internal control means the self-observation of the management bodies and the organisation, conducted within the bank itself and it is mainly used to observe the status, quality and results of operations. Internal control is performed by the Board of Directors, CEO, managers and staff members. Additionally, all staff members are obligated to notify the upper organisational level of any discrepancies and illegal activities.

### K2 ACCOUNTING PRINCIPLES FOR THE FINANCIAL STATEMENTS

The Group's parent company is Oma Säästöpankki Oyj, whose domicile is in Seinäjoki. The head office is located in Lappeenranta, at Valtakatu 32, 53100 Lappeenranta. Financial statements are available on the Bank's website at [www.omasp.fi](http://www.omasp.fi).

Oma Säästöpankki Group comprises the parent company (Oma Säästöpankki Oyj) and two subsidiaries (Koy Lappeenrannan Säästökeskus and SAV-Rahoitus Oyj).

At its meeting on February 22, 2018, the Board approved the publication of the financial statements for the accounting period of January 1 - December 31, 2017.

## ABOUT THE ACCOUNTING POLICIES

Oma Säästöpankki Oyj's (hereafter, the bank) consolidated financial statements have been prepared in compliance with the International Financial Reporting Standards (IFRS), as approved in the European Union, and the SIC and IFRS interpretations. When the notes to the financial statements were prepared, the Finnish accounting and entity legislation as well as supplementary requirements of competent authorities' orders were also taken into account.

The Bank's consolidated financial statements (hereafter, the Group) are presented in thousands of euros unless otherwise specified. The figures in the notes are rounded so the combined amount of single figures may deviate from the figures presented in a table or a calculation. The accounting and functional currency of the Group and its companies is the euro.

Consolidated financial statements have been prepared based on the original acquisition expenses except for financial assets recognised at fair value through profit or loss, financial assets available for sale, hedged items in a fair value hedge (in terms of hedged risk) and hedging derivatives used in fair value or cash flow hedging, that have been valued to the fair value.

## CONSOLIDATION PRINCIPLES

The Group's financial statements include the parent company's and its subsidiaries' financial statements. Companies over which the bank has controlling authority are considered as subsidiaries. The bank has controlling authority when it, by having an interest in the company, is exposed to the variable profit of the investment or when it is entitled to its variable profit and it can influence this profit by exercising the authority it holds over the investment.

Mutual ownership in the Group has been eliminated through the acquisition method. The consideration transferred, the identifiable assets of the acquired entity and debt accepted as liability are valued at the fair value at the time of acquisition. Any goodwill is recognised in the amount by which the acquisition cost exceeds the Group's share of the fair value of acquired assets and liabilities at the time of acquisition. The costs related to the acquisition are recognised as expenditure. The amount of non-controlling interests has been valued to the amount that is equivalent to the amount of non-controlling interest in terms of the identifiable net assets of

the acquisition. The acquired subsidiaries are included in the consolidated financial statements from the moment that the Group takes control over them and the sold subsidiaries are included until control ceases. Internal transactions, receivables and liabilities, unrealised profits and internal profit distribution in the Group have been eliminated in the consolidated financial statements.

Unrealised losses are not eliminated if the loss occurred due to impairment. The distribution of profit or loss for the period to the controlling and non-controlling interests of the parent company is presented on the separate income statement. The distribution of comprehensive income for the period to the controlling and non-controlling interests of the parent company is presented on the income statement. Profit of loss for the period and comprehensive income are allocated to the controlling and non-controlling interests of the parent company, even if this resulted in the non-controlling interest becoming negative. The share of equity belonging to non-controlling interest is presented as an item of its own on the balance sheet, as a part of equity.

Oma Säästöpankki owns 49.75% of SAV-Rahoitus Oyj's shares. However, the bank has determined that the bank has control in the company based on the shareholders' agreement, which means that SAV-Rahoitus is included as a subsidiary in the consolidated financial statements.

Associated companies are such companies, over which the Group is considered to hold considerable influence. The criteria for associated companies are usually met when the Group owns 20-50% of the company's voting rights or the Group holds some other kind of influence in the company.

Based on voting rights, the bank owns 21.9% of Nooa Säästöpankki Oyj but because the bank has no representation on the company's Board and the bank does not have any other considerable influence in the company, the investment is classified as financial assets available for sale. The bank does not own associated companies that can be consolidated via the equity method.

A joint venture is an arrangement where, based on an agreement or Articles of Association, two or more parties have joint authority, rights related to assets and obligations related to liabilities within the arrangement. The Group's consolidated financial statements combine as joint ventures the mutual property companies, in which the bank

owns less than 100 per cent. The consolidated financial statements include a portion of the profits, expenses and other comprehensive income items of joint ventures as of the date when mutual controlling authority was created until the date it ends.

## GOODWILL

Goodwill arising from the combination of business operations is recognised in the amount by which the combined amount of transferred compensation, non-controlling interest in the acquired item and the previously owned share exceed the fair value of the acquired net assets.

No depreciation is recognised in goodwill, but it is tested in case of impairment at least on every reporting day and whenever there is any indication that the value may have decreased. Goodwill is valued in the initial acquisition value less impairment.

## FINANCIAL INSTRUMENTS

### Items denominated in foreign currencies

Assets and liabilities tied to items denominated in foreign currencies outside of the Euro zone have been converted to euros as per the European Central Bank's average rate on the reporting day. On the income statement, foreign exchange differences that emerged during valuation have been recognised in net gains from investment operations.

### Cash and cash equivalents

Cash and cash equivalents consist of cash in hand and at banks as well as short-term deposits of less than three months.

### Classification and recognition on the balance sheet

At the time of the initial recognition, financial assets and liabilities are classified in compliance with the IAS 39 *Financial Instruments: Recognition and Measurement* standard in the following categories:

#### Financial assets

- Financial assets valued at fair value through profit or loss
- Investments held to maturity
- Loans and other receivables
- Financial assets available for sale

#### Financial liabilities

- Financial liabilities valued at fair value through profit or loss
- Other financial liabilities

#### Financial assets and liabilities valued at fair value through profit or loss

- Financial assets valued at fair value through profit or loss are formed by structured bonds and investments that contain embedded derivatives as well as by derivative receivables. Changes in value are recognised on the income statement under the item Net income from trading.
- Financial liabilities valued at fair value through profit or loss are formed by derivative liabilities related to hedge accounting. At the time of reporting, Oma Säästöpankki does not have derivative liabilities.

#### Investments held to maturity

The category of held-to-maturity investments includes debt securities with payments that are fixed or determinable, that mature on a certain date and that the Group strictly intends to hold and is capable of holding until the maturity date.

Investments held to maturity have been valued at amortisation cost or acquisition cost less impairment loss if there is objective evidence of impairment. The difference between the acquisition cost and the denomination is amortised as interests yield or their deduction.

#### Loans and other receivables.

The category of loans and other receivables includes receivables with payments that are fixed or determinable, and that are not quoted in active markets. Advances to credit institutions as well as advances to the public and general government are recognised in loans and other receivables. Loans and other receivables are valued at amortised cost less impairment losses.

#### Financial assets available for sale

The category of financial assets available for sale includes financial assets that have not been included in the above-mentioned financial asset categories. These assets mainly consist of debt securities and equity investments.

Financial assets available for sale is valued at their fair value. Equity instruments that do not have a quoted price in the active markets and whose fair value cannot be reliably determined



have still been valued to their acquisition cost or acquisition cost less impairment.

The changes in the fair values of financial assets available for sale adjusted by deferred taxes are recognised in other items of comprehensive income and presented in the fair value reserve, which belongs to equity. Exchange rate profits and losses derived from items in foreign currency denominations are not recognised in the fair value reserve, but directly in the result. Changes in value accrued in the fair value reserve are transferred from equity as adjustments resulting from changes in classification as an item to be valued through profit or loss to net gains on investments on the balance sheet, when the investment is sold or when its value has decreased to the extent that the investment must be recognised as an impairment loss.

#### **Other financial liabilities**

Liabilities to credit institutions, liabilities to the public and general government as well as debt securities issued to the public are recognised in other financial liabilities. Excluding any derivative contracts, other financial liabilities are recognised on the balance sheet under acquisition costs using amortisation based on the effective interest method.

#### **Netting of financial assets and liabilities**

Financial assets have not been netted in the consolidated financial statements.

### **DETERMINING THE FAIR VALUE**

Fair value is the price that could be received for the sale of an asset or that could be paid for assuming a debt between market parties in a common transaction occurring on the valuation date.

The fair value of a financial instrument is determined either utilising price quotes obtained from active markets or, if active markets do not exist, utilising a established valuation method. Markets are considered to be active if price quotes are easily and regularly available and if they reflect real and regularly reoccurring market transactions between parties that are independent of each other. The current bid price is used as the quoted market price of financial assets.

If there is an established valuation method in the markets for financial instruments for which a market price cannot be directly acquired, the fair value is based on the generally used calculation

model of market price and on the input quotes used by the model.

If the valuation method is not well-established in the markets, a specific generally used valuation model for the product in question is used to determine the market value. Valuation models are based on generally utilised calculation methods and they cover all factors that parties in the markets would take into consideration when calculating prices. When determining the fair value, the utilised aspects are the prices of market transactions, discounted cash flows and the fair value at the time of financial statements of another, essentially similar instrument. The valuation methods take into account credit risk assessments, used discount rates, the possibility of prepayments and other factors that impact the valuation of the financial instrument's fair value.

The fair values of financial instruments are divided in three hierarchies according to how the fair value is determined:

**Level 1:** Fair values quoted in active markets for identical assets or liabilities.

**Level 2:** Fair values that have been determined by the use of input information other than quoted Level 1 prices that are verifiable for assets or liabilities either directly (e.g. as prices) or indirectly (e.g. derived from prices).

**Level 3:** Fair values that have been determined for assets or liabilities using inputs that are not essentially based on verifiable market prices.

The hierarchy levels of fair values are determined based on the lowest level of input that is significant for the investment item. The significance of an input is assessed against the item valued at fair value in its entirety. Transfers between fair value hierarchy levels are determined to have occurred on the date when the event or change in circumstances occurred.

### **DERIVATIVES AND HEDGE ACCOUNTING**

Derivative contracts are valued at fair value in the financial statements and changes in value are recognised through profit or loss or in other items of comprehensive income.

The Group uses both the fair value hedging and cash flow hedging in its accounting. The subject of fair value hedging is fixed-rate borrowing and the subject of cash flow hedging are the future interest payments of variable-rate lending. The Group applies the "carve out" model of IAS 39 Hedge Accounting, that enables

the combining of derivatives or their parts and using them as hedge instruments.

Derivatives are not created for the purpose of trading. The connection between hedging derivatives and instruments to be hedged (hedge relationship) and the effectiveness of hedging has been documented.

#### **FAIR VALUE HEDGE**

The change in the fair value of derivatives that hedge the fair value is recognised in the financial statements under "Net income from trading". When hedging the fair value, also the subject of hedging is valued at the fair value during the hedging, although it would otherwise be valued at amortisation. The change in the fair value of the hedged item is recognised on the balance sheet as an adjustment of that particular balance sheet item and on the income statement under "Net income from trading". The interests on hedge derivatives are listed as interest expense adjustments.

#### **CASH FLOW HEDGE**

The effective portion of the change in the value of derivatives that hedge the cash flow is recognised in the fair value reserve in equity through other items in the comprehensive income statement. The ineffective portion of the change in fair value is recognised directly under "Net income from trading" on the income statement. The change in the time value of money of interest options, used as hedge instruments, is also recognised under "Net income from trading", because time value is not a part of the hedging instrument. Interest on hedging derivatives is included in interest income or expenses.

The change of value due to the valuation of hedging derivatives accrued in the fair value reserve is recognised in the result as adjustment in hedged cash flow as and when the hedged cash flow is entered as income. In cash flow hedging, the hedged subject is not valued at fair value.

At the end of the year, Oma Säästöpankki does not use cash flow hedging.

#### **STOCK DERIVATIVES**

Stock derivatives are used to hedge deposits, whose yield is tied to changes in stock value. The premium paid on stock derivatives as well as changes in its fair value are recognised on the balance sheet under Derivative contracts.

#### **IMPAIRMENT OF FINANCIAL ASSETS**

The impairment of other financial assets than those valued at fair value through profit or loss is recognised on the income statement if there is objective evidence of the impairment of financial assets. The objective evidence is evaluated at the end of each reporting period.

#### **LOANS AND OTHER RECEIVABLES**

The impairment of loans and other receivables is assessed primarily by receivable and secondarily by receivable category. The need for impairment is observed by receivable based on objective evidence. Additionally, significant receivables (large customer obligations) are assessed individually regardless of whether they meet the criteria for objective evidence. In addition to an individual review, the bank evaluates indications of impairment by receivable category. Evaluation by category also takes into account those items on which impairment is not recognised based on individual review.

Impairment on loans and other receivables is recognised in impairment losses when there has been objective evidence that there will be no payments on the principal or the interest of the loan or when the other receivable and the collateral on the receivable is not sufficient to cover for its amount. Examples of objective evidence for impairment of a receivable are the debtor's financial difficulties, violation of contractual stipulations (such as delaying or not paying an instalment), debtor's bankruptcy or another similar arrangement or a concession that the bank would otherwise not consider but extends to the debtor in such circumstances.

The amount of impairment loss is determined as the difference between the bookkeeping value of the receivable and the estimated current value of future cash flows accrued from the receivable, taking the collateral's fair value into account. When recognising impairment, the collateral is valued to the amount that could be expected to be recovered at the time of realisation. The original effective interest rate of the receivable is used as the discounted rate of interest.

Impairment losses on loans and other receivables are recognised on the balance sheet using a deduction account that adjusts the bookkeeping value of the receivable.

Loans and other receivables are classified in categories for which, the need for impairment losses has been evaluated by category. The

categories for receivables are classified based on similar credit risk characteristics in order to evaluate the category-specific need for impairment of those receivables, for which receivable-specific reasons for impairment have not been identified.

Loans and other receivables are removed from the balance sheet when it is expected that payment on the loans will no longer be received and the final loss can be calculated. The previously recognised impairment is reversed at the same time the item is removed from the balance sheet and the final credit loss is recognised.

### INVESTMENTS HELD TO MATURITY

If there is objective evidence on the day of reporting that the value of debt securities classified as investments held to maturity may have decreased, an impairment review is performed on the debt security. The amount of impairment loss is determined as the difference between the acquisition cost and the current value of future cash flows accrued from the receivable. The original effective interest rate of the receivable is used as the discounted rate of interest. The realised impairment is recognised through profit or loss under "Net income from investment activities".

### FINANCIAL ASSETS AVAILABLE FOR SALE

If there is objective evidence on the day of reporting that the value of a security classified as a financial asset available of sale may have decreased, an impairment test is performed on the security. If the review reveals that the value has decreased, the impairment loss accumulated in the fair value reserve is recognised through profit or loss under "Net income from investment activities".

Examples of objective evidence for impairment of a receivable are the issuer's or debtor's financial difficulties, violation of contractual stipulations, debtor's bankruptcy or another similar arrangement or unfavourable changes in the issuer's or debtor's operating environment.

As impairment loss on equity investment, the difference between acquisition cost and fair value is recognised on the date of reporting, less impairment losses on the financial asset in question, recognised previously through profit or loss. Impairment losses that are recognised through profit or loss and that relate to an investment made in an equity instrument classified

as available for sale are not reversed through profit or loss but a later change in value is recognised through other items in the comprehensive income statement in the fair value reserve.

A decrease in the fair value of equity investment is significant when it is over 15 per cent lower than the instrument's acquisition cost and it is of long-term nature when the impairment has continued over 12 consecutive months and the impairment is at least 15 per cent of the acquisition cost.

For debt securities and debt financial instruments available for sale, the amount of impairment loss is determined as the difference between the bookkeeping value of the receivable and the estimated current value of future cash flows accrued on the receivable. The reversal of impairment loss on debt securities is recognised through profit or loss. A decrease in fair value, resulting solely from the increase of risk-free market interest rate, does not create a need to recognise impairment losses.

### INTANGIBLE ASSETS

The most significant intangible assets in the consolidated financial statements are the information systems used in the banking operations and customer relationships related to deposits that were transferred to the Group when the banking operations of Joroisten Osuuspankki and Pyhäselän Paikallisosuuspankki were combined to Oma Säästöpankki Oyj's balance sheet as of October 1, 2015. The information systems are mainly produced by Oy Samlink Ab, which is a collaboration partner of the bank.

Intangible assets are recognised on the balance sheet if it is likely that the expected financial benefit derived from the asset benefits the Group and the acquisition cost of the asset can be reliably determined.

The initial valuation is done at the acquisition cost that comprises the purchase price including all expenses that are direct results of preparing the asset item for its intended purpose. Expenses related to the use of the asset and the training of personnel are not included in the acquisition cost, nor are administrative expenses or other mutual general expenses. After the initial recognition, the intangible asset is recognised in the acquisition cost less depreciation and impairment.

Intangible assets are recognised on the balance sheet under "Intangible assets" and any depreciation is recognised on the income statement under "Depreciation and impairment

losses on tangible and intangible assets".

The acquisition cost of intangible assets is recognised as depreciation in accordance with the of the financial retention period of the assets. Depreciations of intangible assets are commenced at the moment when the asset is ready for use. The financial useful life of intangible assets is reviewed annually.

The estimated financial useful lives are as follows:

|  |           |
|--|-----------|
| Information systems                        | 3–5 years |
| Customer relationships related to deposits | 6 years   |
| Other intangible assets                    | 3–5 years |

Goodwill arising from the combination of business operations is recognised in the amount by which the combined amount of transferred compensation, non-controlling interest in the acquired item and the previously owned share exceed the fair value of the acquired net assets.

No depreciation is recognised in goodwill, but it is tested in case of impairment annually and whenever there is any indication that the value may have decreased. For this purpose, goodwill is allocated on units that produce cash flow. Goodwill is valued in the initial acquisition value less impairment.

## TANGIBLE ASSETS AND INVESTMENT PROPERTIES

Based on the purpose of use, the Group's properties are divided into properties in own use and investment properties. The purpose of investment properties is to produce rental income or increases in capital value. If a property is both in own and investment use, the assets are presented separately only if they can be sold separately. In these cases, the division is based on the ratio of square feet in different uses.

If these parts could be sold separately, they are processed separately in bookkeeping by the purpose of use. If the parts cannot be sold separately, the property is treated as an investment property only if merely a small portion of the property is in own or personnel's use. The review is based on the ratio of the square feet of the premises that are used for different purposes. If the parts cannot be sold separately, the premises are classified as per the purpose of use of the larger area in use.

Property, plant and equipment are recognised on the balance sheet under "Tangible assets" and investment properties are recognised under

"Investment assets". On the income statement, income related to properties in own use is recognised under "Other operating income" and the related expenses are recognised under "Other operating expenses". Depreciation and impairment losses from all property, plant and equipment are recognised under "Depreciation and impairment losses from tangible and intangible assets". Net income from investment properties, including all entered depreciations and impairment, are included in "Net income from investment activities". Gains or losses arising from disposal or retirement are recognised as a difference between received income and balance sheet value.

Property, plant and equipment as well as investment properties are valued at acquisition cost less depreciation and impairment. Depreciations are based on estimates on the assets' financial useful lives. Depreciations are not performed for land. Asset-related expenses that arise after the initial acquisition are capitalised at the asset's bookkeeping value only if it is likely that the asset helps to accumulate bigger financial benefit than initially estimated or if its financial useful life is extended.

The estimated financial useful lives are primarily as follows:

|                        |             |
|------------------------|-------------|
| Buildings              | 10–40 years |
| Machines and equipment | 5–8 years   |
| Other tangible assets  | 3–10 years  |

## RENTAL AGREEMENTS

The Group acts as a lessor using a different rental agreement in compliance with IAS 17 Leases standard for the apartment and business units it owns. Rental income is recognised as equal instalments on the income statement under "Net income from investment activities" or "Other operating income".

The Group acts as a lessee using a different rental agreement in compliance with IAS 17 Leases standard for the premises and IT equipment used in business operations. For the duration of the rental agreement, rental expenses are recognised in equal instalments on the income statement under "Other operating expenses".

## PROVISIONS

Provisions are recognised when the Group has a legal or an actual obligation resulting from a previous event, the fulfilment of the obligation is likely and the management team can evaluate

the amount of the obligation in a reliable manner. If it is certain that partial compensation for the obligation will be received from a third party, the compensation is recognised as a separate item. Provisions are reviewed annually on the date of reporting and adjusted if necessary. Provisions are valued at the current value of the amount that is expected in order to fulfil the obligation.

## EMPLOYEE BENEFITS

The Group's employee benefits as per the IAS 19 Employee Benefits standard comprise short-term employee benefits, benefits related to the termination of employment and benefits after the employment has been terminated.

Short-term employee benefits are, for example, salaries and benefits in kind, annual holidays, performance rewards and additional insurance that are expected to be paid in full within 12 months from the end of the accounting period during which the employees perform the work in question.

Benefits based on the termination of employment comprise severance payments.

Pension plans related to benefits after the employment has been terminated are classified as defined benefit plans and defined contribution plans. Defined benefit plans are, for the most part, agreements that include additional pension schemes.

In terms of defined contribution plans, the Group makes fixed pension insurance payments to pension insurance companies and there is no legal or actual obligation to make additional payments if the pension insurance company is unable to make payments on such benefits. Expenses are recognised as expenses during the relevant accounting period.

In terms of defined benefit plans, the Group has obligations after making payments during the accounting period. For defined benefit plans, liability is presented as the current value of obligations resulting from the plans on the date of reporting less the fair value of funds in the plans. The Group uses an external actuary to define the obligations resulting from benefits after employment has been terminated.

## ENTRY PRINCIPLES

### Interest income and expenses

Interest income and expenses are amortised using the effective rate method for the duration

of the contract. Interest income and expenses are recognised on the income statement under "Net interest income".

When impairment losses have been recognised on an agreement included in financial assets, the original effective rate is used to calculate interest income and the interest is calculated on the loan balance less impairment.

### Fee and commission income and expenses

Fee and commission income and expenses are primarily recognised in accordance with the accrual basis when the service or procedure is performed. For fees and commissions spanning several years, the portion related to the accounting period is entered. Fees and commissions that are considered to be a fixed part of the financial instrument's effective rate are treated as adjustments of the effective rate. However, financial instrument related fees and commissions recognised at fair value through profit or loss are entered at the same time with the initial recognition of the instrument.

### Net gains on investments

The following are recognised in net gains from investments: gains and losses from sales, valuation gains and losses, dividend income from financial instruments recognised at fair value through profit and loss, net income from financial assets available for sale and net income from investment properties. Dividend income has been recognised when an entitlement to dividend exists.

Additionally, net income from currency exchanges as well as net income from fair value hedge accounting are recognised under the same item.

## INCOME TAXES

Result-based taxes of the accounting period for companies in the Group, adjustments to taxes for previous accounting periods and changes in deferred taxes are recognised in the Group's income statement. Taxes are recognised on the income statement except for items that are directly related to equity or other items recognised in the comprehensive income statement. In these cases, the tax is also recognised under these items. Income taxes are recognised based on the estimated taxable income for the year.

Deferred taxes are calculated on the taxable temporary and deductible differences between bookkeeping and taxation. Deferred tax assets

are recognised up to the amount for which there is likely to be future taxable income, against which the temporary difference can be applied. Deferred tax assets based on unused losses verified in taxation are recognised if the accumulation of taxable income is likely and the asset can be utilised.

## OPERATING SEGMENTS

Oma Säästöpankki's banking operations form a segment as per the definition in the IFRS 8 Operating Segments standard. Based on the bank's business model and the nature of operations, the entire Group is treated as a reportable segment. The Board of Directors is the bank's highest decision-maker.

The most significant items of income in banking operations are net interest income, fee and commission income and income from investment activities. The most significant expenses are administrative expenses and other operating expenses. The bank's customer base consists of a large number of customers, and the amount of particular customer entity does not exceed 10 per cent of the Group's total return. The bank performs operations only in the area of Finland.

## ACCOUNTING PRINCIPLES FOR THE FINANCIAL STATEMENTS REQUIRING MANAGEMENT'S DISCRETION AND FACTORS OF UNCERTAINTY RELATED TO ESTIMATES

Preparing financial statements in compliance with the IFRS standards requires the Group's management to make certain estimates and assumptions that impact the amounts of items presented in the financial statements and the information included in the accompanying notes. The essential estimates by the management team relate to the future and the material factors of uncertainty in terms of the date of reporting. They are closely related to, for example, the determination of fair value and the impairment of financial assets, loans and other receivables as well as tangible and intangible assets. Even though the estimates are based on management's best current perception, it is possible that the results deviate from the estimates used in the financial statements.

### Impairment of financial assets

The management team regularly evaluates the objective evidence related to the impairment of

financial assets and, when necessary, recognizes the impairment of financial assets. Additionally, by the end of each reporting period, the management team also evaluates the impairment of assets other than the financial assets.

The management team regularly evaluates whether objective evidence exists for the impairment of loans and receivables. Based on these evaluations, the Group impairs loans and receivables and reverses impairment based on certain criteria. The principles are described in paragraph Impairment of financial assets.

The Group evaluates impairment of financial assets at other than fair value through profit or loss by the end of each reporting period. For equity based instruments, the management team evaluates when the impairment is considered to be significant or long-term. The principles are described in paragraph Impairment of financial assets.

### Evaluation of fair value

The management team's discretion is also used in cases where the fair value of a financial instrument is determined through valuation methods. If no verifiable market inputs exist on which the used valuation methods can be based, the management team has to assess which other inputs to use to determine fair value. The principles used to determine the fair value are described in more detail in paragraph Determining the fair value.

The management team decides when it considers the markets of financial instruments to be inactive. Additionally, it must be evaluated whether a single financial instrument is the object of active trading and whether the price information received from the market is a reliable indicator of the fair value of the financial instrument.

### Impairment of tangible and intangible assets

At the close of all financial statements, the management team makes an assessment on the impairment of intangible and tangible assets. The impairment testing of intangible and tangible assets requires management discretion and an assessment on the monetary amount that an asset will accrue in the future, the asset's financial useful life and the discount rate to be used.

### Combining business operations

The management team's discretion and assessments are used in the determination of the

fair values of the received assets for transferred shares and of liabilities at the time when business operations were combined.

#### **Assessment of controlling authority and significant influence on investment items**

The management team's discretion and assessments are needed in the definition of controlling authority in terms of companies that belong to the Group and in which the Group owns over 50% of voting rights or over 20% of shares with full voting rights. In these cases, the issues under consideration are the actual controlling authority or significant influence and whether there are factors that decrease or increase the Group's actual controlling authority.

Oma Säästöpankki owns 49.75% of SAV-Rahoitus Oyj's shares. The bank has been deemed to be the controlling authority of the company on the basis of a shareholder agreement after which the company has been included in the consolidated financial statements as a subsidiary.

Oma Säästöpankki owns 21.9% of the shares of Nooa Säästöpankki. However, the bank is not considered to have significant influence in this company because the bank does not have representation in the company's Board of Directors and the bank cannot significantly influence the company in any other way either. Thus, the shares of Nooa Säästöpankki are classified in the category called "Financial assets available for sale".

#### **NEW IFRS STANDARDS AND INTERPRETATIONS NOT YET IN EFFECT**

Oma Säästöpankki has not yet applied the following new or updated standards and interpretations that have already been published by IASB. The Group will adopt them as of the effective date of each standard and interpretation or, if the effective date is other than the first day of the accounting period, from the beginning of the accounting period following the effective date.

#### **The new IFRS 9 Financial instruments standard (must be complied with as of January 1, 2018 or for accounting periods beginning thereafter)**

IFRS 9 *Financial instruments* standard must be complied with as of January 1, 2018 or for accounting periods starting thereafter and it will replace the IAS 39 *Financial instruments* standard. The impacts of the IFRS 9 standard on existing accounting policies and the bank's financial

standing (initial numerical changes) as well as the initial bridge calculation are presented in note K37.

#### **The new IFRS 15 Revenue from Contracts with Customers (must be complied with as of January 1, 2018 or for accounting periods beginning thereafter)**

IFRS 15 creates a comprehensive framework to determine whether sales income, how much and when, can be entered. IFRS 15 will replace the existing rules on revenue recognition, for example, IAS 18 Revenue, IAS 11 Construction Contracts and IFRIC 13 Customer Loyalty Programmes. As per IFRS 15, an entity must recognise sales income as a monetary amount that reflects the compensation that the entity expects to be entitled to in terms of the goods and services in question. Oma Säästöpankki has not identified any significant variable compensations or significant entitlements that should be treated as separate performance obligations. The standard is not expected to have material impact on the Group's income statement or financial standing.

#### **The new IFRS 16 Leases (must be complied with as of January 1, 2019 or for accounting periods beginning thereafter)**

The standard replaces the IAS 17 standard. In accordance with IFRS 16, the current classification in terms of lessees under operational leasing or financial leasing will be replaced with a model where all assets and liabilities included in leasing contracts exceeding 12 months are recognised on the balance sheet as a right to use the asset and as a related lease liability. The Group is still evaluating the impacts of the standard.

The Group estimates that the other new or updated IFRS standards or IFRIC interpretations will not have a material impact on the Group's result, financial standing or information.

Other published changes in standards and interpretations have no significant impact on the bank's consolidated financial statements.

