



## **Banque Pour Le Commerce Extérieur Lao Public**

Interim Consolidated Financial Statements (Unaudited)

31 March 2016

# Banque Pour Le Commerce Extérieur Lao Public

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# Banque Pour Le Commerce Extérieur Lao Public

## GENERAL INFORMATION

### THE BANK

Banque Pour Le Commerce Extérieur Lao Public (herein referred to as “the Bank”) is a joint-stock bank incorporated and registered in the Lao People’s Democratic Republic (“Lao P.D.R”).

#### *Establishment and Operations*

The Bank was established from the equitization of Banque Pour Le Commerce Extérieur Lao which had been established in accordance with the Banking Business License No. 129/BOL dated 01 November 1989, and its latest Amended Business License No. 4284/BOL dated 11 November 2010 issued by the Bank of Lao P.D.R. On 23 December 2010, the Bank successfully undertook its Initial Public Offering. On 10 January 2011, the Bank was equitized and renamed into Banque Pour Le Commerce Extérieur Lao Public under the Operating License No. 0061/LRO dated 10 January 2011 issued by the Business License Registration Office of the Lao P.D.R. At that date, the Government, represented by the MOF, was the largest shareholder with 80% shareholding.

On 15 July 2011, the MOF sold 10% of the total ordinary shares (equivalent 13,657,759 shares) to its strategic partner named Compagnie Financière de la BRED (“COFIBRED”) in accordance with the Ordinary Shares Purchase Agreement between the Ministry of Finance and COFIBRED. COFIBRED is a subsidiary of BRED, the biggest regional banking society in the Banque Populaire Group - a French group of cooperative banks. The total purchased price of LAK 150,235,349,000 has been paid fully by COFIBRED.

According to notification from Lao Securities and Exchange Commission, the shareholding structure of the Bank as at 31 March 2016 is as follows:

| <i>Shareholders</i>                               | <i>Number of shares</i> | <i>%</i>    |
|---------------------------------------------------|-------------------------|-------------|
| The Government                                    | 95,604,321              | 70%         |
| Local investors (including employees of the Bank) | 13,657,760              | 10%         |
| Strategic partners                                | 13,657,759              | 10%         |
| Other foreign investors                           | 13,657,760              | 10%         |
|                                                   | <b>136,577,600</b>      | <b>100%</b> |

The principal activities of the Bank are to provide banking services including mobilizing and receiving short-term, medium-term, and long-term deposits from organizations and individuals; making short-term, medium-term, and long-term loans to organizations and individuals based on the nature and capability of the Bank’s sources of capital; foreign exchange transactions, international trade financial services, discounting of commercial papers, bonds and other valuable papers, and providing other banking services allowed by the Bank of Lao P.D.R.

#### *Charter Capital*

The charter capital as at 31 March 2016 is LAKm 682,888 (31 December 2015: LAKm 682,888).

#### *Location and Network*

The Bank’s Head Office is located at No. 01, Pangkham Street, Ban Xiengnheun, Chanthabouly District, Vientiane Capital, Lao P.D.R. As at 31 March 2016, the Bank has one (01) Head Office, one (1) subsidiary, four (4) joint ventures, nineteen (19) main branches, seventy-eight (78) services units, and fifteen (15) exchange units all over Lao P.D.R.

# Banque Pour Le Commerce Extérieur Lao Public

## GENERAL INFORMATION (continued)

### THE BANK (continued)

#### ***Subsidiaries***

As at 31 March 2016, the Bank has one (01) subsidiary as follows:

| <i>Name</i>                                  | <i>Established in accordance with<br/>Business License No.</i>                                                                   | <i>Business<br/>sector</i> | <i>% owned<br/>by the<br/>Bank</i> |
|----------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------|----------------------------|------------------------------------|
| BCEL - Krung Thai Securities Company Limited | 180-10 dated 14 December 2010 by the Investment Promotion Department of the Ministry of Planning and Investment of the Lao P.D.R | Securities                 | 70%                                |

#### ***Joint ventures***

As at 31 March 2016, the Bank has four (04) joint ventures as follows:

| <i>Name</i>                              | <i>Business License No.</i>                                                                                   | <i>Business<br/>Sector</i> | <i>% owned<br/>by the<br/>Bank</i> |
|------------------------------------------|---------------------------------------------------------------------------------------------------------------|----------------------------|------------------------------------|
| Lao Viet Joint Venture Bank              | 232/11 dated 8 September 2011 by the Bank of Lao P.D.R                                                        | Banking & Finance          | 25%                                |
| Banque Franco - Lao Limited              | 121-09/MPI dated 26 August 2009 by the Ministry of Planning and Investment of the Lao P.D.R                   | Banking & Finance          | 46%                                |
| Lao-Viet Insurance Joint Venture Company | 077/08/FIMC dated 09 June 2008 by the Foreign Investment Management Committee of the Lao P.D.R                | Insurance                  | 35%                                |
| Lao China Bank Limited                   | 041/ERM dated 27 January 2014 by the granted by Department of Enterprise Register and Management of Lao P.D.R | Banking & Finance          | 49%                                |

# Banque Pour Le Commerce Exterieur Lao Public

## GENERAL INFORMATION (continued)

### BOARD OF DIRECTORS

Members of the Board of Directors during the Three-Month Period ended 31 March 2016 and at the date of this report are as follows:

| <i>Name</i>                 | <i>Title</i>  | <i>Date of appointment/<br/>reappointment/resignation</i> |
|-----------------------------|---------------|-----------------------------------------------------------|
| Mr. Bounleua Sinxayvoravong | Chairman      | Appointed on 9 April 2015                                 |
| Mr. Khamsouk Sundara        | Vice Chairman | Reappointed on 9 April 2015                               |
| Mr. Phoukhong Chanthachack  | Member        | Reappointed on 9 April 2015                               |
| Mr. Phansana Khounnouvong   | Member        | Appointed on 9 April 2015                                 |
| Ms. Khanthaly Vongxayarath  | Member        | Appointed on 9 April 2015                                 |
| Mr. Marc Robert             | Member        | Reappointed on 9 April 2015                               |
| Mr. Viengxay Chanthanvisouk | Member        | Appointed on 9 April 2015                                 |

### BOARD OF MANAGEMENT

Members of the Board of Management during the Three-Month Period ended 31 March 2016 and at the date of this report are as follows:

| <i>Name</i>                | <i>Title</i>              | <i>Date of appointment/resignation</i> |
|----------------------------|---------------------------|----------------------------------------|
| Mr. Phoukhong Chanthachack | General Managing Director | Appointed on 15 January 2016 (*)       |
| Mr. Phansana Khounnouvong  | Deputy Managing Director  | Appointed on 06 June 2008              |
| Ms. Khanthaly Vongxayarath | Deputy Managing Director  | Appointed on 30 September 2014         |
| Mr. Lachay Khanpravong     | Deputy Managing Director  | Appointed on 30 September 2014         |
| Mr. Nanthalath Keopaseuth  | Deputy Managing Director  | Appointed on 30 September 2014         |
| Mr. Khamnian Mingbouppha   | Deputy Managing Director  | Appointed on 23 November 2015          |
| Mr. Souphak Thinsayphone   | Deputy Managing Director  | Appointed on 23 November 2015          |

(\*) Mr. Phoukhong Chanthachack was appointed as Acting General Managing Director on 17 February 2015 and was then officially appointed as General Managing Director on 15 January 2016.