### K3 CATEGORISATION OF FINANCIAL ASSETS AND LIABILITIES

| Assets December 31, 2017 (1,000 euros)                  | Loans and receivables | To be held to maturity | Recognised at fair value through profit or loss | Hedging derivatives | Available for sale | Other than financial assets | Book-keeping value, total | Fair value       |
|---|-----------------------|------------------------|---|---------------------|--------------------|-----------------------------|---------------------------|------------------|
| Cash and cash equivalents                               | 265,265               | -                      | -   | -                   | -                  | -                           | 265,265                   | 265,265          |
| Assets recognised at fair value through profit and loss | -                     | -                      | 332   | -                   | -                  | -                           | 332                       | 332              |
| Loans and advances to credit institutions               | 73,847                | -                      | -   | -                   | -                  | -                           | 73,847                    | 73,847           |
| Loans and advances to customers                         | 2,137,868             | -                      | -   | -                   | -                  | -                           | 2,137,868                 | 2,137,868        |
| Financial derivatives                                   | -                     | -                      | -   | 1,676               | -                  | -                           | 1,676                     | 1,676            |
| Investment assets                                       | -                     | 1,989                  | -   | -                   | 192,263            | -                           | 194,252                   | 195,664          |
| Debt securities   | -                     | 1,989                  | -   | -                   | 150,647            | -                           | 152,636                   | 152,636          |
| Shares and other equity                                 | -                     | -                      | -   | -                   | 33,380             | -                           | 33,380                    | 33,380           |
| Investment properties                                   | -                     | -                      | -   | -                   | 8,236              | -                           | 8,236                     | 9,648            |
| Intangible assets                                       | -                     | -                      | -   | -                   | -                  | 6,515                       | 6,515                     | 6,515            |
| Income tax assets                                       | -                     | -                      | -   | -                   | -                  | -112                        | -112                      | -112             |
| Deferred tax assets                                     | -                     | -                      | -   | -                   | -                  | 1,240                       | 1,240                     | 1,240            |
| Other assets  | -                     | -                      | -   | -                   | -                  | 45,684                      | 45,684                    | 45,684           |
| <b>Total financial assets</b>                           | <b>2,476,980</b>      | <b>1,988</b>           | <b>332</b>                                      | <b>1,676</b>        | <b>192,066</b>     | <b>53,327</b>               | <b>2,726,567</b>          | <b>2,727,979</b> |
| <b>Liabilities December 31, 2017 (1,000 euros)</b>      |                       |                        |   |                     |                    |                             |                           |                  |
| Liabilities to credit institutions                      | -                     | -                      | -   | -                   | 35,993             | -                           | 35,993                    | 35,993           |
| Liabilities to the public and general government        | -                     | -                      | -   | -                   | 1,639,304          | -                           | 1,639,304                 | 1,639,304        |
| Financial derivatives                                   | -                     | -                      | -   | 2,222               | -                  | -                           | 2,222                     | 2,222            |
| Debt securities issued to the public                    | -                     | -                      | -   | -                   | 736,961            | -                           | 736,961                   | 736,961          |
| Subordinated liabilities                                | -                     | -                      | -   | -                   | 28,000             | -                           | 28,000                    | 28,000           |
| Provisions  | -                     | -                      | -   | -                   | -                  | 313                         | 313                       | 313              |
| Income tax liabilities                                  | -                     | -                      | -   | -                   | -                  | 1,441                       | 1,441                     | 1,441            |
| Deferred tax liabilities                                | -                     | -                      | -   | -                   | -                  | 19,119                      | 19,119                    | 19,119           |
| Other liabilities                                       | -                     | -                      | -   | -                   | -                  | 21,730                      | 21,730                    | 21,730           |
| <b>Total financial liabilities</b>                      |                       |                        |   | <b>2,222</b>        | <b>2,440,258</b>   | <b>42,603</b>               | <b>2,485,083</b>          | <b>2,485,083</b> |



|   | Loans and receivables | To be held to maturity | Recognised at fair value through profit or loss | Hedging derivatives | Available for sale | Other than financial assets | Book-keeping value, total | Fair value       |
|---|-----------------------|------------------------|---|---------------------|--------------------|-----------------------------|---------------------------|------------------|
| <b>Assets December 31, 2016 (1,000 euros)</b>           |                       |                        |   |                     |                    |                             |                           |                  |
| Cash and cash equivalents                               | 7,728                 | -                      | -   | -                   | -                  | -                           | 7,728                     | 7,728            |
| Assets recognised at fair value through profit and loss | -                     | -                      | 576   | -                   | -                  | -                           | 576                       | 576              |
| Loans and advances to credit institutions               | 61,958                | -                      | -   | -                   | -                  | -                           | 61,958                    | 61,958           |
| Loans and advances to customers                         | 1,785,417             | -                      | -   | -                   | -                  | -                           | 1,785,417                 | 1,785,417        |
| Financial derivatives                                   | -                     | -                      | -   | 2,630               | -                  | -                           | 2,630                     | 2,630            |
| Investment assets                                       | -                     | 1,988                  | -   | -                   | 246,054            | 9,327                       | 257,369                   | 259,712          |
| Debt securities   | -                     | 1,988                  | -   | -                   | 148,549            | -                           | 150,537                   | 150,537          |
| Shares and other equity                                 | -                     | -                      | -   | -                   | 97,505             | -                           | 97,505                    | 97,505           |
| Investment properties                                   | -                     | -                      | -   | -                   | -                  | 9,327                       | 9,327                     | 10,900           |
| Intangible assets                                       | -                     | -                      | -   | -                   | -                  | 4,315                       | 4,315                     | 4,315            |
| Income tax assets                                       | -                     | -                      | -   | -                   | -                  | -112                        | -112                      | -112             |
| Deferred tax assets                                     | -                     | -                      | -   | -                   | -                  | 1,347                       | 1,347                     | 1,347            |
| Other assets  | -                     | -                      | -   | -                   | -                  | 29,540                      | 29,540                    | 29,540           |
| <b>Total financial assets</b>                           | <b>1,855,103</b>      | <b>1,988</b>           | <b>576</b>                                      | <b>2,630</b>        | <b>246,054</b>     | <b>44,417</b>               | <b>2,150,768</b>          | <b>2,153,111</b> |
| <b>Liabilities December 31, 2016 (1,000 euros)</b>      |                       |                        |   |                     |                    |                             |                           |                  |
| Liabilities to credit institutions                      | -                     | -                      | -   | -                   | 34,257             | -                           | 34,257                    | 34,257           |
| Liabilities to the public and general government        | -                     | -                      | -   | -                   | 1,480,006          | 2,822                       | 1,482,828                 | 1,482,828        |
| Financial derivatives                                   | -                     | -                      | -   | -                   | -                  | -                           | -                         | -                |
| Debt securities issued to the public                    | -                     | -                      | -   | -                   | 353,050            | -                           | 353,050                   | 353,050          |
| Subordinated liabilities                                | -                     | -                      | -   | -                   | 17,600             | -                           | 17,600                    | 17,600           |
| Provisions  | -                     | -                      | -   | -                   | -                  | 667                         | 667                       | 667              |
| Income tax liabilities                                  | -                     | -                      | -   | -                   | -                  | -                           | -                         | -                |
| Deferred tax liabilities                                | -                     | -                      | -   | -                   | -                  | 17,339                      | 17,339                    | 17,339           |
| Other liabilities                                       | -                     | -                      | -   | -                   | -                  | 23,956                      | 23,956                    | 23,956           |
| <b>Total financial liabilities</b>                      | <b>-</b>              | <b>-</b>               | <b>-</b>  | <b>-</b>            | <b>1,884,913</b>   | <b>44,784</b>               | <b>1,929,697</b>          | <b>1,929,697</b> |

#### K4 CASH AND CASH EQUIVALENTS

| <b>(1,000 euros)</b>                   | <b>December 31,<br/>2017</b> | <b>December 31,<br/>2016</b> |
|--|------------------------------|------------------------------|
| Cash in hand                           | 7,131                        | 7,728                        |
| Current account in the Bank of Finland | 258,134                      | -                            |
| <b>Cash in hand, total</b>             | <b>265,265</b>               | <b>7,728</b>                 |

## K5 LOANS AND OTHER RECEIVABLES

| (1,000 euros)   | December 31,<br>2017 | December 31,<br>2016 |
|---|----------------------|----------------------|
| <b>Loans and advances to credit institutions</b>        |                      |                      |
| Deposits  | 73,847               | 61,958               |
| <b>Loans and advances to credit institutions, total</b> | <b>73,847</b>        | <b>61,958</b>        |
| <b>Loans and advances to customers</b>                  |                      |                      |
| Loans   | 2,078,443            | 1,728,683            |
| Used overdraft facilities                               | 37,425               | 37,885               |
| Loans intermediated through the state's assets          | 507                  | 770                  |
| Credit cards  | 21,457               | 18,041               |
| Bank guarantee receivables                              | 36                   | 38                   |
| <b>Loans and advances to customers</b>                  | <b>2,137,868</b>     | <b>1,785,417</b>     |
| <b>Total loans and other receivables</b>                | <b>2,211,715</b>     | <b>1,847,375</b>     |

| Impairment losses on loans and other receivables             | 2017         | 2016         |
|--|--------------|--------------|
| <b>Impairment losses January 1</b>                           | <b>8,334</b> | <b>6,411</b> |
| + Increases to impairment losses                             | 2,620        | 3,657        |
| - Reversals of impairment losses                             | -2,157       | -2,764       |
| +/- Change in receivable category specific impairment losses | -76          | 1,030        |
| <b>Impairment December 31</b>                                | <b>8,720</b> | <b>8,334</b> |
| - Final credit losses  | 2,213        | 2,247        |
| <b>Credit losses December 31</b>                             | <b>2,213</b> | <b>2,247</b> |

## K6 FINANCIAL DERIVATIVES

| (1,000 euros)                     | December 31,<br>2017 | December 31,<br>2016 |
|-----------------------------------|----------------------|----------------------|
| <b>Assets</b>                     |                      |                      |
| <b>Hedging derivatives</b>        | 1,676                | 2,630                |
| Hedging fair value                | 1,470                | 2,630                |
| Interest rate derivatives         | 1,470                | 2,503                |
| Stock and stock index derivatives | 206                  | 127                  |
| Cash flow hedge                   | -                    | -                    |
| <b>Total derivative assets</b>    | <b>1,676</b>         | <b>2,630</b>         |

### Nominal values of underlying assets and fair values of derivatives December 31, 2017

|  | Residual maturity   |                |              | Fair values    |              |              |
|--|---------------------|----------------|--------------|----------------|--------------|--------------|
|  | Less than 1<br>year | 1-5 years      | Over 5 years | Total          | Assets       | Liabilities  |
| Fair value hedge                         | 15,000              | 270,000        | -            | 285,000        | 1,470        | 2,222        |
| Interest rate derivatives                | 15,000              | 270,000        | -            | 285,000        | 1,470        | 2,222        |
| Purchased option contracts               | -                   | -              | -            | -              | -            | -            |
| Interest rate swaps                      | 15,000              | 270,000        | -            | 285,000        | 1,470        | 2,222        |
| Equity derivatives and index derivatives | -                   | -              | -            | -              | -            | -            |
| Cash flow hedge                          | -                   | -              | -            | -              | -            | -            |
| Interest rate derivatives                | -                   | -              | -            | -              | -            | -            |
| Purchased option contracts               | -                   | -              | -            | -              | -            | -            |
| Interest rate swaps                      | -                   | -              | -            | -              | -            | -            |
| Other hedging derivatives                | 23,422              | 44,767         | -            | 68,189         | 206          | -            |
| Stock and stock index derivatives        | 23,422              | 44,767         | -            | 68,189         | 206          | -            |
| <b>Derivatives total</b>                 | <b>38,422</b>       | <b>314,767</b> | <b>-</b>     | <b>353,189</b> | <b>1,676</b> | <b>2,222</b> |

### Nominal values of underlying assets and fair values of derivatives December 31, 2016

|  | Residual maturity   |               |              | Fair values    |              |
|--|---------------------|---------------|--------------|----------------|--------------|
|  | Less than 1<br>year | 1-5 years     | Over 5 years | Total          | Assets       |
| Fair value hedge                         | 30,658              | 77,260        | -            | 107,918        | 2,630        |
| Interest rate derivatives                | 15,000              | 35,000        | -            | 50,000         | 2,620        |
| Purchased option contracts               | -                   | -             | -            | -              | -            |
| Interest rate swaps                      | 15,000              | 35,000        | -            | 50,000         | 2,620        |
| Equity derivatives and index derivatives | 15,658              | 42,260        | -            | 57,918         | 10           |
| Cash flow hedge                          | -                   | -             | -            | -              | -            |
| Interest rate derivatives                | -                   | -             | -            | -              | -            |
| Purchased option contracts               | -                   | -             | -            | -              | -            |
| Interest rate swaps                      | -                   | -             | -            | -              | -            |
| <b>Derivatives total</b>                 | <b>30,658</b>       | <b>77,260</b> | <b>-</b>     | <b>107,918</b> | <b>2,630</b> |

## K7 INVESTMENT ASSETS

| (1,000 euros)                                     | December 31,<br>2017 | December 31,<br>2016 |
|---|----------------------|----------------------|
| <b>Financial assets available for sale</b>        |                      |                      |
| Debt securities                                   | 150,647              | 148,649              |
| Shares and other equity                           | 33,380               | 97,405               |
| <b>Financial assets available for sale, total</b> | <b>184,027</b>       | <b>246,054</b>       |
| <b>Investments held to maturity</b>               |                      |                      |
| Debt securities                                   | 1,989                | 1,988                |
| <b>Investments held to maturity, total</b>        | <b>1,989</b>         | <b>1,988</b>         |
| Investment properties                             | 8,236                | 9,327                |
| <b>Total investment properties</b>                | <b>8,236</b>         | <b>9,327</b>         |
| <b>Total investment assets</b>                    | <b>194,253</b>       | <b>257,369</b>       |

The fair value of investment properties is evaluated at 9.6 million euros.

**Financial assets available for sale and investments held to maturity December 31, 2017 (1,000 euros)**

|                          | Available for sale, debt securities | Available for sale, and equity |                     |               | Held to maturity: investments | All total      |
|--------------------------|-------------------------------------|--------------------------------|---------------------|---------------|-------------------------------|----------------|
|                          | At fair value                       | At fair value                  | At acquisition cost | Total         | At amortisation               |                |
| <b>December 31, 2017</b> |                                     |                                |                     |               |                               |                |
| <b>Quoted</b>            |                                     |                                |                     |               |                               |                |
| general government       | 52,455                              | 13,147                         | -                   | 13,147        | -                             | 65,602         |
| From others              | 95,661                              | 11,891                         | -                   | 11,891        | 1,989                         | 109,541        |
| <b>Other than quoted</b> |                                     |                                |                     |               |                               |                |
| general government       | -                                   | -                              | -                   | -             | -                             | -              |
| From others              | 2,531                               | -                              | 8,342               | 8,342         | -                             | 10,873         |
| <b>Total</b>             | <b>150,647</b>                      | <b>25,038</b>                  | <b>8,342</b>        | <b>33,380</b> | <b>1,989</b>                  | <b>186,016</b> |

**Financial assets available for sale and investments held to maturity December 31, 2016 (1,000 euros)**

|                          | Available for sale, debt securities | Available for sale: shares and equity |                     |               | Held to maturity: investments | All total      |
|--------------------------|-------------------------------------|---------------------------------------|---------------------|---------------|-------------------------------|----------------|
|                          | At fair value                       | At fair value                         | At acquisition cost | Total         | At amortisation               |                |
| <b>December 31, 2016</b> |                                     |                                       |                     |               |                               |                |
| <b>Quoted</b>            |                                     |                                       |                     |               |                               |                |
| general government       | -                                   | -                                     | -                   | -             | 1,988                         | 1,988          |
| From others              | 143,871                             | 78,427                                | -                   | 78,427        | -                             | 222,298        |
| <b>Other than quoted</b> |                                     |                                       |                     |               |                               |                |
| general government       | -                                   | -                                     | -                   | -             | -                             | -              |
| From others              | 4,778                               | -                                     | 18,978              | 18,978        | -                             | 23,756         |
| <b>Total</b>             | <b>148,649</b>                      | <b>78,427</b>                         | <b>18,978</b>       | <b>97,405</b> | <b>1,988</b>                  | <b>248,042</b> |

**Impairment losses on financial assets available for sale**

|  | <b>Debt securities</b> | <b>Shares and other equity</b> | <b>Total</b> |
|--|------------------------|--------------------------------|--------------|
| <b>Impairment losses January 1, 2017</b>   | -                      | 1,366                          | 1,366        |
| + Increases to impairment losses           | -                      | 66                             | 66           |
| - Reversals of impairment losses           | -                      | -41                            | -41          |
| <b>Impairment losses December 31, 2017</b> | -                      | <b>1,391</b>                   | <b>1,391</b> |
|  | <b>Debt securities</b> | <b>Shares and other equity</b> | <b>Total</b> |
| <b>Impairment losses January 1, 2016</b>   | -                      | 1,333                          | 1,333        |
| + Increases to impairment losses           | -                      | 52                             | 52           |
| - Reversals of impairment losses           | -                      | -19                            | -19          |
| <b>Impairment losses December 31, 2016</b> | -                      | <b>1,366</b>                   | <b>1,366</b> |

| <b>Changes in investment properties</b>                            | <b>2017</b>   | <b>2016</b>   |
|--|---------------|---------------|
| <b>Acquisition cost January 1</b>                                  | 13,863        | 16,099        |
| + Increases  | 350           | 1,338         |
| - Decreases  | -542          | -303          |
| +/- Transfers  | -             | -3,271        |
| <b>Acquisition cost December 31</b>                                | <b>13,671</b> | <b>13,863</b> |
| <br>   |               |               |
| <b>Accrued depreciation, amortisation and impairment January 1</b> | -4,536        | -4,803        |
| +/- Accrued depreciation of decreases and transfers                | -42           | -             |
| - Depreciation   | -521          | -233          |
| - Impairment   | -             | -             |
| +/- Other changes  | -336          | 500           |
| <b>Accrued depreciation and impairment losses December 31</b>      | <b>-5,435</b> | <b>-4,536</b> |
| <br>   |               |               |
| <b>Bookkeeping value January 1</b>                                 | <b>9,327</b>  | <b>11,296</b> |
| <b>Bookkeeping value December 31</b>                               | <b>8,236</b>  | <b>9,327</b>  |



## K8 INTANGIBLE ASSETS

| <b>(1,000 euros)</b>                       | <b>December 31,<br/>2017</b> | <b>December 31,<br/>2016</b> |
|--|------------------------------|------------------------------|
| Other intangible rights                    | 4,766                        | 2,184                        |
| Information systems                        | 665                          | 808                          |
| Customer relationships related to deposits | 4,101                        | 1,376                        |
| Intangible assets in progress              | 727                          | 1,177                        |
| Other long-term expenses                   | 68                           | -                            |
| Goodwill                                   | 954                          | 954                          |
| <b>Total intangible assets</b>             | <b>6,515</b>                 | <b>4,315</b>                 |

| Changes in intangible assets 2017                             | Other long-term expenses | In progress: intangible assets | Others intangible rights | Goodwill   |
|---|--------------------------|--------------------------------|--------------------------|------------|
| <b>Acquisition cost January 1</b>                             | 1,978                    | 1,177                          | 3,045                    | 954        |
| + Increases   | -                        | -                              | 3,000                    | -          |
| +/- Transfers   | -                        | -450                           | -                        | -          |
| <b>Acquisition cost December 31</b>                           | <b>1,978</b>             | <b>727</b>                     | <b>6,045</b>             | <b>954</b> |
| <b>Accrued depreciation and impairment losses January 1</b>   | -1,909                   | -                              | -861                     | -          |
| +/- Accrued depreciation of decreases and transfers           | -                        | -                              | -                        | -          |
| - Depreciation  | -                        | -                              | -425                     | -          |
| - Impairment  | -                        | -                              | -                        | -          |
| +/- Other changes   | -                        | -                              | 6                        | -          |
| <b>Accrued depreciation and impairment losses December 31</b> | <b>-1,909</b>            | <b>-</b>                       | <b>-1,280</b>            | <b>-</b>   |
| <b>Bookkeeping value January 1</b>                            | <b>69</b>                | <b>1,177</b>                   | <b>2,184</b>             | <b>954</b> |
| <b>Bookkeeping value December 31</b>                          | <b>69</b>                | <b>727</b>                     | <b>4,765</b>             | <b>954</b> |

| Changes in intangible assets 2016                             | Other long-term expenses | In progress: intangible assets | Others intangible rights | Goodwill   |
|---|--------------------------|--------------------------------|--------------------------|------------|
| <b>Acquisition cost January 1</b>                             | -                        | <b>316</b>                     | <b>3,073</b>             | <b>454</b> |
| + Increases   | -                        | 861                            | 1,056                    | 500        |
| - Decreases   | -                        | -                              | -82                      | -          |
| +/- Transfers   | -                        | -                              | -1,002                   | -          |
| <b>Acquisition cost December 31</b>                           | <b>-</b>                 | <b>1,177</b>                   | <b>3,045</b>             | <b>954</b> |
| <b>Accrued depreciation and impairment losses January 1</b>   | -                        | -                              | <b>-410</b>              | -          |
| +/- Accrued depreciation of decreases and transfers           | -                        | -                              | 40                       | -          |
| - Depreciation  | -                        | -                              | -400                     | -          |
| - Impairment  | -                        | -                              | -                        | -          |
| +/- Other changes   | -                        | -                              | -91                      | -          |
| <b>Accrued depreciation and impairment losses December 31</b> | <b>-</b>                 | <b>-</b>                       | <b>-861</b>              | <b>-</b>   |
| <b>Bookkeeping value January 1</b>                            | <b>-</b>                 | <b>316</b>                     | <b>2,662</b>             | <b>454</b> |
| <b>Bookkeeping value December 31</b>                          | <b>-</b>                 | <b>1,177</b>                   | <b>2,184</b>             | <b>954</b> |

## K9 TANGIBLE ASSETS

| <b>(1,000 euros)</b>          | <b>December 31,<br/>2017</b> | <b>December 31,<br/>2016</b> |
|-------------------------------|------------------------------|------------------------------|
| Properties in own use         | 15,029                       | 15,058                       |
| Land and water                | 353                          | 391                          |
| Buildings                     | 14,676                       | 14,668                       |
| Machines and equipment        | 1,422                        | 1,368                        |
| Other tangible assets         | 287                          | 288                          |
| Acquisitions in progress      | 609                          | 682                          |
| <b>Tangible assets, total</b> | <b>17,348</b>                | <b>17,396</b>                |

Properties in own use

| Changes in tangible assets 2017                               | Land and water areas | Buildings     | Machinery and equipment | Other tangible assets |
|---|----------------------|---------------|-------------------------|-----------------------|
| <b>Acquisition cost January 1</b>                             | 408                  | 22,360        | 9,419                   | 288                   |
| + Increases   | -                    | 272           | 585                     | -                     |
| - Decreases   | -37                  | -78           | -76                     | -1                    |
| +/- Transfers   | -                    | 1,236         | -                       | -                     |
| <b>Acquisition cost December 31</b>                           | <b>371</b>           | <b>23,790</b> | <b>9,928</b>            | <b>287</b>            |
| <b>Accrued depreciation and impairment losses January 1</b>   | -18                  | -7,693        | -8,052                  | -                     |
| +/- Accrued depreciation of decreases and transfers           | -                    | 37            | 73                      | -                     |
| - Depreciation  | -                    | -1,401        | -527                    | -                     |
| - Impairment  | -                    | -57           | -                       | -                     |
| +/- Other changes   | -                    | -             | -                       | -                     |
| <b>Accrued depreciation and impairment losses December 31</b> | <b>-19</b>           | <b>-9,114</b> | <b>-8,506</b>           | <b>-</b>              |
| <b>Bookkeeping value January 1</b>                            | <b>402</b>           | <b>14,667</b> | <b>1,367</b>            | <b>288</b>            |
| <b>Bookkeeping value December 31</b>                          | <b>352</b>           | <b>14,676</b> | <b>1,422</b>            | <b>287</b>            |

Properties in own use

| Changes in tangible assets 2016                               | Land and water areas | Buildings     | Machinery and equipment | Other tangible assets |
|---|----------------------|---------------|-------------------------|-----------------------|
| <b>Acquisition cost January 1</b>                             | 419                  | 23,052        | 8,864                   | 273                   |
| + Increases   | -                    | -             | 526                     | 15                    |
| - Decreases   | -11                  | -692          | -2                      | -                     |
| +/- Transfers   | -                    | -             | 31                      | -                     |
| <b>Acquisition cost December 31</b>                           | <b>408</b>           | <b>22,360</b> | <b>9,419</b>            | <b>288</b>            |
| <b>Accrued depreciation and impairment losses January 1</b>   | -18                  | -8,050        | -7,517                  | -                     |
| +/- Accrued depreciation of decreases and transfers           | -                    | 483           | -                       | -                     |
| - Depreciation  | -                    | -416          | -535                    | -                     |
| - Impairment  | -                    | -             | -                       | -                     |
| +/- Other changes   | 1                    | 290           | -                       | -                     |
| <b>Accrued depreciation and impairment losses December 31</b> | <b>-17</b>           | <b>-7,693</b> | <b>-8,052</b>           | <b>-</b>              |
| <b>Bookkeeping value January 1</b>                            | <b>402</b>           | <b>15,003</b> | <b>1,347</b>            | <b>273</b>            |
| <b>Bookkeeping value December 31</b>                          | <b>391</b>           | <b>14,667</b> | <b>1,367</b>            | <b>288</b>            |

## K10 OTHER ASSETS

| <b>(1,000 euros)</b>             | <b>December 31,<br/>2017</b> | <b>December 31,<br/>2016</b> |
|----------------------------------|------------------------------|------------------------------|
| Receivables on payment transfers | 23                           | 34                           |
| Accrued income                   | 12,059                       | 11,642                       |
| Interest                         | 6,934                        | 6,824                        |
| Other advance payments           | 127                          | 72                           |
| Other accrued income             | 4,998                        | 4,746                        |
| Others                           | 16,254                       | 468                          |
| <b>Other funds, total</b>        | <b>28,337</b>                | <b>12,144</b>                |

The 'others' item includes receivables from sold shares held by the parent company, worth approx. 15.6 million euros (December 31, 2017).

## K11 TAX ASSETS AND LIABILITIES

| <b>(1,000 euros)</b>          | <b>December 31,<br/>2017</b> | <b>December 31,<br/>2016</b> |
|-------------------------------|------------------------------|------------------------------|
| <b>Tax assets</b>             |                              |                              |
| Income tax assets             | -112                         | -112                         |
| Deferred tax assets           | 1,240                        | 1,347                        |
| <b>Tax assets, total</b>      | <b>1,128</b>                 | <b>1,235</b>                 |
| <b>Tax liabilities</b>        |                              |                              |
| Income tax liabilities        | 1,441                        | -                            |
| Deferred tax liabilities      | 19,119                       | 17,339                       |
| <b>Tax liabilities, total</b> | <b>20,560</b>                | <b>17,339</b>                |

| <b>Deferred tax assets</b>          | <b>January 1,<br/>2017</b> | <b>Recognised<br/>through profit<br/>or loss</b> | <b>Recognised in<br/>other items of<br/>comprehensive<br/>income</b> | <b>December 31,<br/>2017</b> |
|-------------------------------------|----------------------------|--|--|------------------------------|
| Financial assets available for sale | 368                        | -319   | -  | 49                           |
| Cash flow hedge                     | 3                          | -3   | -  | -                            |
| On tangible assets                  | 190                        | 136  | -  | 326                          |
| On defined benefit pension plans    | 34                         | 87   | -  | 121                          |
| On impairment                       | 212                        | -83  | -  | 129                          |
| On confirmed losses                 | 480                        | 60   | -  | 540                          |
| On derivatives                      | 60                         | 15   | -  | 75                           |
| On other items                      | -                          | -  | -  | -                            |
| <b>Deferred tax assets, total</b>   | <b>1,347</b>               | <b>-156</b>                                      | <b>-</b>   | <b>1,240</b>                 |

| <b>Deferred tax liabilities</b>        | <b>January 1,<br/>2017</b> | <b>Recognised<br/>through profit<br/>or loss</b> | <b>Recognised in<br/>other items of<br/>comprehensive<br/>income</b> | <b>December 31,<br/>2017</b> |
|--|----------------------------|--|--|------------------------------|
| On taxable reserves                    | 14,609                     | 2,485  | -  | 17,094                       |
| Financial assets available for sale    | 2,345                      | -1,250   | -  | 1,095                        |
| Cash flow hedge                        | -                          | -  | -  | -                            |
| Intangible assets                      | -                          | -  | -  | -                            |
| On defined benefit pension plans       | -                          | -  | -  | -                            |
| On derivatives                         | -                          | -  | -  | -                            |
| On acquisition of businesses           | 385                        | 545  | -  | 930                          |
| On other items                         | -                          | -  | -  | -                            |
| <b>Deferred tax liabilities, total</b> | <b>17,339</b>              | <b>1,780</b>                                     | <b>-</b>   | <b>19,119</b>                |

| <b>Deferred tax assets</b>          | <b>January 1,<br/>2016</b> | <b>Recognised<br/>through<br/>profit or loss</b> | <b>Recognised in<br/>other items of<br/>comprehensive<br/>income</b> | <b>December 31,<br/>2016</b> |
|-------------------------------------|----------------------------|--|--|------------------------------|
| Financial assets available for sale | 410                        | -42  | -  | 368                          |
| Cash flow hedge                     | 49                         | -46  | -  | 3                            |
| On tangible assets                  | 540                        | -350   | -  | 190                          |
| On defined benefit pension plans    | 24                         | 10   | -  | 34                           |
| On impairment                       | 300                        | -88  | -  | 212                          |
| On confirmed losses                 | -                          | 480  | -  | 480                          |
| On derivatives                      | 93                         | -33  | -  | 60                           |
| On other items                      | -                          | -  | -  | -                            |
| <b>Deferred tax assets, total</b>   | <b>1,416</b>               | <b>-69</b>                                       | <b>-</b>   | <b>1,347</b>                 |

| <b>Deferred tax liabilities</b>        | <b>January 1,<br/>2016</b> | <b>Recognised<br/>through profit<br/>or loss</b> | <b>Recognised in<br/>other items of<br/>comprehensive<br/>income</b> | <b>December 31,<br/>2016</b> |
|--|----------------------------|--|--|------------------------------|
| On taxable reserves                    | 1,622                      | 1,987  | -  | 14,609                       |
| Financial assets available for sale    | 1,562                      | 783  | -  | 2,345                        |
| Cash flow hedge                        | -                          | -  | -  | -                            |
| Intangible assets                      | -                          | -  | -  | -                            |
| On defined benefit pension plans       | -                          | -  | -  | -                            |
| On derivatives                         | -                          | -  | -  | -                            |
| On acquisition of businesses           | 330                        | 55   | -  | 385                          |
| On other items                         | -                          | -  | -  | -                            |
| <b>Deferred tax liabilities, total</b> | <b>14,514</b>              | <b>2,825</b>                                     | <b>-</b>   | <b>17,339</b>                |



## K12 LIABILITIES TO THE PUBLIC AND GENERAL GOVERNMENT AND LIABILITIES TO CREDIT INSTITUTIONS

| <b>(1,000 euros)</b>  | <b>December 31,<br/>2017</b> | <b>December 31,<br/>2016</b> |
|---|------------------------------|------------------------------|
| Liabilities to credit institutions  | <b>35,993</b>                | <b>34,257</b>                |
| Repayable on demand   | 14,644                       | 12,317                       |
| Other than repayable on demand  | 21,349                       | 21,940                       |
| <b>Total liabilities to credit institutions</b>   | <b>35,993</b>                | <b>34,257</b>                |
| Liabilities to the public and general government  |                              |                              |
| Deposits  | <b>1,639,422</b>             | <b>1,479,278</b>             |
| Repayable on demand   | 1,420,786                    | 1,212,975                    |
| Others  | 218,636                      | 266,303                      |
| Other financial liabilities   | 479                          | 728                          |
| Repayable on demand   | -                            | -                            |
| Other than repayable on demand  | 479                          | 728                          |
| Changes in fair value in terms of borrowing   | -598                         | 2,822                        |
| <b>Liabilities to the public and general government, total</b>  | <b>1,639,304</b>             | <b>1,482,828</b>             |
| <b>Liabilities to the public and general government and liabilities to credit institutions, total</b> | <b>1,675,350</b>             | <b>1 517 085</b>             |

## K13 DEBT SECURITIES ISSUED TO THE PUBLIC

| (1,000 euros)                                     | December 31,<br>2017 | December 31,<br>2016 |
|---|----------------------|----------------------|
| Bonds   | 583,045              | 259,749              |
| Certificates of deposit                           | 153,916              | 93,301               |
| <b>Total debt securities issued to the public</b> | <b>736,961</b>       | <b>353,050</b>       |

| Maturity of bonds                      | Nominal value | Interest             | Year of issue | Due date             | Bookkeeping value |                |
|--|---------------|----------------------|---------------|----------------------|-------------------|----------------|
|  |               |                      |               |                      | 2017              | 2016           |
| Oma Säästöpankki Oyj<br>April 24, 2017 | 50,000        | 1.050% /<br>variable | 2014          | April 24,<br>2017    | -                 | 49,982         |
| Oma Säästöpankki Oyj<br>April 16, 2018 | 100,000       | 0.930% /<br>variable | 2015          | April 16,<br>2018    | 99,980            | 99,912         |
| Oma Sp Oyj<br>May 6, 2019              | 110,000       | 1.000% /<br>variable | 2016          | May 6,<br>2019       | 109,916           | 109,854        |
| Oma Sp Oyj<br>April 3, 2020            | 125,000       | 0.880% /<br>variable | 2017          | April 3,<br>2020     | 124,855           | -              |
| Oma Sp Oyj<br>December 12, 2022        | 250,000       | 0.125% /<br>variable | 2017          | December<br>12, 2022 | 248,294           | -              |
|  |               |                      |               |                      | <b>583,045</b>    | <b>259,749</b> |

Average nominal interest rate 0.639% (0.852%)

| Maturity of deposit certificates | less than<br>3 months | 3-6<br>months | 6-9<br>months | 9-12<br>months | Bookkeeping value,<br>total |
|----------------------------------|-----------------------|---------------|---------------|----------------|-----------------------------|
| <b>12/31/2017</b>                | 90,978                | 56,949        | 5,988         | -              | <b>153,916</b>              |
| <b>12/31/2016</b>                | 34,984                | 15,981        | 29,895        | 12,442         | <b>93,301</b>               |

## K14 SUBORDINATED LIABILITIES

| (1,000 euros)                          | December 31,<br>2017 | December 31,<br>2016 |
|--|----------------------|----------------------|
| Capital loans                          | 200                  | -                    |
| Debentures                             | 27,800               | 17,600               |
| <b>Subordinated liabilities, total</b> | <b>28,000</b>        | <b>17,600</b>        |

| Identifying details of liabilities   | December 31,<br>2017 | December 31,<br>2016 | Interest % | Due date         |
|--------------------------------------|----------------------|----------------------|------------|------------------|
| Savings Banks' debenture loan I/2012 | -                    | 2,000                | 2.85%      | May 7, 2017      |
| Savings Banks' debenture loan I/2013 | 2,800                | 5,600                | 2.35%      | May 15, 2018     |
| Oma Sp debenture loan I/2014         | 10,000               | 10,000               | 2.65%      | May 20, 2019     |
| Oma Sp debenture loan I/2017         | 15,000               | -                    | 1.25%      | February 1, 2023 |
|                                      | <b>27,800</b>        | <b>17,600</b>        |            |                  |

| Amount included in own funds | December 31,<br>2017 | December 31,<br>2016 |
|------------------------------|----------------------|----------------------|
| Oma Sp debenture loan I/2014 | 2,766                | 4,765                |
| Oma Sp debenture loan I/2017 | 15,000               | -                    |
| <b>Total</b>                 | <b>17,766</b>        | <b>4,765</b>         |

### Terms and conditions of prepayment:

The Group retains on all loans the right to claim the loan either partially or in full before the due date. However, prepayment is only possible if permitted by the Financial Supervisory Authority, excluding minor claims that the Bank will resell shortly after claiming.

### Regulations on loan priorities and potential exchanging of loans for shares:

Loans have been issued as a debenture loan in accordance with Article 34 of the Promissory Notes Act (622/47). These loans are subordinated to the issuer's other loans.

## K15 PROVISIONS AND OTHER LIABILITIES

| (1,000 euros)                                 | December 31,<br>2017 | December 31,<br>2016 |
|---|----------------------|----------------------|
| <b>Provisions</b>                             | 313                  | 427                  |
| Pension provisions                            | 313                  | 427                  |
| <b>Other liabilities</b>                      |                      |                      |
| Liabilities on payment transfers              | 14,909               | 14,539               |
| Accruals                                      | 6,463                | 6,087                |
| Interest payable                              | 1,321                | 1,498                |
| Advance interest payments received            | 1,359                | 134                  |
| Other accruals                                | 3,716                | 4,387                |
| Advance payments received                     | 67                   | 68                   |
| Others  | 358                  | 3,570                |
| <b>Total provisions and other liabilities</b> | <b>22,042</b>        | <b>24,623</b>        |

| Changes in provisions                     | December 31,<br>2017 | December 31,<br>2016 |
|---|----------------------|----------------------|
| <b>Provisions January 1</b>               | 427                  | 190                  |
| Increase in defined benefit pension plans | -                    | 237                  |
| Decrease in defined benefit pension plans | -114                 | -                    |
| <b>Provisions December 31</b>             | <b>313</b>           | <b>427</b>           |

Provisions are formed by benefit pension plans, which are described in more detail in note K29 Pension liability.

## K16 EQUITY

| (1,000 euros)                               | December 31,<br>2017 | December 31,<br>2016 |
|---|----------------------|----------------------|
| <b>Share capital</b>                        | 24,000               | 24,000               |
| <b>Non-restricted reserves</b>              | 110,268              | 111,417              |
| Fair value reserve                          | 4,181                | 7,907                |
| Measured at fair value                      | 4,181                | 7,904                |
| Cash flow hedge                             | -                    | 3                    |
| Reserve for invested non-restricted equity  | 106,087              | 103,510              |
| Other non-restricted reserves               | -                    | -                    |
| <b>Retained earnings</b>                    | 106,439              | 84,741               |
| Retained earnings (loss)                    | 82,231               | 68,696               |
| Profit (loss) for the period                | 24,208               | 16,045               |
| <b>Equity of the parents company, total</b> | <b>240,706</b>       | <b>220,158</b>       |
| Oma Säästöpankki Oyj's shareholders' shares | 240,706              | 220,158              |
| Amount of non-controlling interest          | 778                  | 913                  |
| <b>Equity, total</b>                        | <b>241,484</b>       | <b>221,071</b>       |

| Itemisation of the fair value reserve             | 2017         | 2016         |
|---|--------------|--------------|
| <b>Fair value reserve January 1</b>               | 7,907        | 4,365        |
| Change in fair value, shares and other equity     | -3,629       | 3,445        |
| Change in fair value, other financial instruments | -1,029       | 3            |
| Deferred taxes                                    | 932          | -825         |
| Transfers between items                           | -            | 919          |
| <b>Fair value reserve December 31</b>             | <b>4,181</b> | <b>7,907</b> |

| Itemisation of changes in cash flow hedge | 2017     | 2016      |
|---|----------|-----------|
| <b>Cash flow hedge January 1</b>          | 3        | 49        |
| Deferred taxes                            | -        | -46       |
| Transfers between items                   | -3       | 0         |
| <b>Cash flow hedge December 31</b>        | <b>-</b> | <b>49</b> |

The number of shares is 501,744 in total and the number of votes per share is 1 vote / share.  
The shares do not have a nominal value.

|                                   | Ownership<br>December 31, 2017 |                          | Ownership<br>December 31, 2016 |                          |
|-----------------------------------|--------------------------------|--------------------------|--------------------------------|--------------------------|
|                                   | Number of<br>shares            | Interest in<br>shares, % | Number of<br>shares            | Interest in<br>shares, % |
| Etelä-Karjalan Säästöpankkisäätiö | 222,000                        | 44.2                     | 222,000                        | 45.2                     |
| Parkanon Säästöpankkisäätiö       | 68,000                         | 13.6                     | 68,000                         | 13.9                     |
| Töysän Säästöpankkisäätiö         | 60,000                         | 12.0                     | 60,000                         | 12.2                     |
| Kuortaneen Säästöpankkisäätiö     | 40,000                         | 8.0                      | 40,000                         | 8.1                      |
| Hauhon Säästöpankkisäätiö         | 33,600                         | 6.7                      | 33,600                         | 6.8                      |
| Rengon Säästöpankkisäätiö         | 22,400                         | 4.5                      | 22,400                         | 4.6                      |
| Suodenniemen Säästöpankkisäätiö   | 16,000                         | 3.2                      | 16,000                         | 3.3                      |
| Pyhäselän Oma Osuuskunta          | 15,177                         | 3.0                      | 15,177                         | 3.1                      |
| Joroisten Oma Osuuskunta          | 13,783                         | 2.7                      | 13,783                         | 2.8                      |
| Pasi Sydänlammi, CEO              | 1,255                          | 0.3                      | -                              | -                        |
| <b>10 largest shareholders</b>    | <b>492,215</b>                 | <b>98.1</b>              | <b>490,960</b>                 | <b>100.0</b>             |
| Other, personnel                  | 9,529                          | 1.9                      | -                              | -                        |
| <b>Total</b>                      | <b>501,744</b>                 | <b>100.0</b>             | <b>490,960</b>                 | <b>100.0</b>             |

The issuance of shares to employees took place on November 13–31, 2017. The issue price was 239 euros per share and 10,784 shares were issued in total. The board approved fully paid shares on December 22, 2017 and new shares were entered in the Trade Register on January 15, 2018. Subscription payments, worth 2.58 million euros, were entered in the reserve for invested non-restricted equity in accordance with the share issuance terms.

The company has no different share classes, all shares carry the same rights. The issued shares will entitle to shareholder rights and shareholder rights commence when the shares have been entered in the Trade Register.

All shares carry the same shareholder rights.

The board has no valid authorisation to issue rights issue, convertible loans or stock options.

#### Non-restricted reserves

The fair value reserve includes the change in fair value of financial assets available for sale minus deferred taxes. The change can be either positive or negative. The items recognised in the

reserve are transferred to the income statement, when a security available for sale is sold or when impairment is recognised. The net change of the value of interest derivatives hedged by cash flow can also be recognised in the reserve when this net change of value is found to be effective and adjusted by deferred taxes. Changes in value are realised in the income statement for the accounting period during which cash flows being hedged occur. In previous years, the reserve for invested non-restricted equity has been recognised with the share of the profit for the period that has not been issued as dividends to owners.

#### Retained earnings

Retained earnings are earnings accrued over the Group's companies' previous accounting periods that have not been transferred to equity reserves or issued as dividends to owners. Retained earnings also include voluntary reserves included in the Group's companies' separate financial statements and the depreciation difference, minus deferred tax liabilities. In 2017, shares eligible for dividends were issued a dividend of 3.21 euros/share, or a total of 1.58 euros.

## K17 NET INTEREST INCOME

| (1,000 euros)                                    | 2017          | 2016          |
|--|---------------|---------------|
| <b>Interest income</b>                           |               |               |
| Receivables from credit institutions             | -             | 2             |
| Advances to the public and general government    | 42,272        | 38,790        |
| On debt securities                               | 2,361         | 2,211         |
| On derivatives                                   | 1,344         | 2,432         |
| Other interest income                            | 602           | 503           |
| <b>Total interest income</b>                     | <b>46,579</b> | <b>43,938</b> |
| <b>Interest expenses</b>                         |               |               |
| Liabilities to credit institutions               | -486          | -457          |
| Liabilities to the public and general government | -2,531        | -4,033        |
| Debt securities issued to the public             | -3,084        | -2,292        |
| Subordinated liabilities                         | -394          | -526          |
| On derivatives                                   | -             | -7            |
| Other interest expenses                          | -767          | -76           |
| <b>Total interest expenses</b>                   | <b>-7,262</b> | <b>-7,391</b> |
| <b>Net interest income</b>                       | <b>39,317</b> | <b>36,547</b> |

## K18 FEE AND COMMISSION INCOME AND EXPENSES

| (1,000 euros)                                      | 2017          | 2016          |
|--|---------------|---------------|
| <b>Fee and commission income</b>                   |               |               |
| Lending  | 7,754         | 6,602         |
| On deposits  | 238           | 773           |
| On card and payment transactions                   | 11,233        | 8,932         |
| Intermediated securities                           | 117           | 108           |
| On reserves  | 2,374         | 1,946         |
| On legal services                                  | 728           | 678           |
| Brokered products                                  | 1,303         | 1,264         |
| Granting of guarantees                             | 463           | 336           |
| Other fee and commission income                    | 602           | 579           |
| <b>Total fee and commission income</b>             | <b>24,814</b> | <b>21,218</b> |
| <b>Fee and commission expenses</b>                 |               |               |
| On card and payment transactions                   | -3,056        | -3,054        |
| On securities                                      | -74           | -55           |
| Other fee and commission expenses                  | -439          | -400          |
| <b>Total fee and commission expenses</b>           | <b>-3,569</b> | <b>-3,509</b> |
| <b>Fee and commission income and expenses, net</b> | <b>21,245</b> | <b>17,709</b> |



## K19 NET GAINS FROM TRADING

| <b>(1,000 euros)</b>                       | <b>2017</b> | <b>2016</b> |
|--|-------------|-------------|
| <b>Net income from trading</b>             |             |             |
| On trading assets and liabilities          | 34          | 131         |
| Net gains on trading in foreign currencies | -194        | 18          |
| Net gains from hedge accounting            | -51         | -15         |
| <b>Total net gains from trading</b>        | <b>-211</b> | <b>134</b>  |

## K20 NET GAINS ON INVESTMENTS

| (1,000 euros)  | 2017          | 2016         |
|--|---------------|--------------|
| <b>Net income from financial assets available for sale</b>                               |               |              |
| On debt securities   |               |              |
| Capital gains and losses   | -161          | 3            |
| Difference in valuation reclassified from the fair value reserve to the income statement | 2,166         | 901          |
| <b>Total on debt securities</b>  | <b>2,005</b>  | <b>904</b>   |
| Shares and other equity  |               |              |
| Capital gains and losses   | -68           | -103         |
| Impairment   | -             | -52          |
| Difference in valuation reclassified from the fair value reserve to the income statement | 8,249         | 1,262        |
| Valuation loss reclassified from the fair value reserve                                  | -888          | -58          |
| Valuation gain reclassified from the fair value reserve                                  | 9,138         | 1,320        |
| Dividend yields  | 972           | 956          |
| <b>Total on shares and other equity</b>  | <b>9,154</b>  | <b>2,063</b> |
| <b>Total net income from financial assets available for sale</b>                         | <b>11,159</b> | <b>2,967</b> |
| <b>Net income from investment properties</b>   |               |              |
| Rent income  | 930           | 960          |
| Capital gains and losses   | 53            | -439         |
| Other gains from investment properties   | 10            | 352          |
| Maintenance expenses   | -831          | -1,097       |
| Depreciation and impairment on investment properties                                     | -317          | -472         |
| Rent expenses on investment properties   | -12           | -4           |
| <b>Total net income from investment properties</b>                                       | <b>-168</b>   | <b>-700</b>  |
| <b>Net result on investments</b>   | <b>10,991</b> | <b>2,267</b> |

The increase in the net result on investments is attributable to the profit made upon the realisation of equity-based investments. As a result of the realisation, the valuation gain previously recognised in the fair value reserve was reclassified to profit or loss.

## K21 OTHER OPERATING INCOME

| <b>(1,000 euros)</b>                   | <b>2017</b>  | <b>2016</b>  |
|--|--------------|--------------|
| Rent income from properties in own use | 59           | 61           |
| Other revenue from banking operations  | 2,648        | 3,615        |
| Others                                 | 41           | 6            |
| <b>Total other operating income</b>    | <b>2,748</b> | <b>3,682</b> |

Other operating income from 2016 includes the non-recurring item of sales profit derived from the sale of Visa shares, approximately 2.0 million euros.

## K22 PERSONNEL EXPENSES

| <b>(1,000 euros)</b>                 | <b>2017</b>    | <b>2016</b>    |
|--------------------------------------|----------------|----------------|
| Salaries and rewards                 | -10,794        | -11,192        |
| Other long-term benefits             | -439           | -638           |
| Pensions                             | -1,905         | -2,255         |
| Defined contribution plans           | -2,093         | -2,073         |
| Defined benefit plans                | 263            | 51             |
| Other fixed post-employment benefits | -75            | -233           |
| <b>Personnel expenses, total</b>     | <b>-13,137</b> | <b>-14,085</b> |

| <b>Number of employees</b> | <b>2017</b> | <b>2016</b> |
|----------------------------|-------------|-------------|
| Full time (includes SAV)   | 206         | 208         |
| Part time                  | 12          | 6           |
| Temporary                  | 38          | 32          |
| <b>Total</b>               | <b>256</b>  | <b>246</b>  |

Details about the employment benefits and loans of the related parties are presented in note K34 Related parties.

## K23 OTHER OPERATING EXPENSES

| (1,000 euros)                               | 2017           | 2016           |
|---|----------------|----------------|
| <b>Other administrative expenses</b>        |                |                |
| Other personnel expenses                    | -1,726         | -1,035         |
| Office expenses                             | -1,758         | -1,335         |
| Data administration and IT expenses         | -11,069        | -8,302         |
| Telephony expenses                          | -1,075         | -916           |
| Marketing expenses                          | -2,431         | -1,690         |
| Representation expenses                     | -179           | -143           |
| <b>Other administrative expenses, total</b> | <b>-18,238</b> | <b>-13,421</b> |
| <b>Other operating expenses</b>             |                |                |
| Rent expenses                               | -535           | -1,388         |
| Expenses from properties in own use         | -1,294         | -1,251         |
| Losses on sales from properties in own use  | -37            | -320           |
| Others                                      | -5,365         | -3,001         |
| <b>Other operating expenses, total</b>      | <b>-7,231</b>  | <b>-5,960</b>  |
| <b>Other operating expenses, total</b>      | <b>-25,470</b> | <b>-19,381</b> |

The increase of 2.7 million euros in data management expenses is due to the expenses incurred from the implementation and development of new IT systems introduced during the year. The transfer of S-Pankki operations was a major ICT project. In addition, starting mortgage bank operations required developing the bank's

IT systems. Projects implemented due to new regulations, such as IFRS 9 and MiFiD II, increased data administration and IT expenses as well. The increase in marketing expenses was due to the image update carried out during the year and the bank's investment in national visibility.

| Auditor's fees  | 2017       | 2016      |
|---|------------|-----------|
| <b>Ernst &amp; Young Oy</b>   |            |           |
| Statutory audit   | -          | 32        |
| Assignments as provided for in Section 1, Sub-section 1, Clause 2 of the Auditing Act | -          | 1         |
| Other services  | -          | 1         |
| <b>Total</b>  | <b>-</b>   | <b>34</b> |
| <b>KPMG Oy Ab</b>   |            |           |
| Statutory audit (includes SAV and Säästökeskus)                                       | 71         | 46        |
| Assignments as provided for in Section 1, Sub-section 1, Clause 2 of the Auditing Act | 1          | -         |
| Other services  | 48         | 41        |
| <b>Total</b>  | <b>120</b> | <b>87</b> |

## K24 DEPRECIATION AND IMPAIRMENT LOSSES ON TANGIBLE AND INTANGIBLE ASSETS

| <b>(1,000 euros)</b>  | <b>2017</b>   | <b>2016</b>   |
|---|---------------|---------------|
| <b>Depreciation and impairment losses on tangible and intangible assets</b> |               |               |
| On buildings  | -603          | -410          |
| Machinery and equipment   | -507          | -510          |
| Intangible assets   | -510          | -660          |
| Depreciations on other long-term assets                                     | -395          | -             |
| Depreciations on the capitalised expenses of condominiums                   | -36           | -160          |
| Impairment on properties in own use   | -453          | -325          |
| <b>Total depreciation and impairment losses</b>                             | <b>-2,504</b> | <b>-2,065</b> |

## K25 IMPAIRMENT LOSSES ON LOANS AND OTHER RECEIVABLES

| <b>(1,000 euros)</b>                         | <b>2017</b>   | <b>2016</b>   |
|--|---------------|---------------|
| Recognised credit losses                     | -2,329        | -2,498        |
| Refunds on realised credit losses            | 115           | 251           |
| Increases in receivable-specific impairments | -1,231        | -1,412        |
| Reversal of receivable-specific impairments  | 768           | 491           |
| Changes in category-specific impairments     | 76            | -1,030        |
| <b>Impairment on receivables, total</b>      | <b>-2,600</b> | <b>-4,197</b> |

## K26 INCOME TAXES

| (1,000 euros)  | 2017          | 2016          |
|--|---------------|---------------|
| Income tax for accounting period                           | -3,597        | -2,129        |
| Income tax on primary operations                           | -3,571        | -2,115        |
| Other direct taxes   | -26           | -14           |
| Taxes for the previous accounting periods                  | -314          | -             |
| Taxes for the previous accounting periods                  | -314          | -             |
| Change in deferred tax assets                              | 48            | -396          |
| Change in deferred tax liabilities                         | -2,430        | -2,042        |
| <b>Total income taxes</b>                                  | <b>-6,292</b> | <b>-4,567</b> |
| <b>Domestic income tax rate</b>                            | <b>20%</b>    | <b>20%</b>    |
| <b>Accounting profit before taxes</b>                      | <b>30,379</b> | <b>20,611</b> |
| Proportion of the result in accordance with tax rate       | -6,076        | -4,122        |
| + Tax free income on the income statement                  | 228           | 127           |
| - Non-deductible expenses on the income statement          | -98           | -413          |
| - Taxable income not included in the income statement      | 46            | -122          |
| + Deductible expenses not included in the income statement | 6             | -             |
| + Use of confirmed losses from previous years              | -             | -             |
| - Unrecognised under losses: deferred tax assets           | -84           | -38           |
| +/- Taxes for previous accounting periods                  | -314          | -             |
| <b>Taxes on income statement</b>                           | <b>-6,292</b> | <b>-4,567</b> |



## K27 GUARANTEES GRANTED AND RECEIVED

| <b>(1,000 euros)</b>                     | <b>December 31,<br/>2017</b> | <b>December 31,<br/>2016</b> |
|--|------------------------------|------------------------------|
| <b>Collaterals given</b>                 |                              |                              |
| Given for own liabilities and provisions | -                            | -                            |
| Other collaterals given                  | -                            | -                            |
| <b>Guarantees granted, total</b>         | <b>-</b>                     | <b>-</b>                     |
| <b>Collaterals received,</b>             |                              |                              |
| Property collateral                      | 1,985,382                    | 1,678,186                    |
| Cash collateral                          | 4,307                        | 3,145                        |
| Guarantees received                      | 50,129                       | 29,288                       |
| Others                                   | 22,412                       | 13,644                       |
| <b>Guarantees received, total</b>        | <b>2,062,230</b>             | <b>1,724,263</b>             |

## K28 OFF-BALANCE SHEET COMMITMENTS

| <b>(1,000 euros)</b>                        | <b>December 31,<br/>2017</b> | <b>December 31,<br/>2016</b> |
|---|------------------------------|------------------------------|
| Guarantees                                  | 14,972                       | 12,434                       |
| Loan commitments                            | 188,634                      | 116,822                      |
| Others                                      | 471                          | 624                          |
| <b>Off-balance sheet commitments, total</b> | <b>204,077</b>               | <b>129,880</b>               |

## K29 PENSION LIABILITY

| (1,000 euros)   | December 31,<br>2017 | December 31,<br>2016 |
|---|----------------------|----------------------|
| Expenses on the income statement                      | 24                   | 59                   |
| The current service cost                              | 29                   | 49                   |
| Net interest  | -5                   | 10                   |
| Items resulting from reclassification                 | 150                  | 321                  |
| <b>Comprehensive income for the accounting period</b> | <b>174</b>           | <b>380</b>           |

|  | 2017         | 2016         |
|--|--------------|--------------|
| <b>Current value of obligation January 1</b>                             | <b>3,087</b> | <b>2,778</b> |
| The current service cost   | 29           | 49           |
| Interest expense   | 51           | 65           |
| Actuarial gains (-) and losses (+) on experienced changes                | -56          | 54           |
| Actuarial gains (-) and losses (+) on changes in financial assumptions   | 140          | 298          |
| Actuarial gains (-) and losses (+) on changes in demographic assumptions | -            | -            |
| Benefits paid  | -215         | -157         |
| Acquisitions/sale  | -            | -            |
| <b>Current value of obligation December 31</b>                           | <b>3,036</b> | <b>3,087</b> |

|  | 2017         | 2016         |
|--|--------------|--------------|
| <b>Fair value of funds under the plan January 1</b>                              | <b>2,660</b> | <b>2,588</b> |
| Interest income  | 46           | 55           |
| Profit on assets in the plan excl. item belonging in the interest expense/income | -65          | 31           |
| Benefits paid  | -215         | -157         |
| Acquisitions/sale  | -            | -            |
| Payments made into the plan  | 297          | 143          |
| <b>Fair value of funds under the plan December 31</b>                            | <b>2,723</b> | <b>2,660</b> |

|   | 2017       | 2016       |
|---|------------|------------|
| Current value of obligation                       | 3,036      | 3,087      |
| Fair value of funds under the plan                | 2,723      | 2,660      |
| <b>Liability on the balance sheet December 31</b> | <b>313</b> | <b>427</b> |

|   | 2017       | 2016       |
|---|------------|------------|
| <b>Liability on the balance sheet January 1</b>   | <b>427</b> | <b>190</b> |
| Expenses on the income statement                  | 51         | 59         |
| Payments made into the plan                       | -297       | -143       |
| Redefinitions in other comprehensive income items | 132        | 321        |
| Acquisitions/sale                                 | -          | -          |
| <b>Liability on the balance sheet December 31</b> | <b>313</b> | <b>427</b> |

| <b>Actuarial assumptions</b> | <b>Jan-Dec/2017</b> | <b>Jan-Dec/2016</b> |
|------------------------------|---------------------|---------------------|
| Discount rate, %             | 1.55%               | 1.70%               |
| Wage development, %          | 2.00%               | 2.00%               |
| Increase in pension, %       | 1.95%               | 1.75%               |
| Inflation, %                 | 1.70%               | 1.50%               |

Duration based on weighted average of obligations is 14.5 years.

In 2018, the Group expects to pay approximately 287,000 euros into its defined benefit pension plans.

In addition to the statutory pension scheme, Oma Säästöpankki provides defined benefit pension plans to the management team,

key personnel in certain leading roles, and employees who were members of Säästöpankkien Eläkekassat (Savings Banks' Pension Fund) when its operations ceased on December 31, 1992. For these plans, the retirement age is 60-65 years and the amount of pension is 60% of the salary eligible for pension.

## K30 LEASING AND OTHER RENT LIABILITIES

| <b>The Group as lessee, payable minimum rent (1,000 euros)</b> | <b>2017</b>  | <b>2016</b>  |
|--|--------------|--------------|
| Less than 1 year   | 838          | 616          |
| 1-5 years  | 1,330        | 1,305        |
| Over 5 years   | 467          | 651          |
| <b>Total</b>   | <b>2,635</b> | <b>2,572</b> |

The Group has rented premises and IT equipment to use mainly for business operations. The minimum lease payments expected from sublease agreements. Rent expenses on properties in own use on other operating expenses.

| <b>The Group as lessor, receivable minimum rent (1,000 euros)</b> | <b>2017</b> | <b>2016</b> |
|---|-------------|-------------|
| Less than 1 year  | 227         | 306         |
| 1-5 years   | 144         | 277         |
| Over 5 years  | -           | -           |
| <b>Total</b>  | <b>371</b>  | <b>577</b>  |

The Group has rented out apartments and business premises it owns.

## K31 OFFSETTING FINANCIAL ASSETS AND LIABILITIES

### Financial assets December 31, 2017

|                               | Monetary amounts not netted in the Balance Sheet |                              |                          | Net amount |
|-------------------------------|--|------------------------------|--------------------------|------------|
|                               | Financial instruments                            | Received security collateral | Received cash collateral |            |
| Derivative assets             | 1,676  | -                            | 1,000                    | 676        |
| <b>Total financial assets</b> | <b>1,676</b>                                     | <b>-</b>                     | <b>1,000</b>             | <b>676</b> |

### Financial liabilities December 31, 2017

|                               | Monetary amounts not netted in the Balance Sheet |                             |                         | Net amount   |
|-------------------------------|--|-----------------------------|-------------------------|--------------|
|                               | Financial instruments                            | Granted security collateral | Granted cash collateral |              |
| Derivative liabilities        | 2,222  | -                           | -                       | 2,222        |
| <b>Total financial assets</b> | <b>2,222</b>                                     | <b>-</b>                    | <b>-</b>                | <b>2,222</b> |

**Financial assets**  
**December 31, 2016**

|                               | Monetary amounts not netted in the Balance Sheet |                              |                          | Net amount |
|-------------------------------|--|------------------------------|--------------------------|------------|
|                               | Financial instruments                            | Received security collateral | Received cash collateral |            |
| Derivative assets             | 2,630  | -                            | 2,000                    | 630        |
| <b>Total financial assets</b> | <b>2,630</b>                                     | <b>-</b>                     | <b>2,000</b>             | <b>630</b> |

**Financial liabilities**  
**December 31, 2016**

|                               | Monetary amounts not netted in the Balance Sheet |                             |                         | Net amount |
|-------------------------------|--|-----------------------------|-------------------------|------------|
|                               | Financial instruments                            | Granted security collateral | Granted cash collateral |            |
| Derivative liabilities        | -  | -                           | -                       | -          |
| <b>Total financial assets</b> | <b>-</b>   | <b>-</b>                    | <b>-</b>                | <b>-</b>   |

## K32 FAIR VALUES IN ACCORDANCE WITH THE VALUATION METHOD

The determination of the fair value of financial instruments is set out in note K2 Accounting principles under "Determining the fair value".

The financial assets available for sale item, Shares and other equity, includes the shares of companies that are essential to Oma

Säästöpankki's operations. These ownerships include shares in Oy Samlink Ab and Säästöpankkien Keskuspankki Suomi Oyj, valued to the acquisition cost in the financial statements, minus impairment (level 3).