### LEGAL REPRESENTATIVE

The legal representative of the Bank from 17 February 2015 to 14 January 2016 is Mr. Phoukhong Chanthachack - Acting General Managing Director.

The legal representative of the Bank from 15 January 2016 till the date of this report is Mr. Phoukhong Chanthachack - General Managing Director.

# Banque Pour Le Commerce Extérieur Lao Public

INTERIM CONSOLIDATED INCOME STATEMENT (Unaudited)  
For the three-month period ended 31 March 2016

|                                                        | Notes     | For the three-month period ended 31 March 2016<br>LAKm | For the three-month period ended 31 March 2015<br>LAKm |
|--------------------------------------------------------|-----------|--------------------------------------------------------|--------------------------------------------------------|
| Interest and similar income                            | 3         | 298,740                                                | 253,881                                                |
| Interest and similar expense                           | 4         | (205,130)                                              | (201,030)                                              |
| <b>Net interest and similar income</b>                 |           | <b>93,611</b>                                          | <b>52,851</b>                                          |
| Fee and commission income                              | 5         | 49,064                                                 | 36,832                                                 |
| Fee and commission expense                             | 5         | (17,579)                                               | (3,539)                                                |
| <b>Net fee and commission income</b>                   | <b>5</b>  | <b>31,484</b>                                          | <b>33,293</b>                                          |
| Net trading income                                     | 6         | 14,314                                                 | 36,683                                                 |
| Other operating income                                 | 7         | 1,110                                                  | 1,053                                                  |
| <b>Total operating income</b>                          |           | <b>140,518</b>                                         | <b>123,880</b>                                         |
| Credit loss expense of loans to banks and customers    | 14        | (36,108)                                               | (63,715)                                               |
| Reversal of impairment losses of financial investments | 8         | (532)                                                  | 4,422                                                  |
| <b>NET OPERATING INCOME</b>                            |           | <b>103,879</b>                                         | <b>64,587</b>                                          |
| Personnel expenses                                     | 9         | (49,019)                                               | (46,783)                                               |
| Depreciation and amortization                          | 18,19     | (17,368)                                               | (15,266)                                               |
| Other operating expenses                               | 10        | (18,390)                                               | (19,800)                                               |
| <b>Total operating expenses</b>                        |           | <b>(84,776)</b>                                        | <b>(81,849)</b>                                        |
| Share of profit and loss of joint ventures             | 17        | 2,255                                                  | 73,242                                                 |
| <b>PROFIT BEFORE TAX</b>                               |           | <b>21,357</b>                                          | <b>55,980</b>                                          |
| Current profit tax expense                             | 24.1      | 186                                                    | (4,877)                                                |
| Deferred profit tax income                             | 24.1      | (6,096)                                                | 1,793                                                  |
| <b>PROFIT FOR THE PERIOD</b>                           |           | <b>15,447</b>                                          | <b>52,896</b>                                          |
| <b>Attributable to:</b>                                |           |                                                        |                                                        |
| Equity holders of the parent                           |           | 15,245                                                 | 52,467                                                 |
| Non-controlling interest                               |           | 201                                                    | 429                                                    |
| <b>Earnings per shares</b>                             | <b>35</b> | <b>112</b>                                             | <b>385</b>                                             |

Prepared by:

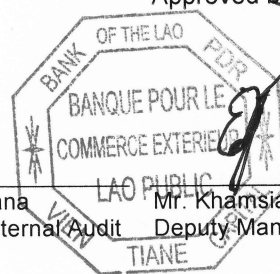
Approved by:

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Mrs. Lammaniseng Sayaphet  
Head of Accounting  
Department

Mrs. Phetsamone Somsana  
Acting Deputy Head of Internal Audit  
Department

Mr. Khamisan Mingbouppha  
Deputy Managing Director



Vientiane, Lao P.D.R

11 May 2016

# Banque Pour Le Commerce Extérieur Lao Public

INTERIM CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME (Unaudited)  
For the three-month period ended 31 March 2016

|                                                                          | Notes | For the three-month period ended 31 March 2016<br>LAKm | For the three-month period ended 31 March 2015<br>LAKm |
|--------------------------------------------------------------------------|-------|--------------------------------------------------------|--------------------------------------------------------|
| <b>NET PROFIT FOR THE PERIOD</b>                                         |       | <b>15,447</b>                                          | <b>52,896</b>                                          |
| <b>OTHER COMPREHENSIVE INCOME</b>                                        |       |                                                        |                                                        |
| Net gain on available-for-sale financial assets                          |       | 1,458                                                  | 22,297                                                 |
| Profit tax related to components of other comprehensive income           |       | (350)                                                  | (5,351)                                                |
| Share of joint venture's net gain on available-for-sale financial assets |       | -                                                      | 293                                                    |
| <b>OTHER COMPREHENSIVE INCOME FOR THE PERIOD, NET OF TAX</b>             |       | <b>1,108</b>                                           | <b>17,239</b>                                          |
| <b>TOTAL COMPREHENSIVE INCOME FOR THE PERIOD, NET OF TAX</b>             |       | <b>16,555</b>                                          | <b>70,135</b>                                          |
| <b>Attributable to:</b>                                                  |       |                                                        |                                                        |
| Equity holders of the parent                                             |       | 16,353                                                 | 69,771                                                 |
| Non-controlling interest                                                 |       | 201                                                    | 364                                                    |

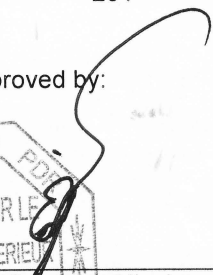
Prepared by:

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Mrs. Lammaniseng Sayaphet  
Head of Accounting  
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Mrs. Phetsamone Somsana  
Acting Deputy Head of Internal  
Audit Department

  
Mr. Khamsian Mingbouppha  
Deputy Managing Director



Vientiane, Lao P.D.R

11 May 2016

# Banque Pour Le Commerce Exterieur Lao Public

INTERIM CONSOLIDATED STATEMENT OF FINANCIAL POSITION (Unaudited)  
For the three-month period ended 31 March 2016