### Items repeatedly valued at fair value

| <b>Financial assets December 31, 2017</b>     | <b>Bookkeeping value</b> | <b>Level 1</b> | <b>Level 2</b> | <b>Level 3</b> | <b>Fair value</b> |
|---|--------------------------|----------------|----------------|----------------|-------------------|
| Valuated at fair value through profit or loss | 332                      | -              | -              | 332            | 332               |
| Financial derivatives                         | 1,676                    | -              | 1,470          | 206            | 1,676             |
| Financial assets available for sale           | 184,027                  | 158,183        | 1,007          | 24,837         | 184,027           |
| <b>Total financial assets</b>                 | <b>186,035</b>           | <b>158,183</b> | <b>2,477</b>   | <b>25,375</b>  | <b>186,035</b>    |

| <b>Financial liabilities December 31, 2017</b> | <b>Bookkeeping value</b> | <b>Level 1</b> | <b>Level 2</b> | <b>Level 3</b> | <b>Fair value</b> |
|--|--------------------------|----------------|----------------|----------------|-------------------|
| Financial derivatives                          | 2,222                    | -              | -              | 2,222          | 2,222             |
| <b>Total financial liabilities</b>             | <b>2,222</b>             | <b>-</b>       | <b>-</b>       | <b>2,222</b>   | <b>2,222</b>      |

### Valuated at amortised cost

| <b>Financial assets December 31, 2016</b> | <b>Bookkeeping value</b> | <b>Level 1</b> | <b>Level 2</b> | <b>Level 3</b> | <b>Fair value</b> |
|---|--------------------------|----------------|----------------|----------------|-------------------|
| Investments held to maturity              | 1,989                    | 1,989          | -              | -              | 1,989             |
| Loans and other receivables               | 84                       | -              | -              | 84             | 84                |
| <b>Total financial assets</b>             | <b>2,073</b>             | <b>1,989</b>   | <b>-</b>       | <b>84</b>      | <b>2,073</b>      |

| <b>Financial liabilities December 31, 2016</b> | <b>Bookkeeping value</b> | <b>Level 1</b> | <b>Level 2</b> | <b>Level 3</b> | <b>Fair value</b> |
|--|--------------------------|----------------|----------------|----------------|-------------------|
| Other financial liabilities                    | 784,731                  | 473,129        | 153,916        | 157,686        | 784,731           |
| <b>Total financial liabilities</b>             | <b>784,731</b>           | <b>-</b>       | <b>153,916</b> | <b>157,686</b> | <b>784,731</b>    |



**Items repeatedly valued at fair value**

| <b>Financial assets December 31, 2016</b>     | <b>Bookkeeping value</b> | <b>Level 1</b> | <b>Level 2</b> | <b>Level 3</b> |
|---|--------------------------|----------------|----------------|----------------|
| Valuated at fair value through profit or loss | 576                      | -              | -              | 576            |
| Financial derivatives                         | 2,630                    | -              | 2,620          | 10             |
| Financial assets available for sale           | 246,054                  | 224,292        | -              | 21,762         |
| <b>Total financial assets</b>                 | <b>249,260</b>           | <b>224,292</b> | <b>2,620</b>   | <b>22,348</b>  |

**Financial liabilities December 31, 2016**

|                                    |          |          |          |          |
|------------------------------------|----------|----------|----------|----------|
| Financial derivatives              | -        | -        | -        | -        |
| <b>Total financial liabilities</b> | <b>-</b> | <b>-</b> | <b>-</b> | <b>-</b> |

**Valuated at amortised cost**

| <b>Financial assets December 31, 2016</b> | <b>Bookkeeping value</b> | <b>Level 1</b> | <b>Level 2</b> | <b>Level 3</b> |
|---|--------------------------|----------------|----------------|----------------|
| Investments held to maturity              | 1,988                    | 1,988          | -              | -              |
| Loans and other receivables               | 281                      | -              | -              | 281            |
| <b>Total financial assets</b>             | <b>2,269</b>             | <b>1,988</b>   | <b>-</b>       | <b>281</b>     |

**Financial liabilities December 31, 2016**

|                                    |                |          |               |                |
|------------------------------------|----------------|----------|---------------|----------------|
| Other financial liabilities        | 390,614        | -        | 93,301        | 297,313        |
| <b>Total financial liabilities</b> | <b>390,614</b> | <b>-</b> | <b>93,301</b> | <b>297,313</b> |

### Investment transactions in 2017, categorised as Level 3

#### Valuated at fair value through profit or loss 2017

|  |            |
|--|------------|
| <b>Bookkeeping value January 1, 2017</b>                           | <b>576</b> |
| + Acquisitions   | -          |
| - Sales  | -          |
| - Matured during the year  | -200       |
| +/- Realised changes in value recognised on the income statement   | -10        |
| +/- Unrealised changes in value recognised on the income statement | -34        |
| + Transfers to Level 3   | -          |
| - Transfers to Level 1 and 2                                       | -          |
| <b>Bookkeeping value December 31, 2017</b>                         | <b>332</b> |

#### Financial derivatives 2017

|   |            |
|---|------------|
| <b>Bookkeeping value January 1, 2017</b>                                | <b>10</b>  |
| + Acquisitions  | 238        |
| - Sales   | -          |
| - Matured during the year   | -190       |
| +/- Realised changes in value recognised on the income statement        | -          |
| +/- Unrealised changes in value recognised on the income statement      | 167        |
| +/- Changes in value recognised in comprehensive income statement items | -          |
| + Transfers to Level 3  | -          |
| - Transfers to Level 1 and 2  | -          |
| +/- CVA adjustment  | -19        |
| <b>Bookkeeping value December 31, 2017</b>                              | <b>207</b> |

#### Financial assets available for sale 2017

|   |               |
|---|---------------|
| <b>Bookkeeping value January 1, 2017</b>                                | <b>28,280</b> |
| + Acquisitions  | 3,229         |
| - Sales   | -6,632        |
| - Matured during the year   | -597          |
| +/- Realised changes in value recognised on the income statement        | 88            |
| +/- Unrealised changes in value recognised on the income statement      | -161          |
| +/- Changes in value recognised in comprehensive income statement items | 886           |
| + Transfers to Level 3  | -             |
| - Transfers to Level 1 and 2  | -256          |
| <b>Bookkeeping value December 31, 2017</b>                              | <b>24,837</b> |

### Investment transactions in 2016, categorised to Level 3

#### Valuated at fair value through profit or loss 2016

|  |              |
|--|--------------|
| <b>Bookkeeping value January 1, 2016</b>                           | <b>1,858</b> |
| + Acquisitions   | -            |
| - Sales  | -            |
| - Matured during the year  | -1,249       |
| +/- Realised changes in value recognised on the income statement   | 13           |
| +/- Unrealised changes in value recognised on the income statement | -46          |
| + Transfers to Level 3   | -            |
| - Transfers to Level 1 and 2                                       | -            |
| <b>Bookkeeping value December 31, 2016</b>                         | <b>576</b>   |

#### Financial derivatives 2016

|   |            |
|---|------------|
| <b>Bookkeeping value January 1, 2016</b>                                | <b>574</b> |
| + Acquisitions  | 214        |
| - Sales   | -          |
| - Matured during the year   | -290       |
| +/- Realised changes in value recognised on the income statement        | -          |
| +/- Unrealised changes in value recognised on the income statement      | -510       |
| +/- Changes in value recognised in comprehensive income statement items | -          |
| + Transfers to Level 3  | -          |
| - Transfers to Level 1 and 2  | -          |
| +/- CVA adjustment  | 22         |
| <b>Bookkeeping value December 31, 2016</b>                              | <b>10</b>  |

#### Financial assets available for sale 2016

|   |               |
|---|---------------|
| <b>Bookkeeping value January 1, 2016</b>                                | <b>31,562</b> |
| + Acquisitions  | 1,899         |
| - Sales   | -9,153        |
| - Matured during the year   | -191          |
| +/- Realised changes in value recognised on the income statement        | -375          |
| +/- Unrealised changes in value recognised on the income statement      | -2            |
| +/- Changes in value recognised in comprehensive income statement items | 3             |
| + Transfers to Level 3  | -             |
| - Transfers to Level 1 and 2  | -1,981        |
| <b>Bookkeeping value December 31, 2016</b>                              | <b>21,762</b> |

### Sensitivity analysis for financial assets on Level 3, 2017

| Shares and other equity             | Hypothetical change | Bookkeeping value | Potential impact on the result with assumptions |               |
|-------------------------------------|---------------------|-------------------|---|---------------|
|                                     |                     |                   | Positive  | Negative      |
| Financial assets available for sale | +/- 15%             | 19,125            | 2,869   | -2,869        |
| <b>Total</b>                        |                     | <b>19,125</b>     | <b>2,869</b>                                    | <b>-2,869</b> |

| Interest instruments                | Hypothetical change | Market value | Potential impact on the result with assumptions |             |
|-------------------------------------|---------------------|--------------|---|-------------|
|                                     |                     |              | Positive  | Negative    |
| Financial assets available for sale | +/- 15%             | 5,712        | 857   | -857        |
| <b>Total</b>                        |                     | <b>5,712</b> | <b>857</b>                                      | <b>-857</b> |

### Sensitivity analysis for financial assets on Level 3, 2016

| Shares and other equity             | Hypothetical change | Bookkeeping value | Potential impact on the result with assumptions |                   |
|-------------------------------------|---------------------|-------------------|---|-------------------|
|                                     |                     |                   | Positive  | Negative          |
| Financial assets available for sale | +/- 15%             | 20,324,239        | 3,048,636                                       | -3,048,636        |
| <b>Total</b>                        |                     | <b>20,324,239</b> | <b>3,048,636</b>                                | <b>-3,048,636</b> |

| Interest instruments                | Hypothetical change | Market value   | Potential impact on the result with assumptions |                |
|-------------------------------------|---------------------|----------------|---|----------------|
|                                     |                     |                | Positive  | Negative       |
| Financial assets available for sale | +/- 15%             | 100,080        | 15,012  | -15,012        |
| <b>Total</b>                        |                     | <b>100,080</b> | <b>15,012</b>                                   | <b>-15,012</b> |

## K33 ENTITIES INCLUDED IN THE CONSOLIDATED FINANCIAL STATEMENTS

The Oma Säästöpankki Group comprises a parent company (Oma Säästöpankki Oyj) and its fully owned subsidiary (Koy Lappeenrannan Säästökeskus) and SAV-Rahoitus Oyj, of which the Group owns 49.75 %.

Subsidiaries combined with Oma Säästöpankki Group

|  | Domicile     | The Group's share of ownership |                   |
|--|--------------|--------------------------------|-------------------|
|  |              | December 31, 2017              | December 31, 2016 |
| Kiinteistö Oy Lappeenrannan Säästökeskus | Lappeenranta | 100%                           | 100%              |
| SAV-Rahoitus Oyj                         | Helsinki     | 49.75%                         | 48.95%            |

### Associated companies

Associated companies are such companies, over which the Group is considered to hold considerable influence. This primarily occurs when the Group owns 20-50% of the company's voting rights or the Group holds some other kind of influence in the company. Based on voting rights, Oma Säästöpankki Oyj owns 21.9% of Nooa Säästöpankki Oyj, but because the Bank has no representation on the company's Board and has no other substantial influence in the company, the investment is classified as financial assets available for sale. The Group owns no associated companies that can be consolidated via the equity method.

## K34 RELATED PARTY DISCLOSURES

Related parties refer to key personnel in leading positions at Oma Säästöpankki and their family members, as well as subsidiaries, joint ventures and companies, where key personnel in leading positions have controlling authority or considerable influence, and entities that have considerable influence in Oma Säästöpankki Oyj.

Key personnel include Board members, Managing Director, Deputy Managing Director and the rest of the management team. Loans to the related parties are granted in compliance with the normal credit terms. Loans are tied to the standard reference rates.

### Compensation received by key personnel in the management team

| Remuneration received by key personnel in 2017 | CEO and Deputy CEO | Board of Directors | Other management team members |
|--|--------------------|--------------------|-------------------------------|
| Salaries and rewards                           | 544                | 449                | 665                           |
| Defined contribution pension plans             | 53                 | 17                 | -                             |
| Defined benefit pension plans                  | -                  | -                  | -                             |

| Remuneration received by key personnel in 2016 | CEO and Deputy CEO | Board of Directors | Other management team members |
|--|--------------------|--------------------|-------------------------------|
| Salaries and rewards                           | 539                | 390                | 635                           |
| Defined contribution pension plans             | 53                 | 14                 | 13                            |
| Defined benefit pension plans                  | -                  | -                  | 9                             |

### Transactions with related parties

|                    | 2017                                   |                       | 2016                                   |                       |
|--------------------|--|-----------------------|--|-----------------------|
|                    | Key personnel and their family members | Other related parties | Key personnel and their family members | Other related parties |
| Loans              | 3,781                                  | 9,410                 | 2,157                                  | 1,850                 |
| Deposits           | 1,010                                  | 6,991                 | 1,449                                  | 6,174                 |
| Guarantees         | 100                                    | 100                   | 115                                    | 100                   |
| Received interests | 18                                     | 252                   | 15                                     | 10                    |
| Paid interests     | 1                                      | 6                     | 1                                      | -                     |
| Service fees       | 3                                      | 15                    | 2                                      | 5                     |

Loans and guarantees have been granted with conditions that are applied to similar loans and guarantees granted to customers.

## K35 EVENTS AFTER THE FINANCIAL STATEMENTS

The Bank's Board of Directors is not aware of any matters that would significantly impact the Bank's financial standing after the financial statements were completed.

## K36 COMBINING BUSINESS OPERATIONS

### Acquisitions during the 2017 accounting period

Oma Säästöpankki Oyj and S-Pankki Oy entered into an agreement about the transfer of S-Pankki's small and medium-sized operations as well as the agricultural and forestry operations to Oma Säästöpankki Oyj as of April 27, 2017. Business operations were transferred to Oma Säästöpankki on November 30, 2017. A press release about the transaction was published on April 27, 2017.

In connection to the transaction, 15 employees were transferred to Oma Säästöpankki from S-Pankki.

The identifiable customer relationships acquired during the process of combining business operations are valued at fair value at the time of acquisition, and the intangible asset formed by customer relationships is recognised as a straight-line depreciation expense during the expected financially useful life. The estimated financially useful life of customer relationships is 6 years based on the maturity of the transferable loans and receivables.

| <b>Values of assets acquired and liabilities assumed (1,000 euros)</b> | <b>Recognised value</b> | <b>Note</b> |
|--|-------------------------|-------------|
| Loans and advances to the public and general government                | 146,913                 | <b>K15</b>  |
| Liabilities to the public and general government                       | 84,163                  | <b>K22</b>  |
| Provisions and other liabilities                                       | 105                     | <b>K25</b>  |
| <b>Acquired net assets</b>   | <b>62,643</b>           |             |
| <b>Transferred consideration</b>                                       | <b>65,643</b>           |             |
| <b>Acquisition cost allocated to customer relationships</b>            | <b>3,000</b>            | <b>K8</b>   |



#### Acquisitions during the 2016 accounting period

Oma Säästöpankki and Elite Varainhoito Oyj acquired 97.7% of SAV-Rahoitus Oyj on December 16, 2016. Oma Säästöpankki's share was 48.97% on December 16, 2016. Oma Säästöpankki and Elite Varainhoito Oyj offered to buy, under the same conditions, the shares of SAV-Rahoitus owners that were excluded from the trade.

Oma Säästöpankki's share of the overall purchase price, 1.4 million euros, was paid from the cash reserve. By using the equity method, SAV-Rahoitus was included as a subsidiary in the consolidated financial statements. As a result of the combination, the Group gained 0.5 million euros in goodwill.

| Values of assets acquired and liabilities assumed (1,000 euros) | Recognised value |
|---|------------------|
| Total assets  | 7,044            |
| Deferred tax assets on confirmed losses                         | 480              |
| Total liabilities   | 5,630            |
| <b>Net assets</b>   | <b>1,893</b>     |
| Amount of non-controlling interest                              | -966             |
| <b>Acquired net assets</b>                                      | <b>927</b>       |
| <b>Transferred consideration</b>                                | <b>1,426</b>     |
| <b>Goodwill</b>   | <b>500</b>       |

## K37 DESCRIPTION OF THE IMPLEMENTATION AND EFFECTS OF THE INTERNATIONAL FINANCIAL REPORTING STANDARD IFRS 9

The new *IFRS 9 Financial instruments* standard (must be complied with as of January 1, 2018 or for accounting periods beginning thereafter)

IFRS 9 has to do with the classification and valuation of financial assets and liabilities, the removal of financial assets from the balance sheet, the updating of hedge accounting principles, and the introduction of a new depreciation model for financial assets. Oma Säästöpankki has analysed its financial assets and liabilities, and the introduction of the new standard on January 1, 2018 is expected to have the following impacts by category:

### 1 CLASSIFICATION AND VALUATION OF FINANCIAL ASSETS

According to IFRS 9, the classification and valuation of financial assets is based on the company's business model and the nature of contractual cash flows. IFRS 9 contains three classification categories: amortised cost, fair value through other comprehensive income, and fair value through profit or loss. This change removes the current IAS 39 financial asset categories; held-to-maturity, loans and receivables, and available-for-sale financial assets.

As per IFRS 9, debt investments are valued at amortised cost using the effective interest method when the contractual cash flows only include capital repayments and interest payments and the company holds them as part of a business model whose objective is to collect contractual cash flows over the life of the investments. Debt investments are valued at fair value through other items of comprehensive income when the contractual cash flows only include capital repayments and interest payments and the company holds them as part of a business model whose objective is both collecting contractual cash flows and possibly selling investments before the maturity date. In other cases, promissory note investments are recognised at fair value through profit or loss.

As per IFRS 9, equity investments are primarily valued at fair value through profit or loss, but

companies may irrevocably choose to measure an individual asset at fair value through other items of comprehensive income.

Financial assets are classified in one of the above-mentioned categories when they are initially recognised. As per IFRS 9, derivatives embedded in the reclassified financial assets are no longer separated from the main contract, but the entire contract is measured at fair value through profit or loss.

#### Assessment of business models

Oma Säästöpankki specifies the business model objective for each portfolio according to which business operations are managed and reported to the management. The objectives are specified on the basis of the investment and lending policy approved by the bank (according to which the bank must have enough financial assets to secure its liquidity position) and the assessment of contractual income and methods that are used for measuring portfolio market risk.

#### Assessing whether contractual cash flows are solely payments of principal and interest

For the purposes of this assessment, 'principal' is defined as the fair value of the financial asset on initial recognition. 'Interest' is defined as consideration for the time value of money, for the credit risk associated with the principal amount outstanding during a particular period of time and for other basic lending risks and costs (e.g. liquidity risk and administrative costs), as well as a profit margin.

In assessing whether contractual cash flows are solely payments of principal and interest, Oma Säästöpankki will consider the contractual terms of the instrument. This will include assessing whether the financial asset contains a contractual term that could change the timing or amount of contractual cash flows so that it does not meet the SPPI (solely payments of principal and interest) contractual cash flow characteristics test requirements. Oma Säästöpankki will consider the following:

- contingent events that would change the amount and timing of cash flows,
- leverage features,
- repayment terms and extended options,
- terms that limit the bank's claim to cash flows from specified assets,
- features that modify consideration for the time value of money, e.g. periodic reset of interest rates.

All retail and company loans granted by Oma Säästöpankki contain a prepayment feature. This prepayment feature meets the SPPI criterion if the prepayment amount substantially represents unpaid amounts of principal and interest on the principal amount outstanding, which may include reasonable compensation for early termination of the contract.

In addition, if a financial asset is acquired or issued at a premium or discount, the repayable amount substantially represents the contractual principal plus accrued (but unpaid) contractual interest, and the fair value of the repayment feature is insignificant at initial recognition.

#### Impact assessment

The new standard is not expected to have a significant effect on the classification and valuation of the Group's financial assets.

- The bank does not have any financial assets held for trading, and existing derivatives have only been used for hedging purposes. Hedge accounting principles are applied to derivatives in accordance with their hedging purpose.
- Loans and advances to credit institutions, the public and general government which have been classified in the category 'loans and other receivables' and valued at amortised cost in compliance with IAS 39 will be valued at amortised cost also under IFRS 9.
- Debt security investments which have been classified as held-to-maturity and valued at amortised cost in compliance with IAS 39 will be reclassified under IFRS 9. They will be

valued at fair value through other items of comprehensive income and included into a business model whose objective is to hold an investment in order to collect and sell the contractual cash flows. The adjustment to fair value is insignificant.

- Debt security investments which have been classified as available for sale and valued at fair value through other items of comprehensive income in compliance to IAS 39 will be included into a business model whose objective is to hold an investment in order to collect and sell the contractual cash flows and will be valued at fair value through other items of comprehensive income insofar as the investment meets the cash flow test requirements. Investments which do not meet the cash flow test requirements are classified as financial assets recognised at fair value through profit or loss.
- Reserve investments which have been classified as available for sale and valued at fair value in compliance with IAS 39 do not however meet the cash flow test requirements, and must therefore be transferred to financial assets recognised at fair value through profit or loss.
- Oma Säästöpankki has classified direct equity investments as available for sale and valued them at fair value in compliance with IAS 39. As a result of the transition to IFRS 9, the bank has chosen to classify direct equity investments as assets recognised at fair value through profit or loss.

Oma Säästöpankki has estimated the impact of the transition to IFRS (as of January 1, 2018) on financial assets at approximately 2.2 million euros, taking into account the revaluation of financial assets, the transfer of the fair value reserve due to the reclassification of financial assets, and the deferred tax liability. The item will be recognised as an item reducing the bank's equity. The estimates of changes (in euros) may still change during 2018.

## 2. CLASSIFICATION AND VALUATION OF FINANCIAL LIABILITIES

Accounting for financial liabilities remains unchanged as the new requirements only affect the accounting for financial liabilities that are recognised at fair value through profit or loss, and the Group does not have such liabilities. Derecognition requirements have been carried over from standard IAS 39 Financial Instruments: Recognition and Measurement.

## 3. IMPAIRMENT OF FINANCIAL ASSETS

The new impairment model requires impairment estimates to be recognised based on expected credit losses rather than just realised credit losses as required by IAS 39. This applies to financial assets valued at amortised cost, debt instruments valued at fair value through other items of comprehensive income, loan commitments and certain guarantee contracts. The expected credit loss is calculated for the entire effective period of the financial asset when, on the date of reporting, the default risk related to financial assets has significantly increased since its initial recognition. In other cases, the expected loss is calculated based on the assessment that default of payment will occur within 12 months of the date of reporting.

For the expected credit loss, the bank recognises a loss allowance for an asset belonging to financial assets that is valued at amortised cost or at fair value through other items of comprehensive income. For the bank, these include debt security investments and loans and advances to credit institutions, the public and general government. However, impairment losses are not recognised for equity investments under IFRS 9.

At each reporting date, the bank will measure the expected credit losses through a loss allowance at an amount equal to the full lifetime of the expected credit losses. Expected credit losses will be measured through a loss allowance at an amount equal to the 12-month expected credit losses in the following cases:

- Debt security investments considered to have low credit risk at the reporting date. The bank expects the credit risk to be low when its external credit rating is at least 'investment-grade'.

The new model for impairment of financial assets brought by IFRS 9 requires management to make decisions, estimates and assumptions especially on the following topics:

- Selecting and defining calculation models,
- Assessing whether the credit risk related to a financial instrument has increased significantly after initial recognition,
- Forecasting of future events and economic conditions when calculating expected credit losses.

### Calculating expected credit losses

Expected credit losses are probability-weighted credit losses, which are measured as follows:

- *Financial assets for which there is no objective evidence of impairment at the reporting date*: the present value of all deficiencies, that is, the difference between the cash flows due under the contract and the cash flows that the entity expects to receive.
- *Financial assets that have objective evidence of impairment at the reporting date*: the difference between the gross book value and the present value of estimated future cash flows.
- *Undrawn loan commitment*: present value of the difference between contractual cash flows that are due to the entity if the holder of the loan commitment draws down the loan and the cash flows that the entity expects to receive if the loan is drawn down.

### Definition of default

Under IFRS 9, the bank will consider a default to occur when:

- The customer's payments are more than 90 days past due,

- A loan is non-performing or assigned to a collection agency,
- The customer is bankrupt or subject to debt restructuring,
- 20% or more of the customer's loans meet the above default conditions, as a result of which all of the customer's loans are considered to be in default.

This definition is consistent with the definition used by the bank in supervisory reporting. In assessing when a debtor is in default, the bank takes into account qualitative indicators (such as breaches of loan terms) and quantitative indicators (such as the number of days past due date) and uses internal and external sources to collect information on the debtor's financial position.

#### Significant increase in credit risk

In assessing whether the credit risk related to a financial instrument has increased significantly, the entity shall use the change in the risk of a default occurring over the expected life of the financial instrument. In the assessment, the entity shall compare the risk of default occurring over the expected life of the instrument at the reporting date with the risk of default at the date of initial recognition. A significant increase in credit risk moves the loan from stage 1 to stage 2. The bank uses both quantitative and qualitative indicators in credit risk assessment.

Indicators for assessing significant increase in credit risk vary slightly between different portfolios, but for the largest loan receivables (private and business customer loans), the bank considers changes in behavioural scoring and credit rating, as well as certain qualitative indicators such as forbearance, placement on watchlist and 30-day delay payments.

The bank has automated a credit scoring system which is based on the type of the loan; the behavioural credit scores of private customers and credit ratings of business customers as well as the values of qualitative indicators. Loan-specific stage allocation is monitored regularly.

#### Changing of loan terms

Loan terms may be changed when the customer is in financial difficulties, in which case the terms of the loan can be changed in order to minimise the risk of default. The changes in the loan terms may include maturity extension, changes in interest and capital payments, or changes in collateral arrangements or covenants. According to the bank's loan policy, such restructuring and forbearance arrangements are customer-specific and available to both private and business customers.

Restructuring and forbearance arrangements are qualitative indicators of a loan default, and such arrangements are relevant when assessing whether the loan's credit risk has increased significantly.

#### Inputs of expected credit loss (ECL) model

Oma Säästöpankki has developed ECL models that are based on the bank's recorded loan and customer repayment behaviour data. The bank has divided the loan types into seven categories according to their nature and risk characteristics.

- Home loans and consumer credit
- Housing company loans
- Credit accounts
- Credit cards
- Farmer loans
- Student loans
- Corporate bonds

Private loans and business loans are the most significant loans for the bank's business, and the bank determines the allowance for credit loss using the formula  $EAD \times PD \times LGD$  (exposure at default x probability of default x loss given default). The bank uses the recorded customers' repayment behaviour data as the basis for determining the parameters.

For determining the ECL parameters for business loans, the bank has used a statistical model based on a transition matrix describing the credit rating changes specified by the company. Credit rating is a grade assigned by an external party.

Oma Säästöpankki uses a simple credit loss ratio model for determining the ECL parameters for smaller loan segments.

For debt security investments, the bank determines the allowance for credit loss using the formula  $EAD \times PD \times LGD$ . Loan-specific data from the market database is used as the source for calculating PDs. In addition, the bank applies a low credit risk exception for debt security investments with a credit rating of at least investment grade at the reporting date. In these cases, the allowance for credit loss will be measured at an amount equal to the 12-month expected credit losses.

The EAD parameter represents the amount of loan funds at the reporting date (exposure at default). When assessing the value of the EAD parameter, Oma Säästöpankki takes into account, in addition to the book value of the loan, the payments to the loan as stated in the payment plan. However, certain financial instruments include both a loan and an undrawn portion of a loan commitment. The undrawn portion of a loan is taken into account in the EAD for the total limit granted.

The management of Oma Säästöpankki monitors the allowance for credit loss in each segment to ensure that the model properly reflects the amount of credit loss, and, if necessary, refines the calculation parameters at its discretion.

#### Impact of the change

The most significant impact of the transition to IFRS 9 to Oma Säästöpankki's IFRS financial statements is the implementation of the new impairment model. The amount of credit loss will increase, causing more volatility in the income statement for financial instruments that are within the scope of the IFRS 9 impairment model.

Oma Säästöpankki has estimated that, as a result of the introduction of IFRS 9 on January 1, 2018, the increase in credit loss on loans and advances to customers would be approximately 38% and that the total amount of credit losses

expected for this item would be approximately 12.2 million euros. The total amount consists of different credit segments and includes now also the expected credit loss on off-balance sheet loan commitments and limits. This change will be recognised as reducing the bank's equity.

#### 4. REMOVAL OF ASSETS AND LIABILITIES FROM THE BALANCE SHEET AND TERM CHANGES

According to IFRS 9, whenever a change is made to a financial asset or liability valued at amortised cost without removing the asset or liability from the balance sheet, for example, when loans are renegotiated and the changes are not "significant", any profit or loss must be recognised. The profit or loss is calculated as the difference between the original contractual cash flows and the modified cash flows discounted at the original effective interest rate. With IAS 39, the difference could be spread over the remaining life of the modified debt by recalculating the effective interest rate. The bank does not expect the change to impact future financial statements.

#### 5. HEDGE ACCOUNTING

In transitioning to IFRS 9, the bank may choose to continue to apply IAS 39 hedge accounting principles instead of IFRS 9 principles. The bank has decided to continue applying IAS 39 to existing hedging relationships, but will provide extended notes to the financial statements as required by the revised disclosure requirements under IFRS 7. Thus, the new standard must be applied in the notes to the financial statements.

#### 6. NOTES TO THE FINANCIAL STATEMENTS

The new standard introduces more extensive disclosure requirements and changes in presentation. These are expected to impact the nature and extent of the data presented in the Group's financial statements, especially during the first year after adopting the new standard.

## 7. TRANSITION

Oma Säästöpankki will adopt the standard over the accounting period starting on January 1, 2018. New requirements will apply retrospectively as of January 1, 2018, and the bank will utilise the practical solutions permitted by the standard. For example, as permitted by the new standard, the bank will not make adjustments to the comparative data for the year 2017, and thereby the adjustments to the bookkeeping values of financial assets resulting from the implementation of IFRS 9 are recognised directly as retained earnings on January 1, 2018.

The total impact on equity is estimated to be approximately 1.9 million euros, impacting the solvency ratio (TC) approximately by -0.15%. The bank will not utilise the possibility provided by the authorities to delay the recognition of credit losses in full in Pillar III solvency calculations. The decrease in equity due to credit losses is recognised in full in solvency calculations as of January 1, 2018.

Due to the changes in models, parameters and data used in the calculations, the estimates of the impacts of IFRS 9 may still change before the 2018 opening balance sheet is published. Oma Säästöpankki will continue validating results during 2018.

# Oma Säästöpankki Oyj's financial statements

## OMA SÄÄSTÖPANKKI OYJ INCOME STATEMENT

| (1,000 euros)   | January 1 –<br>December 31,<br>2017 | January 1 –<br>December 31,<br>2016 | Note |
|---|-------------------------------------|-------------------------------------|------|
| Interest income   | 46,179                              | 43,907                              | E25  |
| Interest expenses   | -7,232                              | -7,382                              | E25  |
| <b>Net interest income</b>  | <b>38,947</b>                       | <b>36,526</b>                       |      |
| Income from equity investments  | 972                                 | 960                                 | E26  |
| Fee and commission income   | 24,218                              | 21,220                              | E27  |
| Fee and commission expenses   | -3,453                              | -3,538                              | E27  |
| Net income from securities trading and foreign currency trading             | -238                                | -14                                 | E28  |
| Net income from financial assets available for sale                         | 10,186                              | 2,010                               | E29  |
| Net income from hedge accounting  | -51                                 | -15                                 | E30  |
| Net income from investment properties                                       | -647                                | -989                                | E31  |
| Other operating income  | 1,580                               | 3,682                               | E32  |
| Administrative expenses   | -30,154                             | -27,876                             |      |
| Personnel expenses  | -12,823                             | -14,136                             | E33  |
| Other administrative expenses   | -17,330                             | -13,740                             | E34  |
| Depreciation, amortisation and impairment on tangible and intangible assets | -1,746                              | -2,808                              | E35  |
| Other operating expenses  | -6,662                              | -5,744                              | E32  |
| Impairment losses on loans and other receivables                            | -2,337                              | -4,170                              | E36  |
| Impairment losses of other financial assets                                 | -24                                 | -28                                 | E36  |
| <b>Operating profit</b>   | <b>30,592</b>                       | <b>19,217</b>                       |      |
| Appropriations  | -12,424                             | -9,935                              |      |
| Income taxes  | -3,911                              | -2,130                              |      |
| <b>Profit (loss) from ordinary activities after taxes</b>                   | <b>14,258</b>                       | <b>7,153</b>                        |      |
| <b>Profit (loss) for the period</b>   | <b>14,258</b>                       | <b>7,153</b>                        |      |



## OMA SÄÄSTÖPANKKI OYJ BALANCE SHEET

### ASSETS

| (1,000 euros)   | December 31,<br>2017 | December 31,<br>2016 | Note |
|---|----------------------|----------------------|------|
| Cash and cash equivalents   | 265,265              | 7,728                |      |
| Debt securities eligible for refinancing with central banks         | 106,868              | 92,817               |      |
| Loans and advances to credit institutions                           | 73,806               | 61,701               | E2   |
| Loans and advances to the public and general government             | 2,137,579            | 1,785,106            | E3   |
| Debt securities   | 46,100               | 58,296               | E4   |
| General government  | 2,281                | 4,681                |      |
| From others   | 43,819               | 53,615               |      |
| Shares and other equity   | 34,850               | 98,952               | E5   |
| Derivative contracts  | 1,898                | 2,930                | E6   |
| Intangible assets   | 8,271                | 4,820                | E7   |
| Tangible assets   | 23,788               | 25,691               |      |
| Investment property and shares and interests in investment property | 9,140                | 10,081               | E8   |
| Other property and shares and interests in property companies       | 12,995               | 13,992               | E8   |
| Other tangible assets   | 1,653                | 1,618                |      |
| Other assets  | 15,915               | 406                  | E10  |
| Accrued income and prepayments                                      | 11,670               | 11,211               | E11  |
| Deferred tax assets   | 316                  | 635                  | E19  |
| <b>Assets, total</b>  | <b>2,726,325</b>     | <b>2,150,294</b>     |      |

## LIABILITIES

| (1,000 euros)   | December 31,<br>2017 | December 31,<br>2016 | Note       |
|---|----------------------|----------------------|------------|
| <b>Liabilities</b>  |                      |                      |            |
| Liabilities to credit institutions                          | 35,993               | 34,257               | <b>E12</b> |
| Liabilities to the public and general government            | 1,639,357            | 1,483,044            | <b>E13</b> |
| Deposits  | 1,638,877            | 1,482,316            |            |
| Other liabilities   | 479                  | 728                  |            |
| Debt securities issued to the public                        | 736,961              | 353,050              | <b>E14</b> |
| Derivative contracts and other liabilities held for trading | 2,222                | -                    | <b>E6</b>  |
| Other liabilities   | 15,220               | 17,934               | <b>E15</b> |
| Accrued expenses and deferred income                        | 7,709                | 6,053                | <b>E17</b> |
| Subordinated liabilities                                    | 27,800               | 17,600               | <b>E18</b> |
| Deferred tax liabilities                                    | 1,095                | 2,345                | <b>E19</b> |
| <b>Liabilities, total</b>                                   | <b>2,466,357</b>     | <b>1,914,283</b>     |            |
| <b>Appropriations</b>                                       |                      |                      |            |
| Voluntary provisions  | 85,470               | 73,046               | <b>E16</b> |
| <b>Appropriations, total</b>                                | <b>85,470</b>        | <b>73,046</b>        |            |
| <b>Equity</b>   |                      |                      |            |
| Share capital   | 24,000               | 24,000               | <b>E23</b> |
| Other restricted reserves                                   | 4,181                | 7,907                | <b>E24</b> |
| Fair value reserve  | 4,181                | 7,907                |            |
| Non-restricted reserves                                     | 106,087              | 103,510              |            |
| Reserve for invested non-restricted equity                  | 106,087              | 103,510              |            |
| Retained earnings (loss)                                    | 25,972               | 20,395               |            |
| Profit (loss) for the period                                | 14,258               | 7,153                |            |
| <b>Equity, total</b>  | <b>174,497</b>       | <b>162,964</b>       |            |
| <b>Liabilities, total</b>                                   | <b>2,726,325</b>     | <b>2,150,294</b>     |            |