|                                            | Notes | 31 March 2016<br>LAKm | 31 December 2015<br>LAKm |
|--------------------------------------------|-------|-----------------------|--------------------------|
| <b>ASSETS</b>                              |       |                       |                          |
| Cash and balances with the BOL             | 11    | 8,237,423             | 9,466,790                |
| Due from banks                             | 12    | 1,804,323             | 1,986,635                |
| Loans to customers                         | 13    | 12,533,656            | 10,854,955               |
| Financial assets - Held-for-trading        |       | 5,199                 | 6,046                    |
| Financial investments - Available-for-sale | 15    | 226,265               | 224,348                  |
| Financial investments - Held-to-maturity   | 16    | 2,083,967             | 1,776,408                |
| Investments in joint ventures              | 17    | 557,673               | 555,418                  |
| Property and equipment                     | 18    | 385,588               | 391,146                  |
| Intangible assets                          | 19    | 294,721               | 297,744                  |
| Deferred tax assets                        | 24.4  | 3,455                 | 6,259                    |
| Other assets                               | 20    | 227,772               | 211,111                  |
| <b>TOTAL ASSETS</b>                        |       | <b>26,360,041</b>     | <b>25,776,860</b>        |
| <b>LIABILITIES</b>                         |       |                       |                          |
| Due to banks                               | 21    | 2,354,803             | 2,446,347                |
| Due to customers                           | 22    | 21,853,774            | 21,310,561               |
| Borrowings from other banks                | 23    | 845,914               | 720,497                  |
| Current tax liabilities                    | 24.2  | 17,589                | 30,934                   |
| Deferred tax liabilities                   | 24.4  | 14,532                | 11,077                   |
| Other liabilities                          | 25    | 60,408                | 60,373                   |
| <b>TOTAL LIABILITIES</b>                   |       | <b>25,147,020</b>     | <b>24,579,789</b>        |
| <b>EQUITY</b>                              |       |                       |                          |
| Chartered capital                          | 26    | 682,888               | 682,888                  |
| Statutory and other reserves               | 27    | 314,898               | 314,898                  |
| Available-for-sale reserve                 | 28    | 34,247                | 32,789                   |
| Treasury shares                            |       | (1,010)               | (1,010)                  |
| Retained earnings                          |       | 148,562               | 134,263                  |
|                                            |       | <b>1,179,579</b>      | <b>1,163,828</b>         |
| Non-controlling interest                   |       | 33,443                | 33,243                   |
| <b>TOTAL EQUITY</b>                        |       | <b>1,213,022</b>      | <b>1,197,071</b>         |
| <b>TOTAL LIABILITIES AND EQUITY</b>        |       | <b>26,360,041</b>     | <b>25,776,860</b>        |

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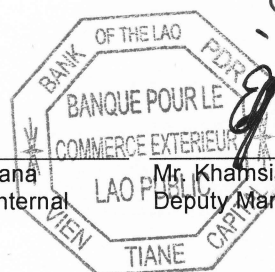
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Vientiane, Lao P.D.R

11 May 2016

# Banque Pour Le Commerce Extérieur Lao Public

INTERIM CONSOLIDATED STATEMENT OF CHANGES IN EQUITY (Unaudited)  
For the three-month period ended 31 March 2016

|                                            | Chartered<br>capital<br>LAKm | Statutory<br>and other<br>reserves<br>LAKm | Treasury<br>share<br>LAKm | Available-<br>for-sale<br>reserve<br>LAKm | Retained<br>earnings<br>LAKm | Non-<br>controlling<br>interest<br>LAKm | Total<br>LAKm    |
|--------------------------------------------|------------------------------|--------------------------------------------|---------------------------|-------------------------------------------|------------------------------|-----------------------------------------|------------------|
| <b>Balances as at 31 December 2015</b>     | <b>682,888</b>               | <b>314,898</b>                             | <b>(1,010)</b>            | <b>32,789</b>                             | <b>134,263</b>               | <b>33,243</b>                           | <b>1,197,071</b> |
| Net profit for the period                  | -                            | -                                          | -                         | -                                         | 15,245                       | 201                                     | 15,447           |
| Net movement in available-for-sale reserve | -                            | -                                          | -                         | 1,186                                     | -                            | -                                       | 1,186            |
| FX difference                              | -                            | -                                          | -                         | -                                         | (952)                        | -                                       | (952)            |
| <b>Balances as at 31 March 2016</b>        | <b>682,888</b>               | <b>314,898</b>                             | <b>(1,010)</b>            | <b>34,247</b>                             | <b>148,561</b>               | <b>33,444</b>                           | <b>1,213,022</b> |

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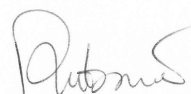


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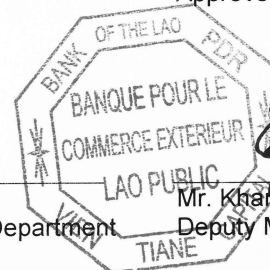
11 May 2016

Approved by:



Mrs. Phetsamone Somsana  
Acting Deputy Head of Internal Audit Department

Approved by:



Mr. Khamisian Mingbouppha  
Deputy Managing Director

# Banque Pour Le Commerce Exterieur Lao Public

INTERIM CONSOLIDATED STATEMENT OF CASH FLOWS (Unaudited)  
For the three-month period ended 31 March 2016

|                                                                                             | Notes  | For the three-month period ended 31 March 2016<br>LAKm | For the three-month period ended 31 March 2015<br>LAKm |
|---------------------------------------------------------------------------------------------|--------|--------------------------------------------------------|--------------------------------------------------------|
| <b>OPERATING ACTIVITIES</b>                                                                 |        |                                                        |                                                        |
| Profit before tax                                                                           |        | <b>21,357</b>                                          | <b>55,980</b>                                          |
| <i>Adjustments for:</i>                                                                     |        |                                                        |                                                        |
| Depreciation and amortization charges                                                       | 18, 19 | 17,368                                                 | 15,266                                                 |
| Credit loss and impairment loss of investment securities expense                            |        | 36,639                                                 | 59,293                                                 |
| Share of associate's profit under equity method                                             |        | (2,255)                                                | (73,241)                                               |
| Gain on disposal of fixed assets                                                            |        | -                                                      | (1,810)                                                |
| Dividend income                                                                             |        | -                                                      | 3,659                                                  |
| <b>Cash flows from operating profit before changing in operating assets and liabilities</b> |        | <b>73,109</b>                                          | <b>59,147</b>                                          |
| <i>Changes in operating assets</i>                                                          |        |                                                        |                                                        |
| Due from banks                                                                              |        | (38,725)                                               | (232,676)                                              |
| Loans to customers                                                                          |        | (1,715,230)                                            | (166,609)                                              |
| Financial investment - Held-for-trading                                                     |        | 848                                                    | (470)                                                  |
| Financial investment - Available-for-sale                                                   |        | (1,918)                                                | -                                                      |
| Financial investment - Held-to-maturity                                                     |        | (307,559)                                              | -                                                      |
| Other assets                                                                                |        | (12,433)                                               | (16,865)                                               |
| <i>Changes in operating liabilities</i>                                                     |        |                                                        |                                                        |
| Due to other banks and the BOL                                                              |        | 33,873                                                 | (269,952)                                              |
| Due to customers                                                                            |        | 543,212                                                | (253,035)                                              |
| Other liabilities                                                                           |        | (1,049)                                                | (143,007)                                              |
| Profit tax paid during the period                                                           | 24.3   | (13,783)                                               | (3,283)                                                |
| <b>Net cash flows (used in)/from operating activities</b>                                   |        | <b>(1,439,655)</b>                                     | <b>(1,026,750)</b>                                     |
| <b>INVESTING ACTIVITIES</b>                                                                 |        |                                                        |                                                        |
| Purchase and construction of fixed assets                                                   |        | (11,447)                                               | (18,430)                                               |
| Proceeds from disposals of fixed assets                                                     |        | 1,106                                                  | (7,884)                                                |
| Dividends received                                                                          |        | -                                                      | 22,120                                                 |
| <b>Net cash flows from/(used in) investing activities</b>                                   |        | <b>(10,341)</b>                                        | <b>(4,194)</b>                                         |
| <b>FINANCING ACTIVITIES</b>                                                                 |        |                                                        |                                                        |
| Proceeds from borrowings                                                                    |        | -                                                      | 1,411                                                  |
| Payment of dividend                                                                         |        | -                                                      | (22,371)                                               |
| <b>Net cash flows used in financing activities</b>                                          |        | <b>-</b>                                               | <b>(20,960)</b>                                        |
| <b>Net (decrease)/ increase in cash and cash equivalents</b>                                |        | <b>(1,449,996)</b>                                     | <b>(1,051,903)</b>                                     |
| <b>Cash and cash equivalents at the beginning of the period</b>                             |        | <b>10,154,343</b>                                      | <b>10,081,167</b>                                      |
| <b>Foreign exchange difference</b>                                                          |        | <b>(408)</b>                                           | <b>(600)</b>                                           |
| <b>Cash and cash equivalents at the end of the period</b>                                   | 29     | <b>8,703,937</b>                                       | <b>9,028,664</b>                                       |

Prepared by:

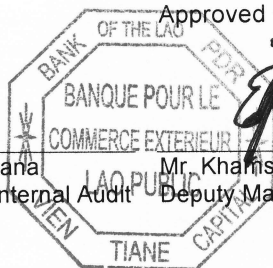
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Deputy Managing Director



Vientiane, Lao P.D.R.  
11 May 2016

# Banque Pour Le Commerce Extérieur Lao Public

## NOTES TO THE INTERIM CONSOLIDATED FINANCIAL STATEMENTS (Unaudited)

For the three-month period ended 31 March 2016

### 1. CORPORATE INFORMATION

Banque Pour Le Commerce Extérieur Lao Public (herein referred to as “the Bank”) is a joint-stock bank incorporated and registered in the Lao People’s Democratic Republic (“Lao P.D.R”).

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The charter capital as at 31 March 2016 is LAKm 682,888 (31 December 2015: LAKm 682,888).

#### *Location and Network*

The Bank’s Head Office is located at No. 01, Pangkham Street, Ban Xiengnheun, Chanthabouly District, Vientiane Capital, Lao P.D.R. As at 31 March 2016, the Bank has one (01) Head Office, one (1) subsidiary, four (4) joint ventures, nineteen (19) main branches, seventy-eight (78) services units, and fifteen (15) exchange units all over Lao P.D.R.

# Banque Pour Le Commerce Extérieur Lao Public

NOTES TO THE INTERIM CONSOLIDATED FINANCIAL STATEMENTS (Unaudited) (continued)  
For the three-month period ended 31 March 2016

## 1. CORPORATE INFORMATION (continued)

### ***Subsidiary***

As at 31 March 2016, the Bank has one (01) subsidiary as follows:

| <i>Name</i>                                  | <i>Established in accordance with<br/>Business License No.</i>                                                               | <i>Business<br/>sector</i> | <i>% owned by<br/>the Bank</i> |
|----------------------------------------------|------------------------------------------------------------------------------------------------------------------------------|----------------------------|--------------------------------|
| BCEL - Krung Thai Securities Company Limited | 180-10 dated 14 December 2010 by the Investment Promotion Department of the Ministry of Planning and Investment of Lao P.D.R | Securities                 | 70%                            |

### ***Joint ventures***

As at 31 March 2016, the Bank has four (04) joint ventures as follows:

| <i>Name</i>                              | <i>Business License No.</i>                                                                                   | <i>Business<br/>Sector</i> | <i>% owned by<br/>the Bank</i> |
|------------------------------------------|---------------------------------------------------------------------------------------------------------------|----------------------------|--------------------------------|
| Lao Viet Joint Venture Bank              | 232/11 dated 8 September 2011 by the Bank of Lao P.D.R                                                        | Banking & Finance          | 25%                            |
| Banque Franco - Lao Limited              | 121-09/MPI dated 26 August 2009 by the Ministry of Planning and Investment of the Lao P.D.R                   | Banking & Finance          | 46%                            |
| Lao-Viet Insurance Joint Venture Company | 077/08/FIMC dated 09 June 2008 by the Foreign Investment Management Committee of the Lao P.D.R                | Insurance                  | 35%                            |
| Lao China Bank Limited                   | 041/ERM dated 27 January 2014 by the granted by Department of Enterprise Register and Management of Lao P.D.R | Banking & Finance          | 49%                            |

# Banque Pour Le Commerce Extérieur Lao Public

NOTES TO THE INTERIM CONSOLIDATED FINANCIAL STATEMENTS (Unaudited) (continued)  
For the three-month period ended 31 March 2016

## 1. CORPORATE INFORMATION (continued)

### **Board of Directors**

Members of the Board of Directors during the period ended 31 March 2016 and at the date of this report are as follows:

| <i>Name</i>                 | <i>Title</i>  | <i>Date of appointment/<br/>reappointment/resignation</i> |
|-----------------------------|---------------|-----------------------------------------------------------|
| Mr. Bounleua Sinxayvoravong | Chairman      | Appointed on 9 April 2015                                 |
| Mr. Khamsouk Sundara        | Vice Chairman | Reappointed on 9 April 2015                               |
| Mr. Phoukhong Chanthachack  | Member        | Reappointed on 9 April 2015                               |
| Mr. Phansana Khounnouvong   | Member        | Appointed on 9 April 2015                                 |
| Ms. Khanthaly Vongxayarath  | Member        | Appointed on 9 April 2015                                 |
| Mr. Marc Robert             | Member        | Reappointed on 9 April 2015                               |
| Mr. Viengxay Chanthanvisouk | Member        | Appointed on 9 April 2015                                 |

### **Board of Management**

Members of the Board of Management during the period ended 31 March 2016 and at the date of this report are as follows:

| <i>Name</i>                | <i>Title</i>              | <i>Date of appointment/resignation</i> |
|----------------------------|---------------------------|----------------------------------------|
| Mr. Phoukhong Chanthachack | General Managing Director | Appointed on 15 January 2016 (*)       |
|                            | Deputy Managing Director  | Appointed on 06 June 2008              |
| Mr. Phansana Khounnouvong  | Director                  |                                        |
|                            | Deputy Managing Director  | Appointed on 30 September 2014         |
| Ms. Khanthaly Vongxayarath | Director                  |                                        |
|                            | Deputy Managing Director  | Appointed on 30 September 2014         |
| Mr. Lachay Khanpravong     | Director                  |                                        |
|                            | Deputy Managing Director  | Appointed on 30 September 2014         |
| Mr. Nanthalath Keopaseuth  | Director                  |                                        |
| Mr. Khamsian Mingbouppha   | Deputy Managing Director  | Appointed on 23 November 2015          |
| Mr. Souphak Thinsayphone   | Deputy Managing Director  | Appointed on 23 November 2015          |

(\*) Mr. Phoukhong Chanthachack was appointed as Acting General Managing Director on 17 February 2015 and was then officially appointed as General Managing Director on 15 January 2016.

### **Employees**

Total number of employees of the Bank as at 31 March 2016 is 1,572 persons (as at 31 December 2015: 1,548 persons).