## OFF-BALANCE SHEET COMMITMENTS

| <b>(1,000 euros)</b>  | <b>December 31,<br/>2017</b> | <b>December 31,<br/>2016</b> |
|---|------------------------------|------------------------------|
| <b>Commitments given to a third party on behalf of a customer</b> | 15,443                       | 13,059                       |
| Guarantees and pledges  | 14,972                       | 12,434                       |
| Others  | 471                          | 624                          |
| <b>Irrevocable commitments given in favour of a customer</b>      | 189,855                      | 117,436                      |
| Others  | 189,855                      | 117,436                      |

## OMA SÄÄSTÖPANKKI OYJ'S CASH FLOW STATEMENT

| (1,000 euros)   | January 1 –<br>December 31,<br>2017 | January 1 –<br>December 31,<br>2016 |
|---|-------------------------------------|-------------------------------------|
| <b>Cash flow from operating activities</b>              |                                     |                                     |
| Operating income after taxes                            | 14,258                              | 7,153                               |
| End-of-period adjustments                               | 18,420                              | 17,487                              |
| <b>Increase (-) or decrease (+) in business funds</b>   | <b>-312,038</b>                     | <b>-299,115</b>                     |
| Debt securities   | -2,882                              | -47,695                             |
| Loans and advances to credit institutions               | -1,176                              | 3,288                               |
| Loans and advances to the public and general government | -352,472                            | -254,358                            |
| Shares and other equity                                 | 60,508                              | 2,255                               |
| Other assets  | -16,016                             | -2,605                              |
| <b>Increase (+) or decrease (-) in business debts</b>   | <b>543,121</b>                      | <b>205,530</b>                      |
| Liabilities to credit institutions                      | 1,736                               | -2,659                              |
| Liabilities to the public and general government        | 159,732                             | 11,973                              |
| Debt securities issued to the public                    | 383,911                             | 191,547                             |
| Other liabilities                                       | -2,259                              | 4,669                               |
| Paid income taxes                                       | -2,470                              | -2,848                              |
| <b>Cash flow, total</b>                                 | <b>261,291</b>                      | <b>-71,794</b>                      |
| <b>Cash flow from investments</b>                       |                                     |                                     |
| Investments in shares and other equity, increases       | -36                                 | -                                   |
| Investments in shares and other equity, decreases       | -                                   | 5,985                               |
| Investments in tangible and intangible assets           | -5,178                              | -4,431                              |
| Transfers of tangible and intangible assets             | 1,187                               | 3,855                               |
| <b>Cash flow from investments, total</b>                | <b>-4,027</b>                       | <b>5,410</b>                        |

| (1,000 euros)   | January 1 –<br>December 31,<br>2017 | January 1 –<br>December 31,<br>2016 |
|---|-------------------------------------|-------------------------------------|
| <b>Cash flow from financing activities</b>  |                                     |                                     |
| Subordinated liabilities, increases   | 15,000                              | -                                   |
| Subordinated liabilities, decreases   | -4,800                              | -6,888                              |
| Dividends paid  | -1,576                              | -1,478                              |
| Other monetary increases in equity items  | 2,577                               | -                                   |
| <b>Cash flow from financing activities, total</b>                                   | <b>11,201</b>                       | <b>-8,366</b>                       |
| <b>Net change in cash and cash equivalents</b>                                      |                                     |                                     |
| Cash and cash equivalents at the beginning of the period                            | 55,152                              | 129,902                             |
| Cash and cash equivalents at the end of the period                                  | 323,617                             | 55,152                              |
| <b>Cash and cash equivalents are formed from the following balance sheet items:</b> |                                     |                                     |
| Cash and cash equivalents   | 265,265                             | 7,728                               |
| Receivables from credit institutions repayable on demand                            | 58,353                              | 47,424                              |
| <b>Total</b>  | <b>323,617</b>                      | <b>55,152</b>                       |
| <b>Additional information on the cash flow statement</b>                            |                                     |                                     |
| Received interests  | 45,952                              | 43,085                              |
| Paid interests  | 6,202                               | 8,022                               |
| Dividends received  | 972                                 | 960                                 |
| <b>End-of-period adjustments:</b>   |                                     |                                     |
| Appropriations  | 12,424                              | 9,935                               |
| Taxes on income statement   | 3,911                               | 2,130                               |
| Changes in fair value   | 69                                  | 880                                 |
| Depreciation, amortisation and impairment losses on intangible and tangible assets  | 2,520                               | 3,697                               |
| Other adjustments   | -503                                | 845                                 |
| <b>Total</b>  | <b>18,420</b>                       | <b>17,487</b>                       |

# Parent company's notes

## E1 ACCOUNTING PRINCIPLES

The parent company Oma Säästöpankki Oyj compiles its separate financial statements in accordance with the regulations in the Bookkeeping and Credit Institutions Act, the Decree of the Ministry of Finance on Credit Institutions' Financial Statements and Consolidated Statements (698/2014), and Financial Supervisory Authority's Regulations and Instructions 2/2016 Financial Sector's Accounting, Financial Statements and Annual Report.

## ITEMS DENOMINATED IN FOREIGN CURRENCIES

Assets and liabilities tied to items denominated in foreign currencies outside of the Euro zone have been converted to euros as per the European Central Bank's final rate on the last day of the accounting period. In the income statement, foreign exchange differences emerged during valuation have been recognised in net gains or net losses on trading in foreign currencies.

## FINANCIAL INSTRUMENTS

### Classification

In the financial statements, financial assets have been classified in four categories as per Financial Supervisory Authority's Regulations and Instructions 2/2016: Accounting, Financial Statements and Annual Reports in the Financial Sector:

- Financial assets recognised at fair value through profit or loss
- Financial assets available for sale
- Investments held to maturity
- Loans and other receivables

The category of financial assets at fair value through profit or loss includes combination instruments that contain the embedded derivative that has not been separated from the main contract, as well as other financial assets at fair value through profit or loss. Additionally, derivatives created with the purpose of hedging are recognised in this category.

The category of held-to-maturity investments includes debt securities with payments that are

fixed or determinable, that mature on a certain date, and that the bank strictly intends to hold and is capable of holding until the maturity date.

The category of loans and other receivables includes receivables with payments that are fixed or determinable, and that are not quoted in active markets.

The category of financial assets available for sale includes financial assets that have not been included in the above-mentioned valuation categories.

Sales and purchases of financial assets are recognised in the statements as per the transaction date and they are included in the balance sheet items Debt Securities and Shares and Other Equity.

Financial liabilities are classified in two categories:

- Financial liabilities held for trading
- Other financial liabilities

The bank does not have any financial liabilities held for trading. As such, all financial liabilities are classified under Other financial liabilities.

### Valuation

Financial assets are measured on the balance sheet either at the fair value or amortisation. Excluding derivative contracts, financial liabilities have been measured on the balance sheet at amortisation.

Items classified as financial assets recognised at fair value through profit or loss have been recognised directly in the income statement, under the item Income from securities trading.

Financial assets available for sale have been valued at their fair value. The changes of their fair values adjusted by deferred taxes have been recognised in the fair value reserve, created in equity. Exchange rate profits and losses derived from items in foreign currency denominations are not recognised in the fair value reserve, but directly in the result. The change of value accrued in the fair value reserve is recognised in the result, when the asset belonging to financial assets available for sale is sold or otherwise removed from the balance.

The fair value of publicly quoted shares is

considered to be the last bid price of the year. The fair value of non-publicly quoted shares is considered to be their acquisition cost when it has not been possible to reliably determine the fair value. The fair value of debt securities is considered to be the last bid price of the year if the debt securities have been publicly quoted or, barring that, the current value discounted by the market interest rate of the receivable capital and interest payments, or a value that has been calculated using another generally accepted valuation model or method.

Investments held to maturity as well as loans and other receivables have been valued to amortisation or acquisition cost less impairment losses if there is objective evidence of impairment.

Shares and other equity in subsidiaries and associated companies are recognised at acquisition cost or acquisition cost less impairment loss if impairment has been determined to be significant or long-running.

## DERIVATIVE CONTRACTS AND HEDGE ACCOUNTING

Derivative contracts have been valued at the fair value in the financial statements and changes in value have been recognised on the balance sheet and the income statement.

The bank hedges its interest risk against changes in fair value and in the cash flow and applies hedge accounting on them. The subject of fair value hedging is fixed-rate borrowing and the subject of cash flow hedging are the future interest payments of variable-rate lending.

The change in the fair value of derivatives that hedge the fair value has been recognised in the financial statements under Net result of hedge accounting. When hedging the fair value, also the subject of hedging has been valued at the fair value during the hedging, although it would otherwise be valued at amortisation. The change in the fair value of the hedged subject has been recognised on the balance sheet as an adjustment of that particular balance sheet item and in the income statement under the item "Net result of hedge accounting". The interest expenses of hedge derivatives are presented under interest expenses and the income under interest income.

The effective portion of the change in the value of derivatives that hedge the cash flow is recognised in the fair value reserve in equity, adjusted by deferred taxes. The ineffective portion of the change in fair value is recognised directly

under the item Income from securities trading on the income statement. The change in the time value of money of interest options, used as hedge instruments, is also recognised under Income from securities trading, because time value is not a part of the hedging instrument. The interest expenses of hedge derivatives are presented under interest expenses and the income under interest income.

The bank hedges its interest risk against changes in fair value and applies hedge accounting on this risk. Fixed rate borrowing is hedged. The change in the fair value of derivatives that hedge the fair value has been recognised in the financial statements under Net result of hedge accounting. When hedging the fair value, also the subject of hedging has been valued at the fair value during the hedging, although it would otherwise be valued at amortisation. The change in the fair value of the hedged subject has been recognised on the balance sheet as an adjustment of that particular balance sheet item and in the income statement under the item "Net result of hedge accounting". The interest expenses of hedge derivatives are presented under interest expenses and the income under interest income.

The bank hedges its interest risk against changes in future interest payments and applies cash flow hedging on the risk. Future interest payments on variable rate lending are hedged. The effective portion of the change in the value of derivatives that hedge the cash flow is recognised in the fair value reserve in equity, adjusted by deferred taxes. The ineffective portion of the change in fair value is recognised directly under the item Income from securities trading on the income statement. The interest expenses of hedge derivatives are presented under interest expenses and the income under interest income.

The change of value due to the valuation of hedging derivatives accrued in the fair value reserve is recognised in the result as adjustment in hedged cash flow as and when the hedged cash flow is entered as income. In cash flow hedging, the hedged subject is not valued at fair value.

The bank uses share options to hedge the risk associated with share deposits against changes in fair value, and applies fair value hedging on them.

## TANGIBLE AND INTANGIBLE ASSETS

Properties and shares in property companies have been divided into properties in the bank's own use and investment properties, based on the purpose

of use. The basic premise for the division was the used square metres.

Properties have been recognised in the balance sheet at acquisition cost less planned depreciation. Shares and other equity in investment properties are recognised on the balance sheet at acquisition cost. The bank does not apply the option provided in Section 12, Article 8 of the Credit Institution Act, which allows the valuation of investment properties at fair value.

The balance sheet values of properties in the bank's own use and shares and other equity in property companies are based on the value of the assets relative to the expected income of core business operations.

The difference between the bookkeeping value of investment properties and shares and other equity in property companies, and the permanently lower likely transfer price, if it is significant, is an impairment loss recognised as an expense under Net income of investment properties. Any reversals of impairment are recognised as adjustments in the same item.

The bank's key investment properties have been evaluated by property with the purchase price allocation method or the yield value method. The estimates of the yield value method are based on the amounts of net rent income from the property and the yield requirement of property markets. The fair values of investment properties are listed in note E8.

## APPROPRIATIONS

### Depreciation difference and tax-based provisions

The difference between actual and planned depreciations is recognised in the depreciation difference.

Tax-based provisions, such as credit loss provisions, are used in the planning of the bank's financial statements and taxes. As such, the amounts of tax-based provisions and their changes do not depict the risks faced by the bank.

In the bank's financial statements, appropriations are listed without deducting the deferred tax liability.

### OFF-BALANCE SHEET COMMITMENTS

Off-balance commitments are commitments given to a third party on behalf of a customer and irrevocable commitments given in favour of a customer.

Commitments given to a third party on behalf

of a customer are, for example, guarantees and guarantee commitments equated to them. Commitments are listed at the maximum amounts of the guarantees or guarantee commitments at the end of the year.

Irrevocable commitments given in favour of a customer are, for example, binding loan commitments, granted undrawn loans as well as unused credit limits. Commitments are listed at the maximum amounts that could be payable at the end of the accounting period.

## INTEREST INCOME AND EXPENSES

All interest income and expenses derived from interest-bearing assets and liabilities are recognised in Interest income and expenses. Interest is recognised on an accrual basis excluding interest for late payments, which are recognised when payments are received. Interest amounts are amortised based on the effective interest method.

Also recognised as interest income or expense is the difference between the acquisition cost and nominal value of receivables and liabilities, which is amortised on the maturity period of the receivable or the liability using the effective interest method. The counterpart is recognised as a change in receivable or liability.

Interest income has also been accrued on the bookkeeping of impaired receivables on the remaining balance at the original effective interest rate in the contract.

## IMPAIRMENT LOSSES OF FINANCIAL ASSETS

### Loans and other receivables

Impairment on loans and other receivables is recognised in impairment losses when there has been objective evidence that there will be no payments on the principal or the interest of the loan or the other receivable and the collateral on the receivable is not sufficient to cover for the loan or the other receivable. The evaluation of objective evidence is based on the evaluation of the sufficiency of the customer's insolvency and collateral. When recognising impairment, the collateral is valued to the amount that could be expected to be recovered at the time of realisation. The amount of impairment loss is determined as the difference between the bookkeeping value of the receivable and the estimated current value of future cash flows



accrued from the receivable, taking the collateral's fair value into account. The original effective interest rate of the receivable is used as the discounted rate of interest.

Loans and other receivables are classified in categories for which, the need for impairment losses has been evaluated by category. The categories for receivables are classified based on similar credit risk characteristics in order to evaluate the category-specific need for impairment of those receivables, for which receivable-specific reasons for impairment have not been identified.

#### **Investments held to maturity**

If, at the end of the accounting period, there is objective evidence that the value of debt securities classified as investments held to maturity may have decreased, an impairment review is performed on the debt security.

If the review determines that the value has decreased, for example, due to the issuer's increased credit risk, the impairment of value is recognised through profit or loss in the item Impairment losses on other financial assets. The amount of impairment losses is determined as the difference between the bookkeeping value of the receivable and the estimated current value of future cash flows accrued from the receivable. The original effective interest rate of the receivable is used as the discounted rate of interest.

#### **Financial assets available for sale**

If, at the end of the accounting period, there is objective evidence that the value of a security classified as a financial asset available for sale may have decreased, an impairment review is performed on the security. If the review determines that the value has decreased, for example, if the issuer's credit risk has increased or the value of the share has decreased significantly or in the long term below the acquisition cost, and the bank does not expect to recover the invested funds, then the loss accrued in the fair value reserve is recognised through profit or loss in the item Net income of financial assets available for sale.

For debt securities, the amount of impairment loss is determined as the difference between the bookkeeping value of the receivable and the estimated current value of future cash flows accrued on the receivable. The original effective interest rate of the receivable is used as the discounted rate of interest. The reversal of

impairment loss on debt securities is recognised through profit or loss. The amount of impairment loss on shares and other equity is estimated as the difference between their bookkeeping value and the value that the bank expects not to recover. The impairment loss on shares and other equity cannot be reversed through profit or loss, but the change in value is recognised in the fair value reserve.

#### **DEPRECIATION PRINCIPLES**

The acquisition costs of buildings and other wearable tangible and intangible assets are depreciated based on the financial holding time in equal instalments and in accordance with a previously created depreciation plan. The depreciation time is 10-40 years for buildings and 5-8 years for machinery and equipment. Depreciations are not performed for land.

Development expenses and licences of computer software are added under Intangible rights and depreciated within 3-5 years. Long-term expenses are depreciated during their useful life of 3-5 years.

#### **INCOME AND EXPENSES FROM OTHER THAN ORDINARY ACTIVITIES AND STATUTORY PROVISIONS**

The bank has not recognised income or expenses from other than ordinary activities. If the exact sum of a future loss or cost is not known, it must be entered as a statutory provision in the bank's balance sheet.

#### **TAXES**

Income taxes are recognised in the bank's financial statements based on the calculations of taxable income. Of the positive change in value included in the fair value reserve, deferred tax liabilities are recognised on the balance sheet, and of the negative change in value, deferred tax assets are recognised on the balance sheet. Additionally, of the negative change in value transferred from the fair value reserve to the result, deferred tax assets are recognised. Other deferred taxes have not been recognised at company level.

#### **FINANCIAL ASSETS**

Financial assets on the cash flow statement comprise cash and cash equivalents as well as receivables from credit institutions, repayable on demand. The cash flow statement has been prepared using the indirect method.

## E2 LOANS AND ADVANCES TO CREDIT INSTITUTIONS

| <b>(1,000 euros)</b>                   | <b>2017</b>   | <b>2016</b>   |
|--|---------------|---------------|
| <b>Repayable on demand</b>             | 58,353        | 47,424        |
| From the central financial institution | 41,741        | 45,379        |
| From domestic credit institutions      | 16,611        | 2,045         |
| <b>Others</b>                          | 15,453        | 14,277        |
| Minimum reserve deposit                | 15,453        | 14,277        |
| <b>Total</b>                           | <b>73,806</b> | <b>61,701</b> |

## E3 LOANS AND ADVANCES TO THE PUBLIC AND GENERAL GOVERNMENT

| <b>(1,000 euros)</b>                        | <b>2017</b>      | <b>2016</b>      |
|---|------------------|------------------|
| Companies and housing associations          | 569,483          | 425,720          |
| Financial and insurance institutions        | 6,371            | 1,063            |
| Public bodies                               | 229              | 206              |
| Households                                  | 1,553,013        | 1,350,277        |
| Non-profit organisations serving households | 8,483            | 7,841            |
| <b>Total</b>                                | <b>2,137,579</b> | <b>1,785,106</b> |
| - of which subordinated receivables         | 184              | 381              |

### Impairment losses recognised during the accounting period

| <b>(1,000 euros)</b>   | <b>2017</b>  | <b>2016</b>  |
|--|--------------|--------------|
| Impairment losses at the beginning of the accounting period                        | 8,447        | 6,481        |
| + loan-specific impairment losses recognised during the accounting period          | 2,596        | 3,700        |
| +/- group-specific impairment losses recognised during the accounting period       | -76          | 1,030        |
| - loan-specific impairment losses reversed during the accounting period            | -768         | -491         |
| - loan-specific impairment loss has been recognised previously                     | -1,389       | -2,273       |
| <b>Impairment losses at the end of the accounting period</b>                       | <b>8,810</b> | <b>8,447</b> |
| Final amount of recognised credit loss on receivables during the accounting period | 1,791        | 2,106        |

### Total amount of non-performing receivables

| <b>(1,000 euros)</b>       | <b>2017</b> | <b>2016</b> |
|----------------------------|-------------|-------------|
| Non-performing receivables | 16,228      | 14,454      |

## E4 DEBT SECURITIES

(1,000 euros)

|   | 2017           |   | 2016           |   |
|---|----------------|---|----------------|---|
|   | Total          | Of which central bank funding entitling debt securities | Total          | Of which central bank funding entitling debt securities |
| <b>Debt securities held for trading</b>   | 332            | -   | 576            | -   |
| Others                                    | 332            | -   | 576            | -   |
| <b>Debt securities available for sale</b> | 150,647        | 104,879   | 148,549        | 90,830  |
| Publicly quoted                           | 148,116        | 104,879   | 143,871        | 90,830  |
| Others                                    | 2,531          | -   | 4,678          | -   |
| <b>Debt securities held to maturity</b>   | 1,989          | 1,989   | 1,988          | 1,988   |
| Publicly quoted                           | 1,989          | 1,989   | 1,988          | 1,988   |
| <b>Total</b>                              | <b>152,968</b> | <b>106,868</b>  | <b>151,113</b> | <b>92,817</b>   |
| - of which subordinated receivables       | 3,605          | -   | 3,027          | -   |

## E5 SHARES AND OTHER EQUITY

| (1,000 euros)                                     | 2017          | 2016          |
|---|---------------|---------------|
| <b>Shares and other equity available for sale</b> | <b>34,850</b> | <b>98,952</b> |
| Publicly quoted                                   | 13,147        | 78,427        |
| Others  | 21,703        | 20,524        |
| <b>Shares and other equity, total</b>             | <b>34,850</b> | <b>98,952</b> |
| - of which in credit institutions                 | 12,321        | 16,259        |
| - of which in other companies                     | 22,530        | 82,692        |

| Financial assets                                | 2017             | 2016             |
|---|------------------|------------------|
| Investments held to maturity                    | 1,989            | 1,988            |
| Loans and other receivables                     | 2,211,384        | 1,846,807        |
| Financial assets available for sale             | 185,497          | 247,501          |
| Recognised at fair value through profit or loss | 2,230            | 3,506            |
| <b>Total</b>                                    | <b>2,401,101</b> | <b>2,099,802</b> |

## E6 DERIVATIVE CONTRACTS

### Nominal values of derivative contracts (1,000 euros)

| Residual maturity            | 2017                |           |              | Total   |
|------------------------------|---------------------|-----------|--------------|---------|
|                              | less than<br>1 year | 1-5 years | over 5 years |         |
| Hedging derivative contracts | 38,422              | 314,767   | -            | 353,189 |
| Fair value hedge             | 38,422              | 314,767   | -            | 353,189 |
| Interest rate derivatives    | 15,000              | 270,000   | -            | 285,000 |
| Interest rate swaps          | 15,000              | 270,000   | -            | 285,000 |
| Stock derivatives            | 23,422              | 44,767    | -            | 68,189  |

### Nominal values of derivative contracts (1,000 euros)

| Residual maturity            | 2016                |           |              | Total   |
|------------------------------|---------------------|-----------|--------------|---------|
|                              | less than<br>1 year | 1-5 years | over 5 years |         |
| Hedging derivative contracts | 30,658              | 77,260    | -            | 107,918 |
| Fair value hedge             | 30,658              | 77,260    | -            | 107,918 |
| Interest rate derivatives    | 15,000              | 35,000    | -            | 50,000  |
| Interest rate swaps          | 15,000              | 35,000    | -            | 50,000  |
| Stock derivatives            | 15,658              | 42,260    | -            | 57,918  |

### Fair values of derivative contracts (1,000 euros)

|                              | 2017         |              | 2016         |             |
|------------------------------|--------------|--------------|--------------|-------------|
|                              | Receivables  | Liabilities  | Receivables  | Liabilities |
| Hedging derivative contracts | 1,898        | 2,222        | 2,930        | -           |
| Fair value hedge             | 1,898        | 2,222        | 2,930        | -           |
| Interest rate derivatives    | 1,556        | 2,222        | 2,803        | -           |
| Interest rate swaps          | 1,556        | 2,222        | 2,803        | -           |
| Stock derivatives            | 342          | -            | 127          | -           |
| <b>Total</b>                 | <b>1,898</b> | <b>2,222</b> | <b>2,930</b> | <b>-</b>    |

### Profit or loss resulting from the hedged risk of the hedging instrument

|                                      | 2017   | 2016  |
|--------------------------------------|--------|-------|
| Change in the value of hedged object | -1,035 | 2,217 |

## E7 INTANGIBLE ASSETS

| <b>(1,000 euros)</b>    | <b>2017</b>  | <b>2016</b>  |
|-------------------------|--------------|--------------|
| Goodwill                | 3,000        | -            |
| Other intangible assets | 5,271        | 4,820        |
| <b>Total</b>            | <b>8,271</b> | <b>4,820</b> |

| <b>Intangible assets</b>                                      | <b>2017</b>  | <b>2016</b>  |
|---|--------------|--------------|
| Acquisition cost January 1                                    | 11,050       | 9,050        |
| + increases during the accounting period                      | 4,234        | 2,794        |
| - decreases during the accounting period                      | -81          | -793         |
| Acquisition cost December 31                                  | 15,203       | 11,050       |
| Accrued depreciation, amortisation and impairment January 1   | -6,230       | -6,093       |
| +/- accrued depreciation on decreases and transfers           | 26           | 537          |
| - depreciation during the accounting period                   | -728         | -651         |
| - impairment during the accounting period                     | -            | -23          |
| Accrued depreciation, amortisation and impairment December 31 | -6,932       | -6,230       |
| <b>Bookkeeping value December 31</b>                          | <b>8,271</b> | <b>4,820</b> |
| Bookkeeping value January 1                                   | 4,820        | 2,957        |

## E8 TANGIBLE ASSETS

| (1,000 euros)  | 2017              |              | 2016              |               |
|--|-------------------|--------------|-------------------|---------------|
|  | Bookkeeping value | Fair value   | Bookkeeping value | Fair value    |
| <b>Land and water</b>                                |                   |              |                   |               |
| In own use   | 352               | -            | 390               | -             |
| Used for investments                                 | 161               | 161          | 553               | 553           |
| <b>Total</b>   | <b>513</b>        | <b>161</b>   | <b>943</b>        | <b>553</b>    |
| <b>Buildings</b>                                     |                   |              |                   |               |
| In own use   | 636               | -            | 713               | -             |
| Used for investments                                 | 465               | 465          | 687               | 700           |
| <b>Total</b>   | <b>1,102</b>      | <b>465</b>   | <b>1,400</b>      | <b>700</b>    |
| <b>Shares and other equity in property companies</b> |                   |              |                   |               |
| In own use   | 12,007            | -            | 12,889            | -             |
| Used for investments                                 | 8,513             | 9,648        | 8,841             | 10,970        |
| <b>Total</b>   | <b>20,519</b>     | <b>9,648</b> | <b>21,730</b>     | <b>10,970</b> |
| <b>Other tangible assets</b>                         | <b>1,653</b>      | -            | <b>1,618</b>      | -             |
| <b>Tangible assets, total</b>                        | <b>23,788</b>     | -            | <b>25,691</b>     | -             |

Investment properties have been measured at acquisition cost.



## E9 CHANGES IN TANGIBLE ASSETS DURING THE ACCOUNTING PERIOD

(1,000 euros)

2017

|   | Investment properties and investment property shares | Other properties and property shares | Other tangible assets | Total         |
|---|--|--------------------------------------|-----------------------|---------------|
| Acquisition cost January 1  | 13,202   | 17,784                               | 9,389                 | 40,375        |
| + increases during the accounting period                                      | 3  | 10                                   | 553                   | 566           |
| - decreases during the accounting period                                      | -803   | -22                                  | -587                  | -1,412        |
| +/- transfers between items   | 371  | -371                                 | -                     | -             |
| Acquisition cost December 31  | 12,773   | 17,401                               | 9,356                 | 39,527        |
| Accrued depreciation, amortisation and impairment January 1                   | -3,121   | -3,792                               | -7,772                | -14,684       |
| +/- accrued depreciation on decreases and transfers                           | 177  | -13                                  | 569                   | 733           |
| - depreciation during the accounting period                                   | -82  | -92                                  | -500                  | -674          |
| - impairment during the accounting period                                     | -608   | -509                                 | -                     | -1,117        |
| Accrued depreciation, amortisation and impairment December 31                 | -3,634   | -4,406                               | -7,702                | -15,742       |
| Accrued appreciations January 1   | -  | -                                    | -                     | -             |
| +/- Appreciations and reversals of appreciations during the accounting period | -  | -                                    | -                     | -             |
| <b>Bookkeeping value December 31</b>  | <b>9,140</b>   | <b>12,995</b>                        | <b>1,653</b>          | <b>23,788</b> |
| Bookkeeping value January 1   | 10,081   | 13,992                               | 1,618                 | 25,691        |

(1,000 euros)

2016

|   | Investment properties and investment property shares | Other properties and property shares | Other tangible assets | Total         |
|---|--|--------------------------------------|-----------------------|---------------|
| Acquisition cost January 1  | 15,298   | 19,134                               | 9,103                 | 43,535        |
| + increases during the accounting period                                      | 16   | 108                                  | 553                   | 677           |
| - decreases during the accounting period                                      | -2,112   | -1,458                               | -266                  | -3,836        |
| +/- transfers between items   | -  | -                                    | -                     | -             |
| Acquisition cost December 31  | 13,202   | 17,784                               | 9,389                 | 40,375        |
| Accrued depreciation, amortisation and impairment January 1                   | -2,379   | -2,038                               | -7,517                | -11,935       |
| +/- accrued depreciation on decreases and transfers                           | 17   | -                                    | 256                   | 273           |
| - depreciation during the accounting period                                   | -107   | -121                                 | -510                  | -738          |
| - impairment during the accounting period                                     | -653   | -1,632                               | -                     | -2,285        |
| Accrued depreciation, amortisation and impairment December 31                 | -3,121   | -3,792                               | -7,772                | -14,684       |
| Accrued appreciations January 1   | -  | 4                                    | -                     | 4             |
| +/- Appreciations and reversals of appreciations during the accounting period | -  | -4                                   | -                     | -4            |
| <b>Bookkeeping value December 31</b>  | <b>10,081</b>  | <b>13,992</b>                        | <b>1,618</b>          | <b>25,691</b> |
| Bookkeeping value January 1   | 12,920   | 17,099                               | 1,586                 | 31,605        |

## E10 OTHER ASSETS

| <b>(1,000 euros)</b>                     | <b>2017</b>   | <b>2016</b> |
|--|---------------|-------------|
| Receivables on payment transfers         | 23            | 34          |
| Trade receivables on brokered securities | 15,571        | 3           |
| Others                                   | 321           | 370         |
| <b>Total</b>                             | <b>15,915</b> | <b>406</b>  |

## E11 ACCRUED INCOME AND PREPAYMENTS

| <b>(1,000 euros)</b> | <b>2017</b>   | <b>2016</b>   |
|----------------------|---------------|---------------|
| Interest             | 6,794         | 6,690         |
| Others               | 4,876         | 4,521         |
| <b>Total</b>         | <b>11,670</b> | <b>11,211</b> |

## E12 LIABILITIES TO CREDIT INSTITUTIONS

| <b>(1,000 euros)</b>   | <b>2017</b>   | <b>2016</b>   |
|------------------------|---------------|---------------|
| To credit institutions | 35,993        | 34,257        |
| Repayable on demand    | 14,644        | 12,317        |
| Others                 | 21,349        | 21,940        |
| <b>Total</b>           | <b>35,993</b> | <b>34,257</b> |

## E13 LIABILITIES TO THE PUBLIC AND GENERAL GOVERNMENT

| <b>(1,000 euros)</b> | <b>2017</b>      | <b>2016</b>      |
|----------------------|------------------|------------------|
| Deposits             | 1,638,877        | 1,482,316        |
| Repayable on demand  | 1,420,241        | 1,216,013        |
| Others               | 218,636          | 266,303          |
| Other liabilities    | 479              | 728              |
| Others               | 479              | 728              |
| <b>Total</b>         | <b>1,639,357</b> | <b>1,483,044</b> |

## E14 DEBT SECURITIES ISSUED TO THE PUBLIC

| (1,000 euros)           | 2017              |                | 2016              |                |
|-------------------------|-------------------|----------------|-------------------|----------------|
|                         | Bookkeeping value | Nominal value  | Bookkeeping value | Nominal value  |
| Certificates of deposit | 153,916           | 154,000        | 93,301            | 93,500         |
| Bonds                   | 583,045           | 585,000        | 259,749           | 353,500        |
| <b>Total</b>            | <b>736,961</b>    | <b>739,000</b> | <b>353,050</b>    | <b>447,000</b> |

## E15 OTHER LIABILITIES

| <b>(1,000 euros)</b>             | <b>2017</b>   | <b>2016</b>   |
|----------------------------------|---------------|---------------|
| Liabilities on payment transfers | 14,637        | 14,239        |
| Provisions                       | -             | 240           |
| Others                           | 584           | 3,454         |
| <b>Total</b>                     | <b>15,220</b> | <b>17,934</b> |

## E16 PROVISIONS

| (1,000 euros)        | 2017          | 2016          |
|----------------------|---------------|---------------|
| Mandatory provisions | -             | 240           |
| Other provisions     | 85,470        | 73,046        |
| <b>Total</b>         | <b>85,470</b> | <b>73,286</b> |

### Itemisation of mandatory provisions

| (1,000 euros)      | Bookkeeping value<br>December 1, 2017 | Increases | Decreases   | Bookkeeping value<br>December 31, 2017 |
|--------------------|---------------------------------------|-----------|-------------|--|
| Pension provisions | 240                                   | -         | -240        | -                                      |
| <b>Total</b>       | <b>240</b>                            | <b>-</b>  | <b>-240</b> | <b>-</b>                               |



## E17 ACCRUED EXPENSES AND DEFERRED INCOME

| <b>(1,000 euros)</b> | <b>2017</b>  | <b>2016</b>  |
|----------------------|--------------|--------------|
| Interest             | 2,645        | 1,600        |
| Others               | 5,064        | 4,453        |
| <b>Total</b>         | <b>7,709</b> | <b>6,053</b> |

## E18 SUBORDINATED LIABILITIES

### Subordinated liabilities whose bookkeeping value exceeds 10% of total amount of these liabilities

| Identifying details of liability (1,000 euros) | Bookkeeping value 2017 | Bookkeeping value 2016 | Interest % | Due date         |
|--|------------------------|------------------------|------------|------------------|
| Savings Banks' debenture loan I/2012           |                        | 2,000                  | 2.85       | May 7, 2017      |
| Savings Banks' debenture loan I/2013           | 2,800                  | 5,600                  | 2.35       | May 15, 2018     |
| Oma Säästöpankki Oyj's debenture loan I/2014   | 10,000                 | 10,000                 | 2.65       | May 20, 2019     |
| Oma Säästöpankki Oyj's debenture loan I/2017   | 15,000                 |                        | 1.25       | February 1, 2023 |
| <b>Total</b>                                   | <b>27,800</b>          | <b>17,600</b>          |            |                  |

| Identifying details of liability (1,000 euros) | Amount included in own funds 2017 | Amount included in own funds 2016 |
|--|-----------------------------------|-----------------------------------|
| Oma Säästöpankki Oyj's debenture loan I/2014   | 2,766                             | 4,765                             |
| Oma Säästöpankki Oyj's debenture loan I/2017   | 15,000                            | -                                 |
| <b>Total</b>                                   | <b>17,766</b>                     | <b>4,765</b>                      |

All listed loans are denominated in euro. In the solvency calculation, the listed loans are included in the credit institution's lower tier 2 capital.

#### Terms and conditions of prepayment:

The bank retains on all loans the right to claim the loan either partially or in full before the due date. However, prepayment is only possible if permitted by the Financial Supervisory Authority, excluding

minor claims that the Bank will resell shortly after claiming.

#### Regulations on loan priorities and potential exchanging of loans for shares:

Loans have been issued as a debenture loan in accordance with Article 34 of the Promissory Notes Act (622/47). These loans are subordinated to the issuer's other loans.

## E19 DEFERRED TAX LIABILITIES AND TAX ASSETS

| <b>(1,000 euros)</b>   | <b>2017</b> | <b>2016</b> |
|--|-------------|-------------|
| Deferred tax assets due to valuation                             | 49          | 368         |
| Deferred tax liabilities due to valuation                        | 1,095       | 2,345       |
| Deferred tax assets calculated on other temporary differences    | 267         | 267         |
| Amount of deferred tax liabilities due to the fair value reserve | 1,095       | 2,345       |

Deferred tax liabilities and tax assets are recognised in the fair value reserve through the changes in recognised fair value and financial assets available for sale, and the deferred tax liabilities through the fair value reserve as an impairment loss on the negative change in value transferred to the result and the depreciation of necessary shares. Other deferred tax liabilities and tax assets have not been recognised on the bank's balance sheet.

## E20 MATURITY DISTRIBUTION OF FINANCIAL ASSETS AND LIABILITIES

### Financial assets

(1,000 euros)

2017

|   | less than<br>3 months | 3-12<br>months | 1-5<br>years   | 5-10<br>years  | over 10<br>years | Total            |
|---|-----------------------|----------------|----------------|----------------|------------------|------------------|
| Debt securities eligible for refinancing with central banks | -                     | 804            | 27,016         | 79,047         | -                | 106,868          |
| Loans and advances to credit institutions                   | 58,353                | 15,453         | -              | -              | -                | 73,806           |
| Loans and advances to the public and general government     | 63,835                | 263,544        | 721,130        | 570,516        | 518,553          | 2,137,579        |
| Debt securities   | 332                   | 2,301          | 24,756         | 18,711         | -                | 46,100           |
| Derivative contracts  | 61                    | 168            | 1,669          | -              | -                | 1,898            |
| <b>Total</b>  | <b>122,581</b>        | <b>282,271</b> | <b>774,571</b> | <b>668,274</b> | <b>518,553</b>   | <b>2,366,250</b> |

(1,000 euros)

2016

|   | less than<br>3 months | 3-12<br>months | 1-5<br>years   | 5-10<br>years  | over 10<br>years | Total            |
|---|-----------------------|----------------|----------------|----------------|------------------|------------------|
| Debt securities eligible for refinancing with central banks | -                     | 609            | 44,075         | 48,134         | -                | 92,817           |
| Loans and advances to credit institutions                   | 47,424                | 14,277         | -              | -              | -                | 61,701           |
| Loans and advances to the public and general government     | 54,351                | 216,061        | 606,922        | 468,723        | 439,048          | 1,785,106        |
| Debt securities   | -                     | 4,743          | 31,038         | 22,514         | -                | 58,296           |
| Derivative contracts  | 75                    | 2              | 2,853          | -              | -                | 2,930            |
| <b>Total</b>  | <b>101,850</b>        | <b>235,692</b> | <b>684,889</b> | <b>539,371</b> | <b>439,048</b>   | <b>2,000,851</b> |

## Financial liabilities

(1,000 euros)

2017

|  | less than<br>3 months | 3-12<br>months | 1-5<br>years   | 5-10<br>years | over 10<br>years | Total            |
|--|-----------------------|----------------|----------------|---------------|------------------|------------------|
| Liabilities to credit institutions and central banks | 14,860                | 3,383          | 17,751         | -             | -                | 35,993           |
| Liabilities to the public and general government     | 1,449,440             | 142,001        | 47,436         | 479           | -                | 1,639,357        |
| Debt securities issued to the public                 | 22,999                | 230,897        | 483,065        | -             | -                | 736,961          |
| Subordinated debts                                   | -                     | 2,800          | 10,000         | 15,000        | -                | 27,800           |
| Derivative contracts                                 | -                     | -              | 2,222          | -             | -                | 2,222            |
| <b>Total</b>   | <b>1,487,298</b>      | <b>379,081</b> | <b>560,475</b> | <b>15,479</b> | <b>-</b>         | <b>2,442,333</b> |

(1,000 euros)

2016

|  | less than<br>3 months | 3-12<br>months | 1-5<br>years   | 5-10<br>years | over 10<br>years | Total            |
|--|-----------------------|----------------|----------------|---------------|------------------|------------------|
| Liabilities to credit institutions and central banks | 12,322                | 617            | 16,882         | 4,436         | -                | 34,257           |
| Liabilities to the public and general government     | 1,253,410             | 164,920        | 63,986         | 728           | -                | 1,483,044        |
| Debt securities issued to the public                 | -                     | 143,284        | 209,767        | -             | -                | 353,050          |
| Subordinated debts                                   | -                     | 4,800          | 12,800         | -             | -                | 17,600           |
| Derivative contracts                                 | -                     | -              | -              | -             | -                | -                |
| <b>Total</b>   | <b>1,265,732</b>      | <b>313,621</b> | <b>303,435</b> | <b>5,164</b>  | <b>-</b>         | <b>1,887,951</b> |

Loans and advances to the public and general government, repayable on demand:

Other than fixed-term deposits and overdraft accounts are listed in the category of less than 3 months.

## E21 ITEMISATION OF ASSETS AND LIABILITIES IN DOMESTIC AND FOREIGN DENOMINATIONS

| (1,000 euros)   | 2017              |                  | 2016              |                  |
|---|-------------------|------------------|-------------------|------------------|
|   | Domestic currency | Foreign currency | Domestic currency | Foreign currency |
| <b>Assets</b>   |                   |                  |                   |                  |
| Debt securities eligible for refinancing with central banks | 106,868           | -                | 92,817            | -                |
| Loans and advances to credit institutions                   | 73,806            | -                | 61,701            | -                |
| Loans and advances to the public and general government     | 2,137,579         | -                | 1,785,106         | -                |
| Debt securities   | 46,100            | -                | 58,296            | -                |
| Derivative contracts  | 1,898             | -                | 2,930             | -                |
| Other assets  | 358,931           | 1,144            | 148,532           | 912              |
| <b>Total</b>  | <b>2,725,181</b>  | <b>1,144</b>     | <b>2,149,382</b>  | <b>912</b>       |

| (1,000 euros)  | 2017              |                  | 2016              |                  |
|--|-------------------|------------------|-------------------|------------------|
|  | Domestic currency | Foreign currency | Domestic currency | Foreign currency |
| <b>Liabilities</b>                                   |                   |                  |                   |                  |
| Liabilities to credit institutions and central banks | 35,993            | -                | 34,257            | -                |
| Liabilities to the public and general government     | 1,639,357         | -                | 1,483,044         | -                |
| Debt securities issued to the public                 | 736,961           | -                | 353,050           | -                |
| Derivative contracts                                 | 2,222             | -                | -                 | -                |
| Subordinated liabilities                             | 27,800            | -                | 17,600            | -                |
| Other liabilities                                    | 16,315            | -                | 20,279            | -                |
| Accrued expenses and deferred income                 | 7,709             | -                | 6,053             | -                |
| <b>Total</b>   | <b>2,466,357</b>  | <b>-</b>         | <b>1,914,283</b>  | <b>-</b>         |

## E22 FAIR VALUES AND BOOKKEEPING VALUES OF FINANCIAL ASSETS AND LIABILITIES AND FAIR VALUE HIERARCHY

The fair values of financial assets have been determined primarily on the basis of the quoted market prices. If a quoted market price was not available, the current value discounted by the market interest rate or another generally accepted valuation model or method was used in the valuation. The bookkeeping value was used as the fair value for other financial assets. The bookkeeping value was used as the fair value for financial liabilities.

| (1,000 euros)   | 2017              |                  | 2016              |                  |
|---|-------------------|------------------|-------------------|------------------|
|   | Bookkeeping value | Fair value       | Bookkeeping value | Fair value       |
| <b>Financial assets</b>                                 |                   |                  |                   |                  |
| Cash and cash equivalents                               | 265,265           | 265,265          | 7,728             | 7,728            |
| Loans and advances to credit institutions               | 73,806            | 73,806           | 61,701            | 61,701           |
| Loans and advances to the public and general government | 2,137,579         | 2,137,579        | 1,785,106         | 1,785,106        |
| Debt securities   | 152,968           | 153,530          | 151,113           | 151,780          |
| Shares and other equity                                 | 34,850            | 36,241           | 98,952            | 100,318          |
| Derivative contracts                                    | 1,898             | 1,898            | 2,930             | 2,930            |
| <b>Total</b>  | <b>2,666,365</b>  | <b>2,668,318</b> | <b>2,107,531</b>  | <b>2,109,563</b> |

| (1,000 euros)                                    | 2017              |                  | 2016              |                  |
|--|-------------------|------------------|-------------------|------------------|
|  | Bookkeeping value | Fair value       | Bookkeeping value | Fair value       |
| <b>Financial liabilities</b>                     |                   |                  |                   |                  |
| Liabilities to credit institutions               | 35,993            | 35,993           | 34,257            | 34,257           |
| Liabilities to the public and general government | 1,639,357         | 1,639,357        | 1,483,044         | 1,483,044        |
| Debt securities issued to the public             | 736,961           | 736,961          | 353,050           | 353,050          |
| Liabilities held                                 | 2,222             | 2,222            | -                 | -                |
| Subordinated liabilities                         | 27,800            | 27,800           | 17,600            | 17,600           |
| <b>Total</b>                                     | <b>2,442,333</b>  | <b>2,442,333</b> | <b>1,887,951</b>  | <b>1,887,951</b> |

**Financial instruments measured at fair value on the balance sheet**

(1,000 euros)

2017

|   | Level 1 | Level 2 | Level 3 | Total   |
|---|---------|---------|---------|---------|
|   | 158,183 | 2,563   | 20,169  | 180,915 |
| Unrealised gains and losses during the accounting period, level 3 | -       | -       | -34     | -       |

(1,000 euros)

2016

|   | Level 1 | Level 2 | Level 3 | Total   |
|---|---------|---------|---------|---------|
|   | 224,292 | -       | 3,449   | 227,742 |
| Unrealised gains and losses during the accounting period, level 3 | -       | -       | -46     | -       |

**Fair value and changes in value entered directly into the income statement as well as changes, entered into the fair value reserve, from each group of financial instruments recognised at fair value.**

(1,000 euros)

2017

|                                     | Fair value     | Change in value in income statement | Fair value reserve |
|-------------------------------------|----------------|-------------------------------------|--------------------|
| Financial assets available for sale | 185,497        | -1,511                              | 5,226              |
| Financial assets held for trading   | 332            | 32                                  | -                  |
| <b>Total</b>                        | <b>185,829</b> | <b>-1,479</b>                       | <b>5,226</b>       |

(1,000 euros)

2016

|                                     | Fair value     | Change in value in income statement | Fair value reserve |
|-------------------------------------|----------------|-------------------------------------|--------------------|
| Financial assets available for sale | 247,501        | -1,384                              | 9,884              |
| Financial assets held for trading   | 576            | -231                                | -                  |
| <b>Total</b>                        | <b>248,077</b> | <b>-1,615</b>                       | <b>9,884</b>       |



**Changes in fair value reserve during the accounting period**

**(1,000 euros)**

**2017**

|                        | <b>At the beginning<br/>of the<br/>accounting period</b> | <b>Increases</b> | <b>Decreases</b> | <b>At the end of<br/>the accounting<br/>period</b> |
|------------------------|--|------------------|------------------|--|
| Cash flow hedge        | -  | -                | -                | -  |
| Measured at fair value | 9,884  | 13,458           | -18,116          | 5,226  |
| <b>Total</b>           | <b>9,884</b>   | <b>13,458</b>    | <b>-18,116</b>   | <b>5,226</b>                                       |

**(1,000 euros)**

**2016**

|                        | <b>At the beginning<br/>of the<br/>accounting period</b> | <b>Increases</b> | <b>Decreases</b> | <b>At the end of<br/>the accounting<br/>period</b> |
|------------------------|--|------------------|------------------|--|
| Cash flow hedge        | -244   | -                | 244              | -  |
| Measured at fair value | 5,764  | 16,946           | -12,826          | 9,884  |
| <b>Total</b>           | <b>5,520</b>   | <b>16,946</b>    | <b>-12,582</b>   | <b>9,884</b>                                       |

## E23 CHANGES IN EQUITY DURING THE ACCOUNTING PERIOD

| (1,000 euros)                                       | At the beginning<br>of the accounting<br>period | Increases     | Decreases      | At the<br>end of the<br>accounting<br>period |
|---|---|---------------|----------------|--|
| Share capital                                       | 20,700  | -             | -              | 20,700                                       |
| Credit loss provisions transferred to share capital | 3,300   | -             | -              | 3,300  |
| Other restricted reserves                           | 7,907   | 11,877        | -15,603        | 4,181  |
| Fair value reserve                                  | 7,907   | 11,877        | -15,603        | 4,181  |
| Measured at fair value                              | 7,907   | 11,877        | -15,603        | 4,181  |
| Non-restricted reserves                             | 103,510   | 2,577         | -              | 106,087                                      |
| Reserve for invested non-restricted equity          | 103,510   | 2,577         | -              | 106,087                                      |
| Retained earnings                                   | 20,395  | 12,729        | -7,153         | 25,972                                       |
| Profit for the period                               | 7,153   | 13,928        | -6,823         | 14,258                                       |
| <b>Equity, total</b>                                | <b>162,964</b>                                  | <b>41,112</b> | <b>-29,579</b> | <b>174,497</b>                               |

| (1,000 euros)                    | At the beginning<br>of the accounting<br>period | Increases     | Decreases      | At the<br>end of the<br>accounting<br>period |
|----------------------------------|---|---------------|----------------|--|
| Equity-based instruments         | 5,846   | 6,993         | -9,896         | 2,942  |
| of which deferred taxes          | -1,461  | 1,905         | -1,179         | -736   |
| Debt securities                  | 2,061   | 4,884         | -5,707         | 1,239  |
| of which deferred taxes          | -515  | 985           | -780           | -310   |
| <b>Fair value reserve, total</b> | <b>7,907</b>                                    | <b>11,877</b> | <b>-15,603</b> | <b>4,181</b>                                 |

## E24 SHARES AND SHAREHOLDER RIGHT

The number of shares is 501,744 in total and the number of votes per share is 1 vote / share.  
The shares do not have a nominal value.

|                                   | Ownership<br>December 31, 2017 |                          | Ownership<br>December 31, 2016 |                          |
|-----------------------------------|--------------------------------|--------------------------|--------------------------------|--------------------------|
|                                   | Number of<br>shares            | Interest in<br>shares, % | Number of<br>shares            | Interest in<br>shares, % |
| Etelä-Karjalan Säästöpankkisäätiö | 222,000                        | 44.2                     | 222,000                        | 45.2                     |
| Parkanon Säästöpankkisäätiö       | 68,000                         | 13.6                     | 68,000                         | 13.9                     |
| Töysän Säästöpankkisäätiö         | 60,000                         | 12.0                     | 60,000                         | 12.2                     |
| Kuortaneen Säästöpankkisäätiö     | 40,000                         | 8.0                      | 40,000                         | 8.1                      |
| Hauhon Säästöpankkisäätiö         | 33,600                         | 6.7                      | 33,600                         | 6.8                      |
| Rengon Säästöpankkisäätiö         | 22,400                         | 4.5                      | 22,400                         | 4.6                      |
| Suodenniemen Säästöpankkisäätiö   | 16,000                         | 3.2                      | 16,000                         | 3.3                      |
| Pyhäselän Oma Osuuskunta          | 15,177                         | 3.0                      | 15,177                         | 3.1                      |
| Joroisten Oma Osuuskunta          | 13,783                         | 2.7                      | 13,783                         | 2.8                      |
| Pasi Sydänlammi, CEO              | 1,255                          | 0.3                      | -                              | -                        |
| <b>10 largest shareholders</b>    | <b>492,215</b>                 | <b>98.1</b>              | <b>490,960</b>                 | <b>100.0</b>             |
| Other, personnel                  | 9,529                          | 1.9                      | -                              | -                        |
| <b>Total</b>                      | <b>501,744</b>                 | <b>100.0</b>             | <b>490,960</b>                 | <b>100.0</b>             |

The issuance of shares to employees took place on November 13–31, 2017. The issue price was 239 euros per share and 10,784 shares were issued in total. The board approved fully paid shares on December 22, 2017 and new shares were entered in the Trade Register on January 15, 2018. Subscription payments, worth 2.58 million euros, were entered in the reserve for invested non-restricted equity in accordance with the share issuance terms.

The company has no different share classes, all shares carry the same rights. The issued shares will entitle to shareholder rights and shareholder rights commence when the shares have been entered in the Trade Register.

All shares carry the same shareholder rights.

The board has no valid authorisation to issue a rights issue, a convertible loan, or stock options.

## E25 INTEREST INCOME AND EXPENSES

| (1,000 euros)   | 2017          | 2016          |
|---|---------------|---------------|
| <b>Interest income</b>  |               |               |
| Debt securities eligible for refinancing with central banks     | 846           | 651           |
| Receivables from credit institutions                            | -             | 1             |
| Receivables from the public and general government              | 41,874        | 38,759        |
| On debt securities  | 1,515         | 1,561         |
| Derivate contracts  | 1,213         | 2,432         |
| Negative interest expenses from financial liabilities           | 131           | -             |
| Other interest income   | 601           | 503           |
| <b>Total</b>  | <b>46,179</b> | <b>43,907</b> |
| Interest income accrued on impaired loans and other receivables | 287           | 235           |
| <b>Interest expenses</b>  |               |               |
| Liabilities to credit institutions                              | -178          | -457          |
| Liabilities to the public and general government                | -2,531        | -4,021        |
| Debt securities issued to the public                            | -3,084        | -2,291        |
| Derivative contracts and liabilities held for trading           | -             | -7            |
| Subordinated liabilities  | -394          | -526          |
| Negative interest income from financial assets                  | -307          | -             |
| Other interest expenses   | -737          | -78           |
| <b>Total</b>  | <b>-7,232</b> | <b>-7,382</b> |

## E26 INCOME FROM EQUITY INVESTMENTS

| <b>(1,000 euros)</b>                                     | <b>2017</b> | <b>2016</b> |
|--|-------------|-------------|
| Dividend income from financial assets available for sale | 972         | 960         |
| <b>Total</b>   | <b>972</b>  | <b>960</b>  |

## E27 FEE AND COMMISSION INCOME AND EXPENSES

| <b>(1,000 euros)</b>               | <b>2017</b>   | <b>2016</b>   |
|------------------------------------|---------------|---------------|
| <b>Fee and commission income</b>   |               |               |
| Lending                            | 7,155         | 6,574         |
| Borrowing                          | 1,119         | 773           |
| Payment transactions               | 10,355        | 8,985         |
| Asset management                   | 1,082         | 1,006         |
| Brokered products                  | 3,679         | 3,238         |
| Granting of guarantees             | 463           | 336           |
| Other fee and commission income    | 365           | 308           |
| <b>Total</b>                       | <b>24,218</b> | <b>21,220</b> |
| <b>Fee and commission expenses</b> |               |               |
| Paid delivery fees                 | -1,145        | -1,136        |
| Others                             | -2,309        | -2,402        |
| <b>Total</b>                       | <b>-3,453</b> | <b>-3,538</b> |

## E28 NET INCOME FROM SECURITIES TRADING AND FOREIGN CURRENCY TRADING

(1,000 euros)

2017

|  | Capital gain<br>and loss (net) | Changes in<br>fair value (net) | Total       |
|--|--------------------------------|--------------------------------|-------------|
| On debt securities                         | -                              | -44                            | -44         |
| Net gains on trading in securities, total  | -                              | -44                            | -44         |
| Net gains on trading in foreign currencies | -194                           | -                              | -194        |
| <b>Profit and loss item, total</b>         | <b>-194</b>                    | <b>-44</b>                     | <b>-238</b> |

(1,000 euros)

2016

|  | Capital gain<br>and loss (net) | Changes in<br>fair value (net) | Total      |
|--|--------------------------------|--------------------------------|------------|
| On debt securities                         | -                              | -32                            | -32        |
| Net gains on trading in securities, total  | -                              | -32                            | -32        |
| Net gains on trading in foreign currencies | 18                             | -                              | 18         |
| <b>Profit and loss item, total</b>         | <b>18</b>                      | <b>-32</b>                     | <b>-14</b> |

## E29 NET INCOME FROM FINANCIAL ASSETS AVAILABLE FOR SALE

(1,000 euros)

2017

|                         | Capital gain<br>and loss (net) | Impairment | Transfers from the<br>fair value reserve | Total         |
|-------------------------|--------------------------------|------------|--|---------------|
| On debt securities      | -161                           | -          | 2,166                                    | 2,005         |
| Shares and other equity | -68                            | -          | 8,249                                    | 8,182         |
| <b>Total</b>            | <b>-229</b>                    | <b>-</b>   | <b>10,415</b>                            | <b>10,186</b> |

(1,000 euros)

2016

|                         | Capital gain<br>and loss (net) | Impairment | Transfers from the<br>fair value reserve | Total        |
|-------------------------|--------------------------------|------------|--|--------------|
| On debt securities      | 3                              | -          | 901                                      | 903          |
| Shares and other equity | -104                           | -52        | 1,263                                    | 1,107        |
| <b>Total</b>            | <b>-101</b>                    | <b>-52</b> | <b>2,163</b>                             | <b>2,010</b> |



## E30 NET INCOME FROM HEDGE ACCOUNTING

| <b>(1,000 euros)</b>                       | <b>2017</b> | <b>2016</b> |
|--|-------------|-------------|
| Changes in fair value of hedge derivatives | -5,465      | -2,164      |
| Change in the fair value of hedged objects | 5,414       | 2,149       |
| <b>Total</b>                               | <b>-51</b>  | <b>-15</b>  |

## E31 NET INCOME FROM INVESTMENT PROPERTIES

| <b>(1,000 euros)</b>        | <b>2017</b> | <b>2016</b> |
|-----------------------------|-------------|-------------|
| Rent income                 | 930         | 968         |
| Rent expenses               | -1          | -4          |
| Planned depreciations       | -166        | -214        |
| Capital gain and loss (net) | 53          | -439        |
| Impairment losses           | -608        | -676        |
| Other income                | 4           | 349         |
| Other expenses              | -858        | -974        |
| <b>Total</b>                | <b>-647</b> | <b>-989</b> |

## E32 OTHER OPERATING INCOME AND EXPENSES

| (1,000 euros)                                   | 2017          | 2016          |
|---|---------------|---------------|
| <b>Other operating income</b>                   |               |               |
| Rent income from properties in own use          | 59            | 61            |
| Gains on properties in own use                  | 41            | 6             |
| Other income                                    | 1,480         | 3,615         |
| <b>Total</b>                                    | <b>1,580</b>  | <b>3,682</b>  |
| <b>Other operating expenses</b>                 |               |               |
| Rent expenses                                   | -1,140        | -1,070        |
| Expenses on properties in own use               | -1,296        | -1,386        |
| Capital losses from properties used by the bank | -37           | -320          |
| Guarantee Fund expenses                         | -1,062        | -969          |
| Other expenses                                  | -3,127        | -1,999        |
| <b>Total</b>                                    | <b>-6,662</b> | <b>-5,744</b> |

## E33 PERSONNEL EXPENSES

| <b>(1,000 euros)</b>     | <b>2017</b>    | <b>2016</b>    |
|--------------------------|----------------|----------------|
| Salaries and rewards     | -10,285        | -11,192        |
| Long-term benefits       | -2,538         | -2,944         |
| Pensions                 | -2,108         | -2,306         |
| Other long-term benefits | -430           | -638           |
| <b>Total</b>             | <b>-12,823</b> | <b>-14,136</b> |

## E34 OTHER ADMINISTRATIVE EXPENSES

| <b>(1,000 euros)</b>                  | <b>2017</b>    | <b>2016</b>    |
|---------------------------------------|----------------|----------------|
| Other personnel expenses              | -1,675         | -1,035         |
| Office expenses                       | -1,673         | -1,335         |
| IT expenses                           | -10,406        | -8,621         |
| Telephony expenses                    | -1,051         | -916           |
| Representation and marketing expenses | -2,526         | -1,833         |
| <b>Total</b>                          | <b>-17,330</b> | <b>-13,740</b> |

E35 DEPRECIATION, AMORTISATION AND IMPAIRMENT  
ON TANGIBLE AND INTANGIBLE ASSETS

| (1,000 euros)   | 2017          | 2016          |
|---|---------------|---------------|
| <b>Planned depreciations</b>                                | -1,236        | -1,176        |
| Tangible assets   | -592          | -631          |
| Intangible assets   | -644          | -544          |
| <b>Impairment losses and reversals of impairment losses</b> | -509          | -1,632        |
| Tangible assets   | -509          | -1,632        |
| <b>Total</b>  | <b>-1,746</b> | <b>-2,808</b> |

## E36 IMPAIRMENT LOSSES ON LOANS AND OTHER RECEIVABLES AS WELL AS OTHER FINANCIAL ASSETS

### Impairment losses on loans and other receivables

| (1,000 euros)  | 2017          | 2016          |
|--|---------------|---------------|
| <b>Receivables from the public and general government</b>      | -2,337        | -3,898        |
| Contract-specific impairment losses                            | -3,263        | -3,610        |
| Group-specific impairment losses                               | -200          | -1,050        |
| Impairment reversals and refunds (-)                           | 1,127         | 762           |
| <b>Guarantees and other off-balance sheet items</b>            | -             | -272          |
| Contract-specific impairment losses                            | -             | -272          |
| <b>Impairment losses on loans and other receivables, total</b> | <b>-2,337</b> | <b>-4,170</b> |

### Impairment of other financial assets

| (1,000 euros)  | 2017          | 2016          |
|--|---------------|---------------|
| Shares and other equity  | -24           | -28           |
| <b>Impairment losses on other financial assets, total</b>              | <b>-24</b>    | <b>-28</b>    |
| <b>Impairment losses on financial assets, total</b>                    | <b>-2,361</b> | <b>-4,197</b> |
| <b>Interest income accrued on impaired loans and other receivables</b> | <b>287</b>    | <b>235</b>    |

## E37 INCOME BY AREA OF OPERATIONS AND MARKET

| <b>(1,000 euros)</b>            | <b>2017</b> | <b>2016</b> |
|---------------------------------|-------------|-------------|
| Revenue from banking operations | 74,968      | 63,380      |

The distribution of revenue, operating profit, assets and liabilities by area of business has not been listed because the distribution is not particularly significant. The bank performs operations only in Finland. Profit is presented as noneliminated.



## E38 PENSION LIABILITIES

Personnel's retirement provisions are arranged with pension insurance company Etera and there are no uncovered pension liabilities. Pension liability that has not been transferred to an insurance institution.

## E39 RENT LIABILITIES

Minimum rent payable based on irrevocable rent agreements.

| <b>(1,000 euros)</b>     | <b>2017</b>  | <b>2016</b>  |
|--------------------------|--------------|--------------|
| Within 1 year            | 838          | 616          |
| During 1-5 years         | 1,330        | 1,305        |
| Within more than 5 years | 467          | 651          |
| <b>Total</b>             | <b>2,635</b> | <b>2,572</b> |

## E40 OFF-BALANCE SHEET COMMITMENTS

| <b>(1,000 euros)</b>   | <b>2017</b>    | <b>2016</b>    |
|--|----------------|----------------|
| Commitments given to a third party on behalf of a customer       |                |                |
| Guarantees   | 14,972         | 12,434         |
| Other commitments given to a third party on behalf of a customer | 471            | 624            |
| Irrevocable commitments given in favour of a customer            | 189,855        | 117,436        |
| <b>Off-balance sheet commitments, total</b>                      | <b>205,298</b> | <b>130,494</b> |

## E41 OTHER OFF-BALANCE SHEET ARRANGEMENTS

The bank belongs to Oy Samlink Ab's value added tax obligation group.

| <b>(1,000 euros)</b>  | <b>2017</b> | <b>2016</b> |
|---|-------------|-------------|
| The joint liability amount related to the group registration of value added tax | 757         | 699         |

## E42 AVERAGE NUMBER OF EMPLOYEES

| <b>Average number of employees during the accounting period</b> | <b>2017</b> | <b>2016</b> |
|---|-------------|-------------|
| Permanent full-time employees                                   | 201         | 208         |
| Permanent part-time employees                                   | 11          | 6           |
| Temporary employees   | 38          | 32          |
| <b>Total</b>  | <b>250</b>  | <b>246</b>  |

## E43 RELATED PARTIES

Related parties refer to key personnel in leading positions at Oma Säästöpankki and their family members, as well as subsidiaries, joint ventures and companies, where key personnel in leading positions have controlling authority or considerable influence, and entities that have considerable influence in Oma Säästöpankki Oyj.