# Banque Pour Le Commerce Exterieur Lao Public

NOTES TO THE INTERIM CONSOLIDATED FINANCIAL STATEMENTS (Unaudited) (continued)  
For the three-month period ended 31 March 2016

## 2. ACCOUNTING POLICIES

### 2.1 *Basis of preparation*

The Bank prepares its consolidated financial statements in accordance with International Financial Reporting Standards ("IFRS"). The consolidated financial statements have been prepared on a historical cost basis, except as disclosed in other notes.

The Bank maintains its records in Lao Kip ("LAK") and prepared its consolidated financial statements in millions of LAK ("LAKm").

The Bank also prepared and issued its separate financial statements in accordance with IFRS on 31 March 2016.

### 2.2 *Fiscal year*

The Bank's fiscal year starts on 1 January and ends on 31 December.

### 2.3 *Presentation of consolidated financial statements*

The Bank and its subsidiaries presents their consolidated statement of financial position in order of liquidity. Financial assets and financial liabilities are offset and the net amount reported in the consolidated statement of financial position only when there is a legally enforceable right to offset the recognized amounts and there is an intention to settle on a net basis, or to realize the assets and settle the liability simultaneously. Income and expenses are not offset in the consolidated income statement unless required or permitted by any accounting standard or interpretation, and as specifically disclosed in the accounting policies of the Bank.

### 2.4 *Basis of consolidation*

The consolidated financial statements comprise the financial statements of the Bank and its subsidiaries for the Period ended 31 March 2016. The financial statements of the Bank's subsidiary are prepared for the same reporting year as the Bank, using consistent accounting policies.

All intra-group balances, transactions, income and expenses are eliminated in full.

Subsidiaries are fully consolidated from the date on which control is transferred to the Bank. Control is achieved where the Bank has the power to govern the financial and operating policies of an entity so as to obtain benefits from its activities.

Non-controlling interests represent the portion of profit or loss and net assets of subsidiaries not owned, directly or indirectly, by Bank. Non-controlling interests are presented separately in the consolidated income statement and within equity in the consolidated statement of financial position, but separate from parent shareholders' equity. Any losses applicable to the non-controlling Interests are allocated against the interests of the non-controlling interest even if this results in a deficit balance. Acquisitions of non-controlling interests are accounted for using the parent entity extension method, whereby the difference between the consideration and the fair value of the share of the net assets acquired is recognized as equity.

# Banque Pour Le Commerce Exterieur Lao Public

NOTES TO THE INTERIM CONSOLIDATED FINANCIAL STATEMENTS (Unaudited) (continued)  
For the three-month period ended 31 March 2016

## 2. ACCOUNTING POLICIES (continued)

### 2.5 *Significant accounting estimates and assumptions*

The preparation of the Bank's consolidated financial statements requires management to make estimates and assumptions that affect the reported amount of revenues, expenses, assets and liabilities, and the accompanying disclosures, as well as the disclosure of contingent liabilities. Uncertainty about these assumptions and estimates could result in outcomes that require a material adjustment to the carrying amount of assets or liabilities affected in future periods.

The key assumptions concerning the future and other key sources of estimation uncertainty at the reporting date, that have a significant risk of causing a material adjustment to the carrying amounts of assets and liabilities within the next financial year, are described below. The Bank based its assumptions and estimates on parameters available when the consolidated financial statements were prepared. Existing circumstances and assumptions about future developments, however, may change due to market changes or circumstances beyond the control of the Bank. Such changes are reflected in the assumptions when they occur.

#### *(i) Going concern*

The Bank's management has made assessment of the Bank's ability to continue as a going concern and is satisfied that it has the resources to continue in business for the foreseeable future. Furthermore, management is not aware of any material uncertainties that may cast significant doubt upon the Bank's ability to continue as a going concern. Therefore, the consolidated financial statements continue to be prepared on the going concern basis.

#### *(ii) Impairment losses on loans*

The Bank reviews its individually significant loans at each consolidated statement of financial position date to assess whether an impairment loss should be recorded in the consolidated income statement. In particular, management judgment is required in the estimation of the amount and timing of future cash flows when determining the impairment loss. These estimates are based on assumptions about a number of factors and actual results may differ, resulting in future changes to the allowance.

Loans that have been assessed individually and found not to be impaired and all individually insignificant loans are then assessed collectively, in groups of assets with similar risk characteristics, to determine whether provision should be made due to incurred loss events for which there is objective evidence but whose effects are not yet evident.

#### *(iii) Impairment of available for sale investments*

The Bank records impairment charges on available for sale equity investments when there has been a significant or prolonged decline in the fair value below their cost. The determination of what is 'significant' or 'prolonged' requires judgment. In making this judgment, the Bank evaluates, among other factors, historical share price movements and duration and extent to which the fair value of an investment is less than its cost.

# Banque Pour Le Commerce Extérieur Lao Public

NOTES TO THE INTERIM CONSOLIDATED FINANCIAL STATEMENTS (Unaudited) (continued)  
For the three-month period ended 31 March 2016

## 2. ACCOUNTING POLICIES (continued)

### 2.6 Summary of significant accounting policies

#### 2.6.1 Foreign currency translation

Transactions in foreign currencies are initially recorded at the spot rate of exchange ruling at the date of the transaction. Monetary assets and liabilities denominated in foreign currencies are retranslated into LAK at the spot rate of exchange at the reporting date (see list of exchange rates of applicable foreign currencies against LAK on 31 December 2015 and 31 March 2016 as presented in Note 37). Unrealized exchange differences arising from the translation of monetary assets and liabilities on the reporting date are recognized in the consolidated income statement.

#### 2.6.2 Financial instruments - initial recognition and subsequent measurement

##### 2.6.2.1 Date of recognition

All financial assets and liabilities are initially recognized on the trade date, i.e., the date that the Bank becomes a party to the contractual provisions of the instrument. This includes “regular way trades” - purchases or sales of financial assets that require delivery of assets within the time frame generally established by regulation or convention in the market place.

##### 2.6.2.2 Initial measurement of financial instruments

The classification of financial instruments at initial recognition depends on their purpose and characteristics and the management's intention in acquiring them. All financial instruments are measured initially at their fair value plus transaction cost, except in the case of financial assets and financial liabilities recorded at fair value through profit or loss.

##### 2.6.2.3 Financial assets or financial liabilities held for trading

Financial assets or financial liabilities held-for-trading are recorded in the consolidated statement of financial position at fair value. Changes in fair value are recognized in “Net gain/(loss) on securities and foreign currencies trading”. Interest and dividend income are also recorded in “Net gain(loss) from securities and foreign currencies trading” according to the terms of the contract, or when the right to the payment has been established.

Included in this classification are equity securities which have been acquired principally for the purpose of selling or repurchasing in the near term.

##### 2.6.2.4 ‘Day 1’ profit or loss

When the transaction price differs from the fair value of other observable current market transactions in the same instrument, or based on a valuation technique whose variables include only data from observable markets, the Bank immediately recognizes the difference between the transaction price and fair value (a ‘Day 1’ profit or loss) in ‘Net trading income’. In cases where fair value is determined using data which is not observable, the difference between the transaction price and model value is only recognized in the consolidated income statement when the inputs become observable, or when the instrument is derecognized.

# Banque Pour Le Commerce Extérieur Lao Public

NOTES TO THE INTERIM CONSOLIDATED FINANCIAL STATEMENTS (Unaudited) (continued)  
For the three-month period ended 31 March 2016

## 2. ACCOUNTING POLICIES (continued)

### 2.6 *Summary of significant accounting policies* (continued)

#### 2.6.2 *Financial instruments - initial recognition and subsequent measurement* (continued)

##### 2.6.2.5 *Available-for-sale financial investments*

Available for sale investments include equity and debt securities. Equity investments classified as available for sale are those which are neither classified as held for trading nor designated at fair value through profit or loss. Debt securities in this category are intended to be held for an indefinite period of time and may be sold in response to needs for liquidity or in response to changes in the market conditions.

The Bank has not designated any loans or receivables as available for sale.

After initial measurement, available for sale financial investments are subsequently measured at fair value.

Unrealized gains and losses are recognized directly in equity (Other comprehensive income) in the 'Available-for-sale reserve'. When the investment is disposed of, the cumulative gain or loss previously recognized in equity is recognized in the consolidated income statement in 'Other operating income'. Where the Bank holds more than one investment in the same security, they are deemed to be disposed of on a first-in first-out basis. Dividends earned whilst holding available-for-sale financial investments are recognized in the consolidated income statement as 'Other operating income' when the right of the payment has been established. The losses arising from impairment of such investments are recognized in the consolidated income statement in 'Impairment losses on financial investments' and removed from the 'Available-for-sale reserve'.

##### 2.6.2.6 *Held-to-maturity financial investments*

Held-to-maturity financial investments are non-derivative financial assets with fixed or determinable payments and fixed maturities, which the Bank has the intention and ability to hold to maturity. After initial measurement, held-to-maturity financial investments are subsequently measured at amortized cost using the effective interest rate ("EIR"). Periodically, held-to-maturity securities are subject to review for impairment. Allowance for impairment of these securities is made when there has been a significant or prolonged decline in the fair value below their cost. The losses arising from impairment of such investments are recognized in the consolidated income statement line 'Impairment loss expense'.

If the Bank were to sell or reclassify more than an insignificant amount of held-to-maturity investments before maturity (other than in certain specific circumstances), the entire category would be tainted and would have to be reclassified as available-for-sale. Furthermore, the Bank would be prohibited from classifying any financial asset as held-to-maturity during the following two years.

# Banque Pour Le Commerce Extérieur Lao Public

NOTES TO THE INTERIM CONSOLIDATED FINANCIAL STATEMENTS (Unaudited) (continued)  
For the three-month period ended 31 March 2016

## 2. ACCOUNTING POLICIES (continued)

### 2.6 Summary of significant accounting policies (continued)

#### 2.6.2 Financial instruments - initial recognition and subsequent measurement (continued)

##### 2.6.2.7 Due from banks and loans to customers

'Due from banks' and 'Loans to customers' include non-derivative financial assets with fixed or determinable payments that are not quoted in an active market, other than:

- ▶ Those that the Bank intends to sell immediately or in the near term and those that the Bank, upon initial recognition, designates as at fair value through profit or loss;
- ▶ Those that the Bank, upon initial recognition, designates as available-for-sale;
- ▶ Those for which the Bank may not recover substantially all of its initial investment, other than because of credit deterioration.

After initial measurement, amounts 'Due from banks' and 'Loans to customers' are subsequently measured at amortized cost using the EIR, less allowance for impairment. Amortized cost is calculated by taking into account any discount or premium on acquisition and fees and costs that are an integral part of the EIR. The amortization is included in 'Interest and similar income' in the consolidated income statement. The losses arising from impairment are recognized in the consolidated income statement line 'Credit loss expense'.

The Bank may enter into certain lending commitments where the loan, on drawdown, is expected to be classified as held-for-trading because the intent is to sell the loans in the short term. These commitments to lend are recorded as derivatives and measured at fair value through profit or loss. Where the loan, on drawdown, is expected to be retained by the Bank, and not sold in the short term, the commitment is recorded only when it is an onerous contract that is likely to give rise to a loss (For example, due to a counterparty credit event).

##### 2.6.2.8 Debt issued and other borrowed funds

Financial instruments issued by the Bank that are not designated at fair value through profit or loss, are classified as liabilities under "Debt issued and other borrowed funds", where the substance of the contractual arrangement results in the Bank having an obligation either to deliver cash or another financial asset to the holder, or to satisfy the obligation other than by the exchange of a fixed amount of cash or another financial asset for a fixed number of own equity shares.

After initial measurement, debt issued and other borrowings are subsequently measured at amortized cost using the EIR. Amortized cost is calculated by taking into account any discount or premium on the issue and costs that are an integral part of the EIR.

A compound financial instrument which contains both a liability and an equity component is consolidated at the issue date. A portion of the net proceeds of the instrument is allocated to the debt component on the date of issue based on its fair value (which is generally determined based on the quoted market prices for similar debt instruments). The equity component is assigned the residual amount after deducting from the fair value of the instrument as a whole the amount separately determined for the debt component. The value of any derivative features (such as a call option) embedded in the compound financial instrument other than the equity component is included in the debt component.

# Banque Pour Le Commerce Extérieur Lao Public

NOTES TO THE INTERIM CONSOLIDATED FINANCIAL STATEMENTS (Unaudited) (continued)  
For the three-month period ended 31 March 2016

## 2. ACCOUNTING POLICIES (continued)

### 2.6 Summary of significant accounting policies (continued)

#### 2.6.2 Financial instruments - initial recognition and subsequent measurement (continued)

##### 2.6.2.9 Reclassification of financial assets

Effective from 1 July 2008, the Bank was permitted to reclassify, in certain circumstances, non-derivative financial assets out of the 'Held-for-trading' category and into the 'Available-for-sale', 'Loans and receivables', or 'Held-to-maturity' categories. From this date it was also permitted to reclassify, in certain circumstances, financial instruments out of the 'Available-for-sale' category and into the 'Loans and receivables' category. Reclassifications are recorded at fair value at the date of reclassification, which becomes the new amortized cost.

For a financial asset reclassified out of the 'Available-for-sale' category, any previous gain or loss on that asset that has been recognized in equity is amortized to profit or loss over the remaining life of the investment using the EIR. Any difference between the new amortized cost and the expected cash flows is also amortized over the remaining life of the asset using the EIR. If the asset is subsequently determined to be impaired then the amount recorded in equity is recycled to the consolidated income statement.

The Bank may reclassify a non-derivative trading asset out of the 'Held-for-trading' category and into the 'Loans and receivables' category if it meets the definition of loans and receivables and the Bank has the intention and ability to hold the financial asset for the foreseeable future or until maturity. If a financial asset is reclassified, and if the Bank subsequently increases its estimates of future cash receipts as a result of increased recoverability of those cash receipts, the effect of that increase is recognized as an adjustment to the EIR from the date of the change in estimate.

Reclassification is at the election of management, and is determined on an instrument by instrument basis. The Bank does not reclassify any financial instrument into the fair value through profit or loss category after initial recognition.