Key personnel include Board members, Managing Director, Deputy Managing Director and the rest of the management team. Loans to the related parties are granted in compliance with the normal credit terms. Loans are tied to the standard reference rates.

| <b>Remuneration received by key personnel in 2017</b> | <b>CEO and Deputy CEO</b> | <b>Board of Directors</b> | <b>Other management team members</b> |
|---|---------------------------|---------------------------|--------------------------------------|
| Salaries and rewards                                  | 544                       | 449                       | 665                                  |
| Defined contribution pension plans                    | 53                        | 17                        | -                                    |
| Defined benefit pension plans                         | -                         | -                         | -                                    |

| <b>Remuneration received by key personnel in 2016</b> | <b>CEO and Deputy CEO</b> | <b>Board of Directors</b> | <b>Other management team members</b> |
|---|---------------------------|---------------------------|--------------------------------------|
| Salaries and rewards                                  | 539                       | 390                       | 635                                  |
| Defined contribution pension plans                    | 53                        | 14                        | 13                                   |
| Defined benefit pension plans                         | -                         | -                         | 9                                    |

### Transactions with related parties

|                    | <b>2017</b>                                   |                              | <b>2016</b>                                   |                              |
|--------------------|---|------------------------------|---|------------------------------|
|                    | <b>Key personnel and their family members</b> | <b>Other related parties</b> | <b>Key personnel and their family members</b> | <b>Other related parties</b> |
| Loans              | 3,781   | 9,410                        | 2,157   | 1,850                        |
| Deposits           | 1,010   | 6,991                        | 1,449   | 6,174                        |
| Guarantees         | 100   | 100                          | 115   | 100                          |
| Received interests | 18  | 252                          | 15  | 10                           |
| Paid interests     | 1   | 6                            | 1   | -                            |
| Service fees       | 3   | 15                           | 2   | 5                            |

Loans and guarantees have been granted with conditions that are applied to similar loans and guarantees granted to customers.

## E44 NOTARY OPERATIONS PERFORMED BY THE CREDIT INSTITUTION

In 2017, the bank offered transmission and execution of orders in accordance with Article 11 of the Investment Act, trading on its own account, asset management, investment advisory services, custody and management of financial assets as well as safety deposits and related services.

The bank does not offer so-called full-service asset management.

## E45 AUDITOR'S FEES

| (1,000 euros)   | 2017       | 2016      |
|---|------------|-----------|
| <b>KPMG Oy Ab</b>   |            |           |
| Auditor's fees by assignment group:   |            |           |
| Audit   | 65         | 46        |
| Assignments as provided for in Section 1, Sub-section 1, Clause 2 of the Auditing Act | 1          | -         |
| Other services  | 48         | 41        |
| <b>Total</b>  | <b>114</b> | <b>88</b> |
| <b>Ernst &amp; Young Oy</b>   |            |           |
| Auditor's fees by assignment group:   |            |           |
| Audit   | -          | 32        |
| Assignments as provided for in Section 1, Sub-section 1, Clause 2 of the Auditing Act | -          | 1         |
| Other services  | -          | 1         |
| <b>Total</b>  | <b>-</b>   | <b>34</b> |



## E46 LONG-TERM SAVING

|                          | 2017      |        | 2016      |        |
|--------------------------|-----------|--------|-----------|--------|
|                          | 1,000 EUR | Number | 1,000 EUR | Number |
| Saved assets, total      | 266       | 17     | 246       | 17     |
| Deposits, total          | 159       | 17     | 208       | 17     |
| PS accounts              | 159       | 17     | 173       | 16     |
| PS deposits              | -         | -      | 34        | 1      |
| Customers' assets, total | 107       | -      | 39        | -      |
| Shares                   | 43        | -      | 13        | -      |
| Reserves                 | 64        | -      | 26        | -      |

# Notes regarding Oma Säästöpankki Oyj's solvency (Pillar III)

## E47 OWN FUNDS BY ITEM

|          | (1,000 euros)  | (A)AMOUNT ON THE PUBLISHING DATE, BANK | (B)REGULATION (EU) No 575/2013, ARTICLE BEING REFERRED TO       | (C)AMOUNTS TO WHICH TREATMENT PRECEDING REGULATION (EU) No 575/2013 IS APPLIED, OR REMAINING AMOUNT DECREED IN REGULATION (EU) No 575/2013 |
|----------|--|--|---|--|
|          | <b>Core capital (CET1): instruments and funds</b>  |  |   |  |
| 1        | Capital instruments and related share premium accounts   | 24,000                                 | Article 26(1), Articles 27, 28 and 29, EBA's list Article 26(3) |  |
|          | of which: capital stock  | 24,000                                 |   |  |
| 2        | Retained earnings  | 25,972                                 | Article 26(1)(c)  |  |
| 3        | Other accumulated comprehensive income (and other funds, including unrealised profits and losses based on the applicable accounting standards) | 110,268                                | Article 26(1)   |  |
| 3a       | Fund for general banking risks   | 68,376                                 | Article 26(1)(f)  |  |
| 4        | The number of items and related share premium accounts, within the meaning of Article 484(3), that will be gradually phased out from CET1      |  | Article 483(2)  |  |
|          | Public sector capital injections, which are allowed to continue until 1.1.2018   |  | Article 483(2)  |  |
| 5        | Minority interests (amount that can be included in consolidated core capital (CET1))   |  | Articles 84, 479 and 480  |  |
| 5a       | Interim profits verified by an independent body, with all foreseeable costs of dividends deducted  | 12,146                                 | Article 26(2)   |  |
| <b>6</b> | <b>Core capital (CET1) before regulatory adjustments</b>   | <b>240,761</b>                         |   | <b>0</b>   |
|          | <b>Core capital (CET1):regulatory adjustments</b>  |  |   |  |
| 7        | Other value adjustments (negative amount)  |  | Article 34, Article 105   |  |

|    |   |        |   |
|----|---|--------|---|
| 8  | Immaterial goods (with related tax liabilities deducted) (negative amount)  | -8,271 | Article 36(1)(b), Article 37, Article 472(4)  |
| 10 | Deferred tax assets dependent on future taxable profits, excluding those resulting from temporary differences (with the related tax liabilities deducted if the conditions of Article 38(3) are met) (negative amount)  |        | Article 36(1)(c), Article 38, Article 472(5)  |
| 11 | Items included in the fair value reserve and related to profits or losses from cash flow hedging  |        | Article 33(1)(a)  |
| 12 | The negative amounts resulting from expected loss calculations  |        | Article 36(1)(d), Articles 40 and 159, Article 472(6)   |
| 13 | All increases in equity that result from securitised assets (negative amount)   |        | Article 32(1)   |
| 14 | Profits or losses measured at fair value, resulting from changes in the institution's own credit rating   |        | Article 33(b)   |
| 15 | Defined benefit retirement fund's funds (negative amount)   |        | Article 36(1)(e), Article 41, Article 472(7)  |
| 16 | The institution's direct and indirect shares in its own core capital (CET1) instruments (negative amount)   |        | Article 36(1)(f), Article 42, Article 472(8)  |
| 17 | Shares in financial entities' core capital (CET1) instruments when the entities have a mutual cross-shareholding arrangement intended to artificially increase the institution's own funds (negative amount)  |        | Article 36(1)(g), Article 44, Article 472(9)  |
| 18 | Direct and indirect shares that the institution has in financial entities' core capital (CET1) instruments in cases where the institution does not have a significant investment in these entities (amount exceeding the 10 per cent limit, with acceptable short term positions deducted) (negative amount)  |        | Article 36(1)(h), Articles 43, 45 and 46, Article 49(2 and 3), Article 79, Article 472(10)                        |
| 19 | Direct, indirect and synthetic shares that the institution has in financial entities' core capital (CET1) instruments in cases where the institution has a significant investment in these entities (amount exceeding the 10 per cent limit, with acceptable short term positions deducted) (negative amount) |        | Article 36(1)(i), Articles 43, 45 and 47, Article 48(1)(b), Article 49(1-3), Articles 79 and 470, Article 472(11) |
| 21 | Deferred tax assets resulting from temporary differences (amount exceeding the 10 per cent limit, with related tax liabilities deducted if the conditions of Article 38(3) are met) (negative amount)   |        | Article 36(1)(c), Article 38, Article 48(1)(a), Article 470, Article 472(5)                                       |
| 22 | The amount exceeding 15 per cent (negative amount)  |        | Article 48(1)   |

|           |   |                |  |          |
|-----------|---|----------------|--|----------|
| 23        | of which: direct and indirect shares that the institution has in financial entities' core capital (CET1) instruments when the institution has a significant investment in these entities                      |                | Article 36(1)(i), Article 48(1)(b), Article 470, Article 472(11) |          |
| 26        | Regulatory adjustments to core capital (CET1) relating to the amount subject to treatment as before the Capital Requirements Regulations  |                |  |          |
| 26a       | Regulatory adjustments related to unrealised profits and losses in compliance with Articles 467 and 468   |                |  |          |
|           | of which: ...unrealised loss filter 1   |                | Article 467  |          |
|           | of which: ...unrealised profit filter 1   |                | Article 468  |          |
| 26b       | The amount to be deducted from or added to the core capital (CET1) due to additional filters and reductions that were required before the Capital Requirements Regulations                                    |                | Article 481  |          |
| 27        | Deductions from additional tier 1 capital (AT1) that exceed the institution's additional tier 1 capital (AT1) (negative amount)   |                | Article 36(1)(j)   |          |
| <b>28</b> | <b>Regulatory adjustments to core capital (CET1), total</b>   | <b>-8,271</b>  |  | <b>0</b> |
| <b>29</b> | <b>Core capital (CET1)</b>  | <b>232,490</b> |  | <b>0</b> |
|           | <b>Additional Tier 1 capital (AT1): instruments</b>   |                |  |          |
| 30        | Capital instruments and related share premium accounts  |                | Article 51, Article 52   |          |
| 31        | of which: classified as equity according to the applicable accounting standards   |                |  |          |
| 32        | of which: classified as debt according to the applicable accounting standards   |                |  |          |
| 33        | The number of items and related share premium accounts, within the meaning of Article 484(4), that will be gradually phased out from AT1  |                | Article 486(3)   |          |
|           | Public sector capital injections, which are allowed to continue until January 1, 2018   |                | Article 486(3)   |          |
| 34        | Tier 1 capital issued by subsidiaries and held by third parties that meets the requirements and is included in consolidated additional tier 1 capital (AT1) (incl. minority interests not included on line 5) |                | Articles 85, 86 and 480  |          |
| 35        | of which: instruments issued by subsidiaries that will be gradually phased out  |                | Article 486(3)   |          |

|           |   |          |   |          |
|-----------|---|----------|---|----------|
| <b>36</b> | <b>Additional Tier 1 capital (AT1) before regulatory adjustments:</b>   | <b>0</b> |   | <b>0</b> |
|           | <b>Additional Tier 1 capital (AT1): regulatory adjustments</b>  |          |   |          |
| 37        | The institution's direct and indirect shares in its own additional tier 1 capital (AT1) instruments (negative amount)   |          | Article 52(1)(b), Article 56(a), Article 57, Article 475(2)                                     |          |
| 38        | Shares in financial entities' additional tier 1 capital (AT1) instruments when the entities have a mutual cross-shareholding arrangement intended to artificially increase the institution's own funds (negative amount)  |          | Article 56(b), Articles 58, Article 475(3)  |          |
| 39        | Direct and indirect shares that the institution has in financial entities' additional tier 1 capital (AT1) instruments in cases where the institution does not have a significant investment in these entities (amount exceeding the 10 per cent limit, with acceptable short term positions deducted) (negative amount)                    |          | Article 56(c), Articles 59, 60 and 79, Article 475(4)   |          |
| 40        | Direct and indirect shares that the institution has in financial entities' additional tier 1 capital (AT1) instruments in cases where the institution has a significant investment in these entities (amount exceeding the 10 per cent limit, with acceptable short term positions deducted) (negative amount)                              |          | Article 56(d), Articles 59, 60 and 79, Article 475(4)   |          |
| 41        | Regulatory adjustments to additional tier 1 capital (AT1) regarding the amounts subject to treatment as before the Capital Requirements Regulations and to the transitional period treatment until they are disposed of according to Regulation (EU) No. 575/2013 (aka remaining amounts according to the Capital Requirements Regulations) |          |   |          |
| 41a       | Remaining amounts to be deducted from additional tier 1 capital (AT1), related to the deductions that will be made from core capital during the transition period according to Regulation (EU) No. 575/2013 Article 472   |          | Article 472, Article 472(3)(a), Article 472(4 and 6), 472(8)(a), 472(9), 472(10)(a), 472(11)(a) |          |
|           | of which items to be specified in rows, e.g. interim net losses, intangible assets, incomplete provisions for expected losses etc.  |          |   |          |
| 41b       | Remaining amounts to be deducted from additional tier 1 capital (AT1), related to the deductions that will be made from tier 2 capital (T2) during the transition period according to Regulation (EU) No. 575/2013 Article 475  |          | Article 477, Article 477(3), Article 477(4)(a)  |          |

|           |  |                |   |          |
|-----------|--|----------------|---|----------|
|           | of which items to be specified in rows, e.g. mutual cross-shareholding arrangements regarding tier 2 (T2) instruments, direct shares of other financial entities' capital when the institution does not have a significant investment in the entities etc. |                |   |          |
| 41c       | The amount to be deducted from or added to the additional tier 1 capital (AT1) due to additional filters and reductions that were required before the Capital Requirements Regulations   |                | Articles 467, 468 and 481                                   |          |
| 42        | Deductions from tier 2 capital (T2) that exceed the institution's tier 2 capital (T2) (negative amount)  |                | Article 56(e)   |          |
| <b>43</b> | <b>Regulatory adjustments to additional tier 1 capital (AT1), total</b>  | <b>0</b>       |   | <b>0</b> |
| <b>44</b> | <b>Additional Tier 1 capital (AT1)</b>   |                |   | <b>0</b> |
| <b>45</b> | <b>Tier 1 capital (T1 = CET1 + AT1)</b>  | <b>232,490</b> |   | <b>0</b> |
|           | <b>Tier 2 capital (T2):<br/>Instruments and reserves</b>   |                |   |          |
| 46        | Capital instruments and related share premium accounts   | 17,766         | Articles 62 and 63  |          |
| 47        | The number of items and related share premium accounts, within the meaning of Article 484(5), that will be gradually phased out from T2  | 0              | Article 486(4)  |          |
|           | Public sector capital injections, which are allowed to continue until January 1, 2018  |                | Article 483(4)  |          |
| 48        | Own fund instruments issued by subsidiaries and held by third parties that are included in consolidated tier 2 capital (T2) (incl. minority interests and additional tier 1 capital instruments (AT1) not included on lines 5 or 34)                       |                | Articles 87, 88 and 480                                     |          |
| 49        | of which: instruments issued by subsidiaries that will be gradually phased out   |                | Article 486(4)  |          |
| 50        | Credit risk adjustments  |                | Article 62(c and d)   |          |
| <b>51</b> | <b>Tier 2 capital (T2) before regulatory adjustments</b>   | <b>17,766</b>  |   | <b>0</b> |
|           | <b>Tier 2 capital (T2): regulatory adjustments</b>   |                |   |          |
| 52        | The institutions direct and indirect shares of its own tier 2 (T2) instruments and subordinated loans (negative amount)  |                | Article 63(b)(i), Article 66(a), Article 67, Article 477(2) |          |

|     |   |  |   |  |
|-----|---|--|---|--|
| 53  | Shares in financial entities' tier 2 capital (T2) instruments and subordinated loans when the entities have a mutual cross-shareholding arrangement intended to artificially increase the institution's own funds (negative amount)   |  | Article 66(b), Article 68, Article 477(3)   |  |
| 54  | Direct and indirect shares that the institution has in financial entities' tier 2 capital (T2) instruments and subordinated loans in cases where the institution does not have a significant investment in these entities (amount exceeding the 10 per cent limit, with acceptable short term positions deducted) (negative amount) |  | Article 66(c), Articles 69, 70 and 79, Article 477(4)   |  |
| 54a | Of which new shares not subject to transitional arrangements  |  |   |  |
| 54b | Of which shares that existed before January 1, 2013 and are therefore subject to transitional arrangements.   |  |   |  |
| 55  | Direct and indirect shares that the institution has in financial entities' tier 2 capital (T2) instruments and subordinated loans in cases where the institution has a significant investment in these entities (amount with acceptable short term positions deducted) (negative amount)  |  | Article 66(d), Articles 69 and 79, Article 477(4)   |  |
| 56  | Regulatory adjustments to tier 2 capital (T2) regarding the amounts subject to treatment as before the Capital Requirements Regulations and to the transitional period treatment until they are disposed of according to Regulation (EU) No. 575/2013 (aka remaining amounts according to the Capital Requirements Regulations)     |  |   |  |
| 56a | Remaining amounts to be deducted from tier 2 capital (T2), related to the deductions that will be made from core capital during the transition period according to Regulation (EU) No. 575/2013 Article 472   |  | Article 472, Article 472(3)(a), Article 472(4 and 6), 472(8)(a), 472(9), 472(10)(a), 472(11)(a) |  |
|     | of which items to be specified in rows, e.g. interim net losses, intangible assets, incomplete provisions for expected losses etc.  |  |   |  |
| 56b | Remaining amounts to be deducted from tier 2 capital (T2), related to the deductions that will be made from additional tier 1 capital (AT1) during the transition period according to Regulation (EU) No. 575/2013 Article 475  |  | Article 475, Article 475(2)(a), Article 475(3), Article 475(4)(a)                               |  |

|           |   |                  |  |          |
|-----------|---|------------------|--|----------|
|           | Of which items to be specified in rows, e.g. mutual cross-shareholding arrangements regarding additional tier 1 (AT1) instruments, direct shares of other financial entities' capital when the institution does not have a significant investment in the entities etc.                                |                  |  |          |
| 56c       | The amount to be deducted from or added to the tier 2 capital (T2) due to additional filters and reductions that were required before the Capital Requirements Regulations  |                  | Articles 467, 468 and 481  |          |
| <b>57</b> | <b>Regulatory adjustments to be applied on Tier 2 capital (T2), total</b>   | <b>0</b>         |  | <b>0</b> |
| <b>58</b> | <b>Tier 2 capital (T2)</b>  | <b>17,766</b>    |  | <b>0</b> |
| <b>59</b> | <b>Total capital (TC=T1+T2)</b>   | <b>250,255</b>   |  | <b>0</b> |
| 59a       | Risk-weighted funds regarding the amounts subject to treatment as before the Capital Requirements Regulations and to the transitional period treatment until they are disposed of according to Regulation (EU) No. 575/2013 (aka remaining amounts according to the Capital Requirements Regulations) |                  |  |          |
| <b>60</b> | <b>Risk-weighted funds, total</b>   | <b>1,309,739</b> |  |          |
|           | <b>Solvency ratios and buffers</b>  |                  |  |          |
| 61        | Core capital (CET1) (as a percentage of total risk)   | 17.75            | Article 92(2)(a), Article 465  |          |
| 62        | Tier 1 capital (T1) (as a percentage of total risk)   | 17.75            | Article 92(2)(c), Article 465  |          |
| 63        | Total capital (as a percentage of total risk)   | 19.11            | Article 92(2)(c)   |          |
|           | <b>Solvency ratios and buffers</b>  |                  |  |          |
| 72        | Direct and indirect shares that the institution has in financial entities' capital in cases where the institution does not have a significant investment in these entities (amount beneath the 10 per cent limit, with acceptable short term positions deducted)                                      | 7,108            | Article 36(1)(h), Articles 45 and 46, Article 56(c), Articles 59 and 60, Article 66(c), Articles 69 and 70 |          |
| 73        | Direct and indirect shares that the institution has in financial entities' core capital (CET1) instruments in cases where the institution has a significant investment in these entities (amount beneath the 10 per cent limit, with acceptable short-term positions deducted)                        | 15,358           | Article 36(1)(i), Articles 45 and 48   |          |



|    |   |   |                                      |  |
|----|---|---|--------------------------------------|--|
|    | <b>Upper limits applied to including provisions in Tier 2 capital (T2)</b>  |   |                                      |  |
| 76 | Credit risk adjustments included in tier 2 capital (T2) for risks subject to the standard method (before the upper limit is applied)            |   | Article 62                           |  |
| 77 | Upper limit for including credit risk adjustments in tier 2 capital when using the standard method  |   | Article 62                           |  |
|    | <b>Core capital instruments subject to gradual phasing out arrangements (applies only January 1, 2013 – January 1, 2022)</b>                    |   |                                      |  |
| 80 | Current upper limit for core capital (CET1) instruments subject to gradual phasing out arrangements   |   | Article 484(3), Article 486(2 and 5) |  |
| 81 | Amount deducted from core capital (CET1) due to the upper limit (amount exceeding the upper limit after redemptions and maturities)             |   | Article 484(3), Article 486(2 and 5) |  |
| 82 | Current upper limit for additional tier 1 capital (AT1) instruments subject to gradual phasing out arrangements                                 |   | Article 484(4), Article 486(3 and 5) |  |
| 83 | Amount deducted from additional tier 1 capital (AT1) due to the upper limit (amount exceeding the upper limit after redemptions and maturities) |   | Article 484(4), Article 486(3 and 5) |  |
| 84 | Current upper limit for tier 2 capital (T2) instruments subject to gradual phasing out arrangements   | 0 | Article 484(5), Article 486(4 and 5) |  |
| 85 | Amount deducted from tier 2 capital (T2) due to the upper limit (amount exceeding the upper limit after redemptions and maturities)             |   | Article 484(5), Article 486(4 and 5) |  |

## E48 MAIN FEATURES OF THE INSTRUMENTS COUNTED AS EQUITY

(1,000 euros)

| <b>Commission Implementing Regulation (EU)<br/>No. 1423/2013</b> |   | <b>OMAD012523</b>  | <b>OMAD026519</b>  | <b>Share capital</b>   |
|--|---|--|--|--|
| 1  | Issuer  | Oma Säästöpankki Oyj   | Oma Säästöpankki Oyj   |  |
| 2  | Unique identifier   | FI4000282983   | FI4000096854   | N/A  |
| 3  | Legislation applied to the instrument   | Finnish legislation  | Finnish legislation  | Finnish legislation  |
| 4  | The Capital Requirements Regulations during the transitional period   | T2   | T2   | CET1   |
| 5  | The Capital Requirements Regulations after the transitional period  | N/A  | N/A  | CET1   |
| 6  | Usable at individual company level or on a consolidated basis / subconsolidation group level / individual company level and on a consolidated basis / on a subconsolidation group level | individual company and on a consolidated basis / on a subconsolidation group level | individual company and on a consolidated basis / on a subconsolidation group level | individual company   |
| 7  | Instrument type   | Article 486(4)   | Article 486(4)   | Limited Liability Companies Act, chapter 3, section 1, paragraph 1 and Regulation (EU) No. 575/2013 Article 28 |
| 8  | Amount entered in regulatory capital  | 15,000   | 2,766  | 24,000   |
| 9  | The nominal instrument quantity   | 15,000   | 10,000   | N/A  |
| 9a   | Issue price   | 100%   | 100%   | N/A  |
| 9b   | Redemption price  | 100%   | 100%   | N/A  |
| 10   | Accounting classification   | Liability amortised cost, cost   | Liability amortised cost, cost   | shareholders' shares   |
| 11   | Original issue date   | November 1, 2017   | May 20, 2014   | Continuous   |
| 12   | Undated or dated  | dated  | dated  | undated  |
| 13   | Original maturity   | February 1, 2023   | May 20, 2019   | no maturity  |
| 14   | Redemption by the issuer requires the supervisory authority's prior approval  | yes  | yes  | no   |
| 15   | Possible redemption date, conditional redemption dates and redemption amount  | no redemption option   | no redemption option   | no redemption option   |
| 16   | Possible later redemption dates   | no redemption option   | no redemption option   | no redemption option   |
| 17   | Fixed or variable dividend/coupon   | fixed  | fixed  |  |
| 18   | Coupon interest and related indices   | 1.25%  | 2.65%  | no   |
| 19   | Existence of a dividend stopper   | no   | no   | no   |

|     |  |  |  |                            |
|-----|--|--|--|----------------------------|
| 20a | Fully discretionary, partially discretionary or mandatory (regarding timing)                                       | mandatory  | mandatory  | fully discretionary        |
| 20b | Fully discretionary, partially discretionary or mandatory (regarding quantity)                                     | mandatory  | mandatory  | fully discretionary        |
| 21  | Existence of a step up condition or another redemption incentive   | no   | no   | no                         |
| 22  | Non-cumulative or cumulative   | non-cumulative                                   | non-cumulative                                   | non-cumulative             |
| 23  | Convertible or encumbered  | encumbered                                       | encumbered                                       | encumbered                 |
| 24  | If the instrument is convertible, which factors affect the condition?  | N/A  | N/A  | N/A                        |
| 25  | If the instrument is convertible, is it fully or partially convertible?  | N/A  | N/A  | N/A                        |
| 26  | If the instrument is convertible, what is the exchange rate?   | N/A  | N/A  | N/A                        |
| 27  | If the instrument is convertible, is conversion mandatory or optional?   | N/A  | N/A  | N/A                        |
| 28  | If the instrument is convertible, specify for which kind of an instrument it can be converted.                     | N/A  | N/A  | N/A                        |
| 29  | If the instrument is convertible, specify for which instrument of the issuer it can be converted.                  | N/A  | N/A  | N/A                        |
| 30  | Properties related to the lowering of the bookkeeping value  | no   | no   | no                         |
| 31  | If the lowering of the bookkeeping value is possible, which factors trigger it?                                    | N/A  | N/A  | N/A                        |
| 32  | If the lowering of the bookkeeping value is possible, is it full or partial?                                       | N/A  | N/A  | N/A                        |
| 33  | If the lowering of the bookkeeping value is possible, is it permanent or temporary?                                | N/A  | N/A  | N/A                        |
| 34  | If the lowering of the bookkeeping value is temporary, describe the mechanism for increasing the bookkeeping value | N/A  | N/A  | N/A                        |
| 35  | Hierarchical position in liquidation (specify the type of instrument that is immediately unsubordinated)           | Other liabilities                                | Other liabilities                                | "Debenture, share capital" |
| 36  | Non-compliant properties   | yes  | yes  | no                         |
| 37  | Specify any non-compliant properties   | Capital not completely in possession for 5 years | Capital not completely in possession for 5 years | N/A                        |

## E49 OWN FUNDS, MINIMUM

| <b>Credit and counterparty risk (1,000 euros)</b>                                      | <b>2017</b>                        | <b>2016</b>                        |
|--|------------------------------------|------------------------------------|
| <b>Exposure class</b>  | <b>Minimum amount of own funds</b> | <b>Minimum amount of own funds</b> |
| Receivables from the state and central banks   |                                    |                                    |
| Receivables from regional government or local officials                                | 4                                  | 4                                  |
| Receivables from the general government and public institutions                        | 19                                 | -                                  |
| Receivables from institutions  | 1,498                              | 1,018                              |
| Receivables from businesses  | 23,274                             | 15,961                             |
| Retail receivables   | 23,768                             | 18,942                             |
| Mortgage-backed receivables  | 38,343                             | 34,013                             |
| Insolvent liabilities  | 1,415                              | 1,232                              |
| Liabilities in the form of covered bonds   | 295                                | 151                                |
| Receivables related to interests or shares in collective investment undertakings (CIU) | 846                                | 5,410                              |
| Equity-based liabilities   | 3,711                              | 4,050                              |
| Other items  | 2,277                              | 2,409                              |
| <b>Credit risk, total</b>  | <b>95,450</b>                      | <b>83,189</b>                      |
| <b>Adjustment risk of liability (CVA)</b>  | <b>568</b>                         | <b>300</b>                         |
| <b>Market risk (exchange rate risk)</b>  | <b>-</b>                           | <b>1,591</b>                       |
| <b>Operational risk</b>  | <b>8,761</b>                       | <b>7,171</b>                       |
| <b>Minimum amount of own funds, total</b>  | <b>104,779</b>                     | <b>92,251</b>                      |
| <b>Common equity buffer 2.5%</b>   | <b>32,743</b>                      | <b>28,828</b>                      |
| <b>Countercyclical buffer, total</b>   | <b>53</b>                          | <b>129</b>                         |

## E50 TOTAL LIABILITIES, BY RISK WEIGHT

### Credit and counterparty risk (1,000 euros)

| Risk weight (%) | 2017             | 2016             |
|-----------------|------------------|------------------|
| 0               | 436,283          | 156,788          |
| 10              | 36,841           | 18,901           |
| 20              | 90,209           | 58,199           |
| 35              | 1,376,393        | 1,244,708        |
| 50              | 47,985           | 25,647           |
| 75              | 512,384          | 415,530          |
| 100             | 413,883          | 343,362          |
| 150             | 2,813            | 2,021            |
| 250             | 15,358           | 15,308           |
| <b>Total</b>    | <b>2,932,149</b> | <b>2,280,463</b> |

## E51 AVERAGE VALUE OF TOTAL LIABILITIES DURING THE ACCOUNTING, BY EXPOSURE CLASS

### Credit and counterparty risk (1,000 euros)

| Exposure class   | 2017             | 2016             |
|--|------------------|------------------|
| Receivables from the state and central banks   | 197,845          | 120,015          |
| Receivables from the regional government and local officials                           | 3,746            | 3,918            |
| Receivables from the general government and public institutions                        | 3,298            | -                |
| Receivables from international development banks                                       | 9,741            | -                |
| Receivables from international organisations   | -                | -                |
| Receivables from institutions  | 120,756          | 93,444           |
| Receivables from businesses  | 289,925          | 208,199          |
| Retail receivables   | 445,533          | 401,380          |
| Mortgage-backed receivables  | 1,325,281        | 1,185,865        |
| Insolvent liabilities  | 16,428           | 15,435           |
| Liabilities associated with a particularly high risk                                   | -                | -                |
| Liabilities in the form of covered bonds   | 35,050           | 14,179           |
| Securitisation positions   | -                | -                |
| Receivables from institutions and businesses with short-term credit ratings            | -                | -                |
| Receivables related to interests or shares in collective investment undertakings (CIU) | 48,805           | 79,933           |
| Equity-based liabilities   | 27,244           | 29,134           |
| Other items  | 39,713           | 43,122           |
| <b>Total</b>   | <b>2,563,366</b> | <b>2,194,625</b> |

## E52 MATURITY ANALYSIS OF TOTAL LIABILITIES, BY EXPOSURE CLASS

### Credit and counterparty risk (1,000 euros)

| Exposure class   | 2017             |                    |               |                |                |                  |
|--|------------------|--------------------|---------------|----------------|----------------|------------------|
|  | Total            | less than 3 months | 3-12 months   | 1-5 years      | 5-10 years     | over 10 years    |
| Receivables from the state and central banks   | 387,514          | 258,809            | 3,914         | 19,990         | 49,044         | 55,757           |
| Receivables from the regional government and local officials                           | 4,467            | 100                | 49            | 2,905          | 672            | 742              |
| Receivables from the general government and public institutions                        | 4,206            | -                  | -             | -              | 3,012          | 1,194            |
| Receivables from international development banks                                       | 18,360           | 603                | 212           | 6,822          | 7,169          | 3,554            |
| Receivables from international organisations   | -                | -                  | -             | -              | -              | -                |
| Receivables from institutions  | 105,231          | 74,767             | 1,778         | 10,942         | 1,535          | 16,209           |
| Receivables from businesses  | 357,599          | 74,058             | 13,380        | 59,993         | 66,548         | 143,620          |
| Retail receivables   | 512,384          | 24,431             | 18,428        | 62,824         | 110,945        | 295,757          |
| Mortgage-backed receivables  | 1,418,660        | 21,213             | 22,194        | 134,260        | 268,371        | 972,622          |
| Insolvent liabilities  | 16,511           | 5,661              | 42            | 2,122          | 3,474          | 5,212            |
| Liabilities associated with a particularly high risk                                   | -                | -                  | -             | -              | -              | -                |
| Liabilities in the form of covered bonds   | 36,841           | -                  | -             | 7,625          | 29,216         | -                |
| Securitisation positions   | -                | -                  | -             | -              | -              | -                |
| Receivables from institutions and businesses with short-term credit ratings            | -                | -                  | -             | -              | -              | -                |
| Receivables related to interests or shares in collective investment undertakings (CIU) | 11,400           | -                  | -             | -              | -              | 11,400           |
| Equity-based liabilities   | 23,350           | -                  | -             | -              | -              | 23,350           |
| Other items  | 35,625           | 28,102             | -             | 44             | -              | 7,480            |
| <b>Total</b>   | <b>2,932,149</b> | <b>487,744</b>     | <b>59,997</b> | <b>307,527</b> | <b>539,985</b> | <b>1,536,897</b> |