#### 2.6.3 De-recognition of financial assets and financial liabilities

##### 2.6.3.1 Financial assets

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

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

When the Bank has transferred its rights to receive cash flows from an asset or has entered into a pass-through arrangement, and has neither transferred nor retained substantially all of the risks and rewards of the asset nor transferred control of the asset, the asset is recognized to the extent of the Bank's continuing involvement in the asset. In that case, the Bank also recognizes an associated liability. The transferred asset and the associated liability are measured on a basis that reflects the rights and obligations that the Bank has retained.

Continuing involvement that takes the form of a guarantee over the transferred asset is measured at the lower of the original carrying amount of the asset and the maximum amount of consideration that the Bank could be required to repay.

# Banque Pour Le Commerce Exterieur Lao Public

NOTES TO THE INTERIM CONSOLIDATED FINANCIAL STATEMENTS (Unaudited) (continued)  
For the three-month period ended 31 March 2016

## 2. ACCOUNTING POLICIES (continued)

### 2.6 *Summary of significant accounting policies* (continued)

#### 2.6.3 *De-recognition of financial assets and financial liabilities* (continued)

##### 2.6.3.2 *Financial liabilities*

A financial liability is derecognized when the obligation under the liability is discharged or cancelled or expires. Where an existing financial liability is replaced by another from the same lender on substantially different terms, or the terms of an existing liability are substantially modified, such an exchange or modification is treated as a de-recognition of the original liability and the recognition of a new liability. The difference between the carrying value of the original financial liability and the consideration paid is recognized in profit or loss.

##### 2.6.4 *Determination of fair value*

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

For all other financial instruments not traded in an active market, the fair value is determined by using appropriate valuation techniques. Valuation techniques include the discounted cash flow method, comparison with similar instruments for which market observable prices exist, options pricing models, credit models and other relevant valuation models.

Certain financial instruments are recorded at fair value using valuation techniques in which current market transactions or observable market data are not available. Their fair value is determined using a valuation model that has been tested against prices or inputs to actual market transactions and using the Bank's best estimate of the most appropriate model assumptions. Models are adjusted to reflect the spread for bid and ask prices to reflect costs to close out positions, credit and debit valuation adjustments, liquidity spread and limitations in the models. Also, profit or loss calculated when such financial instruments are first recorded (Day 1 profit or loss) is deferred and recognized only when the inputs become observable or on de-recognition of the instrument.

An analysis of fair values of financial instruments and further details as to how they are measured are provided in Note 34.

##### 2.6.5 *Impairment of financial assets*

The Bank and its subsidiaries assess at each reporting date, whether there is any objective evidence that a financial asset or a group of financial assets is impaired. A financial asset or a group of financial assets is deemed to be impaired if, and only if, there is objective evidence of impairment as a result of one or more events that has occurred after the initial recognition of the asset (an incurred 'loss event') and that loss event (or events) has an impact on the estimated future cash flows of the financial asset or the group of financial assets that can be reliably estimated.

Evidence of impairment may include: indications that the borrower or a group of borrowers is experiencing significant financial difficulty; the probability that they will enter bankruptcy or other financial reorganization; default or delinquency in interest or principal payments; and where observable data indicates that there is a measurable decrease in the estimated future cash flows, such as changes in arrears or economic conditions that correlate with defaults.

# Banque Pour Le Commerce Exterieur Lao Public

NOTES TO THE INTERIM CONSOLIDATED FINANCIAL STATEMENTS (Unaudited) (continued)  
For the three-month period ended 31 March 2016

## 2. ACCOUNTING POLICIES (continued)

### 2.6 *Summary of significant accounting policies* (continued)

#### 2.6.5 *Impairment of financial assets* (continued)

##### *Financial assets carried at amortized cost*

For financial assets carried at amortized cost (such as amounts due from banks, loans and advances to customers as well as held-to-maturity investments), the Bank first assesses individually whether objective evidence of impairment exists for financial assets that are individually significant, or collectively for financial assets that are not individually significant. If the Bank determines that no objective evidence of impairment exists for an individually assessed financial asset, it includes the asset in a group of financial assets with similar credit risk characteristics and collectively assesses them for impairment. Assets that are individually assessed for impairment and for which an impairment loss is, or continues to be, recognized are not included in a collective assessment of impairment.

If there is objective evidence that an impairment loss has been incurred, the amount of the loss is measured as the difference between the asset's carrying amount and the present value of estimated future cash flows (excluding future expected credit losses that have not yet been incurred). The carrying amount of the asset is reduced through the use of an allowance account and the amount of the loss is recognized in the consolidated income statement. Interest income continues to be accrued on the reduced carrying amount and is accrued using the rate of interest used to discount the future cash flows for the purpose of measuring the impairment loss. The interest income is recorded as part of 'Interest and similar income'.

Loans together with the associated allowance are written off when there is no realistic prospect of future recovery and all collateral has been realized or has been transferred to the Bank. If, in a subsequent year, the amount of the estimated impairment loss increases or decreases because of an event occurring after the impairment was recognized, the previously recognized impairment loss is increased or reduced by adjusting the allowance account. If a future write-off is later recovered, the recovery is credited to 'Other operating income'.

The present value of the estimated future cash flows is discounted at the financial asset's original EIR. If a loan has a variable interest rate, the discount rate for measuring any impairment loss is the current EIR. If the Bank has reclassified trading assets to loans, the discount rate for measuring any impairment loss is the new EIR determined at the reclassification date. The calculation of the present value of the estimated future cash flows of a collateralized financial asset reflects the cash flows that may result from foreclosure less costs for obtaining and selling the collateral, whether or not foreclosure is probable.

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

Future cash flows on a group of financial assets that are collectively evaluated for impairment are estimated on the basis of historical loss experience for assets with credit risk characteristics similar to those in the group. Historical loss experience is adjusted on the basis of current observable data to reflect the effects of current conditions on which the historical loss experience is based and to remove the effects of conditions in the historical period that do not exist currently.

# Banque Pour Le Commerce Exterieur Lao Public

NOTES TO THE INTERIM CONSOLIDATED FINANCIAL STATEMENTS (Unaudited) (continued)  
For the three-month period ended 31 March 2016

## 2. ACCOUNTING POLICIES (continued)

### 2.6 Summary of significant accounting policies (continued)

#### 2.6.5 Impairment of financial assets (continued)

##### *Financial assets carried at amortized cost (continued)*

Estimates of changes in future cash flows reflect, and are directionally consistent with, changes in related observable data from year to year (such as changes in unemployment rates, property prices, commodity prices, payment status, or other factors that are indicative of incurred losses in the group and their magnitude). The methodology and assumptions used for estimating future cash flows are reviewed regularly to reduce any differences between loss estimates and actual loss experience.

##### *Available for sale financial investments*

For available for sale financial investments, the Bank assesses at each reporting date whether there is objective evidence that an investment is impaired.

In the case of equity investments classified as available for sale, objective evidence would also include a 'significant' or 'prolonged' decline in the fair value of the investment below its cost. The Bank treats 'significant' generally as 20% and 'prolonged' generally as greater than six months. Where there is evidence of impairment, the cumulative loss measured as the difference between the acquisition cost and the current fair value, less any impairment loss on that investment previously recognized in the consolidated income statement – is removed from equity and recognized in the consolidated income statement. Impairment losses on equity investments are not reversed through the consolidated income statement; increases in the fair value after impairment are recognized in other comprehensive income.