2016

| <b>Exposure class</b>  | <b>Total</b>     | <b>less than 3 months</b> | <b>3-12 months</b> | <b>1-5 years</b> | <b>5-10 years</b> | <b>over 10 years</b> |
|--|------------------|---------------------------|--------------------|------------------|-------------------|----------------------|
| Receivables from the state and central banks   | 129,501          | 1,043                     | 1,940              | 34,479           | 41,936            | 50,104               |
| Receivables from the regional government and local officials                           | 3,782            | 100                       | 2                  | 2,777            | 26                | 877                  |
| Receivables from the general government and public institutions                        | -                | -                         | -                  | -                | -                 | -                    |
| Receivables from international development banks                                       | -                | -                         | -                  | -                | -                 | -                    |
| Receivables from international organisations   | -                | -                         | -                  | -                | -                 | -                    |
| Receivables from institutions  | 72,050           | 62,196                    | 1,162              | 7,910            | 150               | 631                  |
| Receivables from businesses  | 225,461          | 20,600                    | 12,032             | 54,037           | 54,833            | 83,958               |
| Retail receivables   | 415,530          | 15,571                    | 12,432             | 58,130           | 89,112            | 240,286              |
| Mortgage-backed receivables  | 1,263,838        | 17,169                    | 25,203             | 120,246          | 242,653           | 858,567              |
| Insolvent liabilities  | 14,625           | 6,050                     | 46                 | 732              | 1,150             | 6,647                |
| Liabilities associated with a particularly high risk                                   | -                | -                         | -                  | -                | -                 | -                    |
| Liabilities in the form of covered bonds   | 18,901           | -                         | -                  | 7,192            | 11,709            | -                    |
| Securitisation positions   | -                | -                         | -                  | -                | -                 | -                    |
| Receivables from institutions and businesses with short-term credit ratings            | -                | -                         | -                  | -                | -                 | -                    |
| Receivables related to interests or shares in collective investment undertakings (CIU) | 71,193           | -                         | -                  | -                | -                 | 71,193               |
| Equity-based liabilities   | 27,659           | -                         | -                  | -                | -                 | 27,659               |
| Other items  | 37,923           | 12,963                    | -                  | 70               | -                 | 24,890               |
| <b>Total</b>   | <b>2,280,463</b> | <b>135,693</b>            | <b>52,816</b>      | <b>285,572</b>   | <b>441,569</b>    | <b>1,364,812</b>     |



## E53 TOTAL EXPOSURES, BY EXPOSURE CLASS, BY COUNTERPARTY

### Credit and counterparty risk (1,000 euros)

| Exposure class   | 2017             |                  |                |                |                |
|--|------------------|------------------|----------------|----------------|----------------|
|  | Total            | Private persons  | Agriculture    | Companies      | Others         |
| Receivables from the state and central banks   | 387,514          | 59,286           | 852            | 10,887         | 316,489        |
| Receivables from the regional government and local officials                           | 4,467            | -                | 55             | 1,012          | 3,401          |
| Receivables from the general government and public institutions                        | 4,206            | -                | 1,194          | -              | 3,012          |
| Receivables from international development banks                                       | 18,360           | -                | 60             | 16,796         | 1,505          |
| Receivables from international organisations   | -                | -                | -              | -              | -              |
| Receivables from institutions  | 105,231          | 263              | 731            | 2,030          | 102,206        |
| Receivables from businesses  | 357,599          | 7,936            | 23,682         | 193,463        | 132,518        |
| Retail receivables   | 512,384          | 251,698          | 110,880        | 130,359        | 19,447         |
| Mortgage-backed receivables  | 1,418,660        | 1,046,834        | 93,495         | 192,629        | 85,702         |
| Insolvent liabilities  | 16,511           | 7,382            | 1,813          | 7,179          | 136            |
| Liabilities in the form of covered bonds   | 36,841           | -                | -              | -              | 36,841         |
| Securitisation positions   | -                | -                | -              | -              | -              |
| Receivables from institutions and businesses with short-term credit ratings            | -                | -                | -              | -              | -              |
| Receivables related to interests or shares in collective investment undertakings (CIU) | 11,400           | -                | -              | -              | 11,400         |
| Equity-based liabilities   | 23,350           | -                | -              | 1,994          | 21,356         |
| Other items  | 35,625           | -                | -              | -              | 35,625         |
| <b>Total</b>   | <b>2,932,149</b> | <b>1,373,400</b> | <b>232,762</b> | <b>556,349</b> | <b>769,638</b> |

2016

| <b>Exposure class</b>  | <b>Total</b>     | <b>Private persons</b> | <b>Agriculture</b> | <b>Companies</b> | <b>Others</b>  |
|--|------------------|------------------------|--------------------|------------------|----------------|
| Receivables from the state and central banks   | 129,501          | 51,774                 | 1,038              | 8,515            | 68,174         |
| Receivables from the regional government and local officials                           | 3,782            | -                      | 55                 | 395              | 3,332          |
| Receivables from the general government and public institutions                        | -                | -                      | -                  | -                | -              |
| Receivables from international development banks                                       | -                | -                      | -                  | -                | -              |
| Receivables from international organisations   | -                | -                      | -                  | -                | -              |
| Receivables from institutions  | 72,050           | 266                    | -                  | 60               | 71,723         |
| Receivables from businesses  | 225,461          | 10,362                 | 15,852             | 147,091          | 52,155         |
| Retail receivables   | 415,530          | 226,058                | 55,911             | 113,575          | 19,986         |
| Mortgage-backed receivables  | 1,263,838        | 967,235                | 55,607             | 153,524          | 87,473         |
| Insolvent liabilities  | 14,625           | 8,649                  | 1,307              | 4,539            | 131            |
| Liabilities associated with a particularly high risk                                   | -                | -                      | -                  | -                | -              |
| Liabilities in the form of covered bonds   | 18,901           | -                      | -                  | -                | 18,901         |
| Securitisation positions   | -                | -                      | -                  | -                | -              |
| Receivables from institutions and businesses with short-term credit ratings            | -                | -                      | -                  | -                | -              |
| Receivables related to interests or shares in collective investment undertakings (CIU) | 71,193           | -                      | -                  | -                | 71,193         |
| Equity-based liabilities   | 27,659           | -                      | -                  | 3,366            | 24,293         |
| Other items  | 37,923           | -                      | -                  | -                | 37,923         |
| <b>Total</b>   | <b>2,280,463</b> | <b>1,264,344</b>       | <b>129,769</b>     | <b>431,066</b>   | <b>455,285</b> |

## E54 GEOGRAPHICAL DISTRIBUTION OF SIGNIFICANT CREDIT EXPOSURES

### Credit and counterparty risk (1,000 euros)

| Exposure class   | 2017             |                  |                 |
|--|------------------|------------------|-----------------|
|  | Total            | Finnish          | Other countries |
| Receivables from the state and central banks   | 387,514          | 337,518          | 49,996          |
| Receivables from the regional government and local officials                           | 4,467            | 4,413            | 55              |
| Receivables from the general government and public institutions                        | 4,206            | 4,206            | -               |
| Receivables from international development banks                                       | 18,360           | 18,360           | -               |
| Receivables from international organisations   | -                | -                | -               |
| Receivables from institutions  | 105,231          | 95,358           | 9,872           |
| Receivables from businesses  | 357,599          | 330,991          | 26,608          |
| Retail receivables   | 512,384          | 511,730          | 655             |
| Mortgage-backed receivables  | 1,418,660        | 1,417,803        | 857             |
| Insolvent liabilities  | 16,511           | 16,511           | -               |
| Liabilities associated with a particularly high risk                                   | -                | -                | -               |
| Liabilities in the form of covered bonds   | 36,841           | 2,090            | 34,750          |
| Securitisation positions   | -                | -                | -               |
| Receivables from institutions and businesses with short-term credit ratings            | -                | -                | -               |
| Receivables related to interests or shares in collective investment undertakings (CIU) | 11,400           | 10,739           | 661             |
| Equity-based liabilities   | 23,350           | 22,342           | 1,009           |
| Other items  | 35,625           | 35,625           | -               |
| <b>Total</b>   | <b>2,932,149</b> | <b>2,807,686</b> | <b>124,464</b>  |

## 2016

| <b>Exposure class</b>  | <b>Total</b>     | <b>Finnish</b>   | <b>Other countries</b> |
|--|------------------|------------------|------------------------|
| Receivables from the state and central banks   | 129,501          | 75,011           | 54,490                 |
| Receivables from the regional government and local officials                           | 3,782            | 3,727            | 55                     |
| Receivables from the general government and public institutions                        | -                | -                | -                      |
| Receivables from international development banks                                       | -                | -                | -                      |
| Receivables from international organisations   | -                | -                | -                      |
| Receivables from institutions  | 72,050           | 70,407           | 1,643                  |
| Receivables from businesses  | 225,461          | 201,239          | 24,222                 |
| Retail receivables   | 415,530          | 414,838          | 692                    |
| Mortgage-backed receivables  | 1,263,838        | 1,263,069        | 770                    |
| Insolvent liabilities  | 14,625           | 14,625           | -                      |
| Liabilities associated with a particularly high risk                                   | -                | -                | -                      |
| Liabilities in the form of covered bonds   | 18,901           | -                | 18,901                 |
| Securitisation positions   | -                | -                | -                      |
| Receivables from institutions and businesses with short-term credit ratings            | -                | -                | -                      |
| Receivables related to interests or shares in collective investment undertakings (CIU) | 71,193           | 36,446           | 34,747                 |
| Equity-based liabilities   | 27,659           | 24,707           | 2,951                  |
| Other items  | 37,923           | 37,923           | -                      |
| <b>Total</b>   | <b>2,280,463</b> | <b>2,141,993</b> | <b>138,470</b>         |

## E55 TOTAL LIABILITY VALUES BY EXPOSURE CLASS, DIVIDED BY HEDGING COLLATERALS

### Credit and counterparty risk (1,000 euros)

2017

| Exposure class   | Total            | Financial collateral | Real collateral  | Guarantees     | Others   |
|--|------------------|----------------------|------------------|----------------|----------|
| Receivables from the state and central banks   | 387,514          | -                    | -                | 71,138         | -        |
| Receivables from the regional government and local officials                           | 4,467            | -                    | -                | 2,204          | -        |
| Receivables from the general government and public institutions                        | 4,206            | -                    | -                | 1,194          | -        |
| Receivables from international development banks                                       | 18,360           | -                    | -                | 18,360         | -        |
| Receivables from institutions  | 105,231          | -                    | -                | 3,464          | -        |
| Receivables from international organisations   | -                | -                    | -                | -              | -        |
| Receivables from businesses  | 357,599          | 5,847                | -                | 5,169          | -        |
| Retail receivables   | 512,384          | 9,719                | -                | -              | -        |
| Mortgage-backed receivables  | 1,418,660        | -                    | 1,418,660        | -              | -        |
| Insolvent liabilities  | 16,511           | 110                  | 13,712           | -              | -        |
| Liabilities associated with a particularly high risk                                   | -                | -                    | -                | -              | -        |
| Liabilities in the form of covered bonds   | 36,841           | -                    | -                | -              | -        |
| Securitisation positions   | -                | -                    | -                | -              | -        |
| Receivables from institutions and businesses with short-term credit ratings            | -                | -                    | -                | -              | -        |
| Receivables related to interests or shares in collective investment undertakings (CIU) | 11,400           | -                    | -                | -              | -        |
| Equity-based liabilities*  | 23,350           | -                    | -                | -              | -        |
| Other items  | 35,625           | -                    | -                | -              | -        |
| <b>Total</b>   | <b>2,932,149</b> | <b>15,677</b>        | <b>1,432,373</b> | <b>101,529</b> | <b>-</b> |

\*) credit derivatives are not used for hedging

## 2016

| <b>Exposure class</b>  | <b>Total</b>     | <b>Financial collateral</b> | <b>Real collateral</b> | <b>Guarantees</b> | <b>Others</b> |
|--|------------------|-----------------------------|------------------------|-------------------|---------------|
| Receivables from the state and central banks   | 129,501          | -                           | -                      | -                 | -             |
| Receivables from the regional government and local officials                           | 3,782            | -                           | -                      | -                 | -             |
| Receivables from the general government and public institutions                        | -                | -                           | -                      | -                 | -             |
| Receivables from international development banks                                       | -                | -                           | -                      | -                 | -             |
| Receivables from international organisations   | -                | -                           | -                      | -                 | -             |
| Receivables from institutions  | 72,050           | -                           | -                      | -                 | -             |
| Receivables from businesses  | 225,461          | 957                         | -                      | 4,097             | 89            |
| Retail receivables   | 415,530          | 10,180                      | -                      | 64,073            | 278           |
| Mortgage-backed receivables  | 1,263,838        | -                           | 1,263,508              | -                 | -             |
| Insolvent liabilities  | 14,625           | 108                         | -                      | 380               | 8             |
| Liabilities associated with a particularly high risk                                   | -                | -                           | -                      | -                 | -             |
| Liabilities in the form of covered bonds   | 18,901           | -                           | -                      | -                 | -             |
| Securitisation positions   | -                | -                           | -                      | -                 | -             |
| Receivables from institutions and businesses with short-term credit ratings            | -                | -                           | -                      | -                 | -             |
| Receivables related to interests or shares in collective investment undertakings (CIU) | 71,193           | -                           | -                      | -                 | -             |
| Equity-based liabilities*  | 27,659           | -                           | -                      | -                 | -             |
| Other items  | 37,923           | -                           | -                      | -                 | -             |
| <b>Total</b>   | <b>2,280,463</b> | <b>11,245</b>               | <b>1,263,508</b>       | <b>68,550</b>     | <b>375</b>    |

\*) credit derivatives are not used for hedging

## E56 LEVEL OF ENCUMBRANCE OF ASSETS

|   | Bookkeeping<br>value of<br>restricted<br>assets | Fair value of<br>restricted<br>assets   | Bookkeeping<br>value of<br>unrestricted<br>assets  | Fair value of<br>unrestricted<br>assets |
|---|---|---|--|---|
| Institution's own funds   | 373,427   | -   | 2,352,897  | -                                       |
| Equity-based financial instruments  | -   | -   | 25,038   | 25,071                                  |
| Debt securities   | -   | -   | 154,178  | 154,740                                 |
| Other assets  | 373,427   | -   | 2,173,682  | -                                       |
| <b>Restricted assets / collateral received and associated liabilities (December 31, 2017)</b> |   |   |  |   |
|   |   | Finance received against encumbered assets (liabilities), contingent liabilities or borrowed securities | Assets, received collaterals and debt securities, excluding covered bonds used as collateral and asset-back securities |   |
| Bookkeeping value for financial liabilities   |   | -   |  | 373,427                                 |

## E57 OPERATIONAL RISK CALCULATIONS

| <b>(1,000 euros)</b>   | <b>2017</b> | <b>2016</b> | <b>2015</b> | <b>Own funds,<br/>minimum</b> |
|------------------------|-------------|-------------|-------------|-------------------------------|
| Gross total            | 63,211      | 60,216      | 51,799      | -                             |
| Profit level indicator | 9,482       | 9,032       | 7,770       | 8,761                         |

| <b>(1,000 euros)</b>   | <b>2016</b> | <b>2015</b> | <b>2014</b> | <b>Minimum amount of<br/>own funds</b> |
|------------------------|-------------|-------------|-------------|--|
| Gross total            | 60,216      | 51,799      | 31,397      | -                                      |
| Profit level indicator | 9,032       | 7,770       | 4,710       | 7,171                                  |

The profit level indicator is calculated following the basic method presented in the Solvency regulation, No. 575/2013.

Minimum amount of own funds = the sum of annual positive profit level indicators / the number of years the profit level indicator has been positive.

Operative risks mean the risk of loss that banks may experience as a result of inadequate or deficient internal processes, staff, systems or external factors.



## E58 LEVERAGE RATIO

### Summary of reconciliation of the total liabilities in the leverage ratio on the balance sheet published in the financial statements

| (1,000 euros)   | 2017             | 2016             |
|---|------------------|------------------|
| Balance sheet total as published in the financial statements  | 2,726,325        | 2,150,294        |
| Adjustments related to units that are consolidated in calculations but are outside regulated consolidation                | -                | -                |
| Adjustments related to financial derivatives  | 6,337            | 4,495            |
| Adjustments related to securities financing transactions  | -                | -                |
| Adjustments related to off-balance sheet items  | 57,804           | 38,488           |
| Other adjustments   | -14,081          | -9,640           |
| <b>Leverage ratio total liabilities</b>   | <b>2,776,384</b> | <b>2,183,637</b> |
| <b>Value of leverage ratio total liabilities</b>  |                  |                  |
| <b>Off-balance sheet liabilities (excl. derivatives, securities financing transactions)</b>                               |                  |                  |
| Balance sheet liabilities (excl. derivatives, securities financing transactions and fiduciary funds but incl. collateral) | 2,715,459        | 2,141,495        |
| (Regulatory adjustments to Tier 1 capital)  | -8,271           | -4,820           |
| <b>Balance sheet exposures, total (excl. derivatives, securities financing transactions and fiduciary funds)</b>          | <b>2,707,188</b> | <b>2,136,675</b> |
| <b>Financial derivatives</b>  |                  |                  |
| Derivatives: market value   | 5,055            | 3,979            |
| Derivatives: increased fair value method  | 6,337            | 4,495            |
| Derivatives: original acquisition value method  | -                | -                |
| <b>Derivatives total</b>  | <b>11,392</b>    | <b>8,474</b>     |
| <b>Other off-balance liabilities</b>  |                  |                  |
| Nominal quantity of off-balance liabilities   | 205,298          | 130,494          |
| (Adaptations related to conversion figures)   | -147,494         | -92,006          |
| <b>Other off-balance liabilities</b>  | <b>57,804</b>    | <b>38,488</b>    |

### Exceptions based on Article 429 (7 and 14) of the Capital Requirements Regulations

(Exempting the Group's internal liabilities (solo basis) according to the Capital Requirements Regulation (EU) No 575/2013, Article 429(7))

(Exempting liabilities according to Capital Requirements Regulation (EU) No 575/2013, Article 429(14))

| (1,000 euros)  | 2017      | 2016      |
|--|-----------|-----------|
| <b>Capital and total liabilities</b>   |           |           |
| Tier 1 capital   | 232,490   | 215,001   |
| Total liabilities  | 2,776,384 | 2,183,637 |
| <b>Leverage ratio</b>  |           |           |
| Leverage ratio   | 8.37%     | 9.85%     |
| <b>Classification of the balance sheet exposures (excl. derivatives, securities financing transactions and exempted liabilities)</b> |           |           |
| Balance sheet exposures, total (excl. derivatives, securities financing transactions and exempted liabilities), of which:            | 2,715,459 | 2,141,495 |
| Items belonging to the trading book  |           |           |
| Off-trading book liabilities, of which:  | 2,715,459 | 2,141,495 |
| Asset-covered bonds  | 36,841    | 18,901    |
| Exposures to general governments   | 383,835   | 127,359   |
| Exposures to regional governments, MDB, international organisations and PSE not treated as sovereigns                                | 4,334     | 3,632     |
| Institutions   | 93,538    | 63,514    |
| Mortgage-backed liabilities  | 1,383,757 | 1,235,134 |
| Retail liabilities   | 417,312   | 338,436   |
| Receivables from businesses  | 287,254   | 203,184   |
| Insolvent liabilities  | 16,450    | 14,560    |
| Other liabilities (such as equity-based liabilities and other liabilities that do not relate to a credit obligation)                 | 70,375    | 136,775   |

In addition to the balance sheet total, off-balance sheet derivatives and financial derivatives are also recognised in the bank's leverage. When calculated this way, Oma Säästöpankki Oyj's exposures total 2,766.38 million euros, which will be proportioned to tier 1 equity.

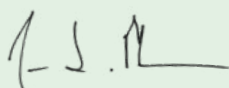
## E59 QUANTITATIVE INFORMATION ON THE LIQUIDITY COVERAGE RATIO

| Scope of consolidation, individual                       | Unweighted value, total (average) | Weighted value, total (average) |              |                   |                  |
|--|-----------------------------------|---------------------------------|--------------|-------------------|------------------|
| Currency and units (1,000 euros)                         |                                   | 31 November 2017                | 30 June 2017 | 30 September 2017 | 31 December 2017 |
| Quarter of the year, which ends (DD month YYYY)          |                                   |                                 |              |                   |                  |
| The number of data points used to calculate the averages |                                   | 12                              | 12           | 12                | 12               |
| <b>Adjusted value, total</b>                             |                                   |                                 |              |                   |                  |
| <b>21</b> Liquidity buffer                               |                                   | 106,176                         | 115,480      | 124,822           | 152,116          |
| <b>22</b> Net cash outflow, total                        |                                   | 92,424                          | 99,741       | 107,646           | 116,623          |
| <b>23</b> Liquidity coverage ratios (%)                  |                                   | 132.47%                         | 123.26%      | 124.82%           | 138.06%          |

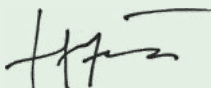
# Signatures on the financial statements and the annual report

Helsinki, February 22, 2018

## OMA SÄÄSTÖPANKKI OYJ'S BOARD OF DIRECTORS



Jarmo Partanen  
Chairman



Jyrki Mäkynen  
Vice chairman



Aila Hemminki



Aki Jaskari



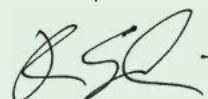
Timo Kokkala



Heli Korpinen



Jarmo Salmi



Pasi Sydänlammi  
CEO

## Auditor's Note

An audit report has been provided today.

Helsinki, February 22, 2018

APA Juha-Pekka Mylén

# Audit report

## To Oma Säästöpankki Oyj's Annual General Meeting

### FINANCIAL STATEMENT AUDIT

#### Opinion

I have audited the financial statements of Oma Säästöpankki Oyj (business ID 2231936-2) for the accounting period January 1 - December 31, 2017. The financial statements comprise the consolidated balance sheet, income statement, statement of comprehensive income, statement of changes in equity, statement of cash flow and notes, including a summary of significant accounting policies, as well as the parent company's balance sheet, income statement, statement of cash flow and notes.

In my opinion,

- the consolidated financial statements give a true and fair view of the group's financial performance, financial position and cash flows in accordance with International Financial Reporting Standards (IFRS), as adopted by the EU,
- the financial statements give a true and fair view of the parent company's financial performance and financial position in accordance with the laws and regulations governing the preparation of financial statements in Finland and comply with statutory requirements.

My opinion is consistent with the supplementary report given to the board.

#### BASIS FOR OPINION

I conducted the audit in accordance with good auditing practices in Finland. My responsibilities under good auditing practice are further described in the *Auditor's Responsibilities for the Audit of the Financial Statements* section of my report.

I am independent of the parent company and of the group companies in accordance with the

ethical requirements that are applicable in Finland and are relevant to my audit, and I have fulfilled my other ethical responsibilities in accordance with these requirements.

According to my best knowledge, and in my view, the non-audit services that we have provided to the parent company and group companies are in compliance with laws and regulations applicable in Finland regarding these services, and we have not provided any prohibited non-audit services referred to in Article 5(1) of regulation (EU) 537/2014. The non-audit services we have provided are presented in the consolidated financial statements (note K23).

I believe that the audit evidence I have obtained is sufficient and appropriate to provide a basis for my opinion.

#### MATERIALITY

The determined materiality has affected the scope of the audit. Materiality has been determined on the basis of my professional judgement and it provides a frame for the determination of the nature, timing and scope of the audit, and the assessment of the effects of detected misstatements on the financial statements. The level of materiality is based on my assessment of the magnitude of misstatements that could, individually or collectively, reasonably be expected to affect the financial statement users' decisions. I have also taken into account misstatements which I find relevant to the financial statement users for qualitative reasons.

#### KEY AUDIT MATTERS

Key audit matters are matters which, according to my professional judgement, have been the most significant in the audit of the financial statements of the period under review. These matters have been taken into account in the audit of financial

statements, and in forming an opinion on the financial statements, I will not give a separate statement on these matters. The significant risks of material misstatement referred to in Article 10(2c) of Regulation (EU) No 537/2014 are included in the description of key audit matters below.

In the audit, I have considered the risk of management override of controls. This has included an assessment of whether there are any

indicators that the financial statements may be at risk of material misstatement due to fraud.

#### Responsibility of the Board of Directors and Managing Director

The Board of Directors and the Managing Director are responsible for the preparation of consolidated financial statements that give a true and fair view in accordance with International

## KEY AUDIT MATTERS

## HOW KEY AUDIT MATTERS WERE ADDRESSED IN AUDIT

### Advances to customers - valuation Appendices K2, K5 and K25 of the financial statement

- Loans and advances to the public and general government, totalling 2,138 million euros, is the most significant item on Oma Säästöpankki's balance sheet, accounting for 78% of the balance sheet total.
  - The impairment of loans and other receivables is recognised by receivable and by receivable category. Significant receivables are assessed individually. For other receivables, the need for impairment is assessed by receivable based on objective evidence. Loan-specific impairment losses are recognised when there is objective evidence that the receivable cannot be recovered in full. Determining category-specific impairments is based on the calculation model used by Oma Säästöpankki Oyj.
  - The valuation of receivables involves management's judgement, especially with regard to the valuation of collaterals and the amount of impairments and the date of recognition.
  - Due to the management's judgement of the significance of the balance sheet value and valuation, the valuation of receivables is a key audit matter.
- We have assessed the compliance with lending guidelines and the appropriateness of policies relating to the recognition and valuation of receivables, and tested controls related to the valuation of loan receivables and collaterals as well as the recognition and monitoring of impairments.
  - We have identified the key controls and data systems related to lending on the basis of received assurance reports.
  - We have utilised data analyses in credit auditing.
  - In addition, we have assessed the appropriateness of the notes on receivables and impairments.

### Valuation of investment assets Appendices K2, K3, K7 and K32 of the financial statement

- The balance sheet value of investment assets is 194.3 million euros, of which financial assets valued at fair value are 184.0 million euros, which accounts for 7% of Oma Säästöpankki Group's balance.
  - The balance sheet value of investment properties is 8.4 million euros, and they are valued at acquisition cost less depreciation and impairment.
  - The fair value of financial instruments is determined by utilising price quotes obtained from active markets or, if active markets do not exist, utilising the Bank's valuation methods. The determination of fair value and impairment of investment properties involves discretion, particularly with regard to investments whose market value is not derived from public market quotations.
- We have evaluated the appropriateness of Oma Säästöpankki's accounting policies and compliance with the applicable accounting standards.
  - The audit has included, among others, the testing of controls related to the valuation of financial assets valued at fair value and the evaluation of the balance sheet values of investment properties.
  - During the audit, we have compared the fair values used to measure investment assets with market quotations and other external price sources.
  - In addition, we have assessed the accuracy of the notes on the investment assets.

Financial Reporting Standards (IFRS) as adopted by the EU, and of financial statements that give a true and fair view in accordance with the laws and regulations governing the preparation of financial statements in Finland and comply with statutory requirements. The Board of Directors and Managing Director are also responsible for such internal control as they determine is necessary to enable the preparation financial statements that are free from material misstatements, whether due to fraud or error.

In preparing the financial statements, the Board of Directors and the Managing Director are responsible for assessing the parent company's and the group's ability to continue as a going concern, disclosing, as applicable, matters relating to going concern and using the going concern basis of accounting. The financial statements are prepared using the going concern basis of accounting unless there is an intention to liquidate the parent company or the group or cease operations, or there is no realistic alternative but to do so.

#### **Auditor's responsibilities for the audit of the financial statements**

My objectives are to obtain reasonable assurance on whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes my opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with good auditing practice will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of the financial statements.

As part of an audit in accordance with good auditing practice, I exercise professional judgment and maintain professional skepticism throughout the audit. I also:

- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient

and appropriate to provide a basis for my opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.

- Obtain an understanding of internal control relevant to the audit 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 parent company's or the group's internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by management.
- Conclude on the appropriateness of the Board of Directors' and the Managing Director's use of the going concern basis of accounting and based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the parent company's or the group's ability to continue as a going concern. If I conclude that a material uncertainty exists, I am required to draw attention in the auditor's report to the related disclosures in the financial statements or, if such disclosures are inadequate, to modify my opinion. My conclusions are based on the audit evidence obtained up to the date of my audit report. However, future events or conditions may cause the parent company or the group to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the financial statements, including the disclosures, and whether the financial statements represent the underlying transactions and events so that the financial statements give a true and fair view.
- Obtain sufficient appropriate audit evidence regarding the financial information of the entities or business activities within the group to express an opinion on the consolidated financial statements. I am responsible for the direction, supervision and performance of the group audit. I remain solely responsible for my audit opinion.

I communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that I identify during my audit.

I also provide those charged with governance with a statement that I have complied with relevant ethical requirements regarding independence, and communicate with them all relationships and other matters that may reasonably be thought to bear on my independence, and where applicable, related safeguards.

I decide which matters communicated with those charged with governance were most significant in the audit of the financial year under review and are therefore the key audit matters. I will describe these matters in the auditor's report unless a law or regulation precludes public disclosure about the matter or when, in extremely rare circumstances, I determine that a matter should not be communicated in the report because the adverse consequences of doing so would reasonably be expected to outweigh the public interest benefits of such communication.

## OTHER REPORTING OBLIGATIONS

### Information about the audit

Selected by the Annual General Meeting, I have served as the auditor for two consecutive years since April 9, 2016.

### Other information

The Board of Directors and Managing Director are responsible for the other information. The other information comprises information included in the report of the Board of Directors and the annual report besides the financial statements and the relevant audit report. My opinion on the financial statements does not cover the other information.

In connection with my audit of the financial statements, my responsibility is to read the other information identified above and, in doing so, consider whether the other information is materially inconsistent with the financial statements or my knowledge obtained in carrying out the audit, or otherwise appears to be materially misstated. With respect to the

report of the Board of Directors, my responsibility also includes considering whether the report of the Board of Directors has been prepared in accordance with the applicable laws and regulations.

In my opinion, the information in the report of the Board of Directors is consistent with the information in the financial statements and the report of the Board of Directors has been prepared in accordance with the applicable laws and regulations.

If, based on the work I have performed on the other information received before the issuance of the audit report, I conclude that there is a material misstatement of this other information, I am required to report that fact. I have nothing to report in this regard.

Helsinki, February 22, 2018

Juha-Pekka Mylén  
*KHT*



# Calculation of key figures

## OPERATING INCOME/LOSS

Interest income, fee and commission income, net income from trading (including net income from hedge accounting), net income from investments, other operating income

## OPERATING NET INCOME, TOTAL

Net interest income, Net fee and commission income and expenses, Net income from trading (including net income from hedge accounting), Net income from investments, Other operating income

## TOTAL OPERATING EXPENSES

Personnel expenses, other operating expenses, depreciation, amortisation and impairment losses on tangible and intangible assets

## COST/INCOME RATIO, %

Total operating expenses  
————— **x 100**  
Total operating income

## RETURN ON EQUITY (ROE)

Operating profit/loss - Income taxes  
————— **x 100**  
Equity (average of the beginning and the end of the year)

## RETURN ON ASSETS (ROA)

Operating profit/loss - Income taxes  
————— **x 100**  
Average balance sheet total (average from the beginning and the end of the year)

## EQUITY RATIO, %

Equity  
————— **x 100**  
Balance sheet total

## SOLVENCY RATIO (TC) %

Own funds, total (TC)  
————— **x 8%**  
Minimum requirements for own funds, total

## CORE CAPITAL RATIO, (CET1) %

Core capital (CET1)  
————— **x 8%**  
Minimum requirements for own funds, total

## TIER 1 EQUITY RATIO, (T1) %

Tier 1 capital (T1)  
————— **x 8%**  
Minimum requirements for own funds, total





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