##### *Renegotiated loans*

Where possible, the Bank seeks to restructure loans rather than to take possession of collateral. This may involve extending the payment arrangements and the agreement of new loan conditions. Once the terms have been renegotiated, any impairment is measured using the original EIR as calculated before the modification of terms and the loan is no longer considered past due. Management continually reviews renegotiated loans to ensure that all criteria are met and that future payments are likely to occur. The loans continue to be subject to an individual or collective impairment assessment, calculated using the loan's original EIR.

##### *Collateral valuation*

The Bank seeks to use collateral, where possible, to mitigate its risks on financial assets. The collateral comes in various forms such as cash, securities, letters of credit/guarantees, real estate, receivables, inventories, other non-financial assets and credit enhancements such as netting agreements. The fair value of collateral is generally assessed, at a minimum, at inception and based on the Bank's quarterly reporting schedule, however, some collateral, for example, cash or securities relating to margining requirements, is valued daily.

To the extent possible, the Bank uses active market data for valuing financial assets, held as collateral. Other financial assets which do not have a readily determinable market value are valued using models. Non-financial collateral, such as real estate, is valued based on data provided by third parties such as mortgage brokers, housing price indices, audited financial statements, and other independent sources.

# Banque Pour Le Commerce Extérieur Lao Public

NOTES TO THE INTERIM CONSOLIDATED FINANCIAL STATEMENTS (Unaudited) (continued)  
For the three-month period ended 31 March 2016

## 2. ACCOUNTING POLICIES (continued)

### 2.6 *Summary of significant accounting policies* (continued)

#### 2.6.6 *Investment in joint ventures*

The Bank has interests in joint ventures, which are jointly controlled entities, whereby the ventures have a contractual arrangement that establishes joint control over the economic activities of the entities. The arrangement requires unanimous agreement for financial and operating decisions among the ventures.

The Bank recognizes its interest in the joint ventures using the equity method. Under the equity method, the investment in a joint venture is initially recognized at cost in the consolidated statement of financial position plus any adjustment to the joint ventures' net assets relatively to the percentage of the Bank's investment in the joint ventures afterwards. Goodwill relating to the joint ventures is recognized at residual value included in the carrying amount of the investment and is neither amortized nor individually tested for impairment.

The Bank's share of profit of a joint venture is shown on the face of the consolidated income statement. This is the profit attributable to equity holders of the joint venture and, therefore, is profit after tax and non-controlling interest in the subsidiaries of the joint venture.

After application of the equity method, the Bank will determine whether it is necessary to recognize an additional impairment loss of the investments in its joint ventures. The Bank determines at each reporting date whether there is objective evidence of impairment that the investment in the joint ventures is impaired. In that circumstance, the Bank will calculate the amount of impairment as the difference between the recoverable amount and carrying value of the investments in the joint ventures and recognize the difference in the consolidated income statement.

#### 2.6.7 *Offsetting financial instruments*

Financial assets and financial liabilities are offset and the net amount reported in the consolidated statement of financial positions if, and only if, there is a currently enforceable legal right to offset the recognized amounts and there is an intention to settle on a net basis, or to realize the asset and settle the liability simultaneously. This is not generally the case with master netting agreements, and the related assets and liabilities are presented gross in the consolidated statement of financial position.

#### 2.6.8 *Leasing*

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

##### *Bank as a lessee*

Leases that do not transfer to the Bank substantially all the risks and benefits incidental to ownership of the leased items are operating leases. Operating lease payments are recognized as an expense in the income statement on a straight line basis over the lease term. Contingent rental payable is recognized as an expense in the period in which they are incurred.

# Banque Pour Le Commerce Extérieur Lao Public

NOTES TO THE INTERIM CONSOLIDATED FINANCIAL STATEMENTS (Unaudited) (continued)  
For the three-month period ended 31 March 2016

## 2. ACCOUNTING POLICIES (continued)

### 2.6 *Summary of significant accounting policies* (continued)

#### 2.6.9 *Recognition of income and expense*

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

##### *(i) Interest and similar income and expense*

For all financial instruments measured at amortized cost, interest bearing financial assets classified as available-for-sale and financial instruments designated at fair value through profit or loss, interest income or expense is recorded using the EIR, which is the rate that exactly discounts estimated future cash payments or receipts through the expected life of the financial instrument or a shorter period, where appropriate, to the net carrying amount of the financial asset or financial liability. The calculation takes into account all contractual terms of the financial instrument (for example, prepayment options) and includes any fees or incremental costs that are directly attributable to the instrument and are an integral part of the EIR, but not future impairment losses.

The carrying amount of the financial asset or financial liability is adjusted if the Bank revises its estimates of payments or receipts. The adjusted carrying amount is calculated based on the original EIR and the change in carrying amount is recorded as 'Other operating income'. However, for a reclassified financial asset for which the Bank subsequently increases its estimates of future cash receipts as a result of increased recoverability of those cash receipts, the effect of that increase is recognized as an adjustment to the EIR from the date of the change in estimate.

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

##### *(ii) Fees and commission income*

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

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

Fees earned for the provision of services over a period of time are accrued over that period. These fees include commission income and asset management, custody and other management and advisory fees. Loan commitment fees for loans that are likely to be drawn down and other credit related fees are deferred (together with any incremental costs) and recognized as an adjustment to the EIR on the loan. When it is unlikely that a loan will be drawn down, the loan commitment fees are recognized over the commitment period on a straight line basis.

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NOTES TO THE INTERIM CONSOLIDATED FINANCIAL STATEMENTS (Unaudited) (continued)  
For the three-month period ended 31 March 2016

## 2. ACCOUNTING POLICIES (continued)

### 2.6 Summary of significant accounting policies (continued)

#### 2.6.9 Recognition of income and expense (continued)

##### (ii) Fees and commission income (continued)

##### Fee income from providing transaction services

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

##### (iii) Dividend income

Dividend income is recognized when the Bank's right to receive the payment is established.

##### (iv) Net trading income

Results arising from trading activities include all gains and losses from changes in fair value and related interest income or expense and dividends for financial assets and financial liabilities 'held for trading'. This includes any ineffectiveness recorded in hedging transactions.

#### 2.6.10 Cash and cash equivalents

Cash and cash equivalents as referred to in the consolidated statement of cash flows comprises cash on hand, current accounts with the Bank of Lao P.D.R ("the BOL") and amounts due from banks on demand or with an original maturity of three months or less.

#### 2.6.11 Property and equipment

Property and equipment (including equipment under operating leases where the Bank is the lessor) is stated at cost excluding the costs of day-to-day servicing, less accumulated depreciation and accumulated impairment in value. Changes in the expected useful life are accounted for by changing the amortisation period or method, as appropriate, and treated as changes in accounting estimates.

Depreciation is calculated using the straight-line method to write down the cost of property and equipment to their residual values over their estimated useful lives. The following are the annual rates used:

|                          |     |
|--------------------------|-----|
| Buildings & improvements | 5%  |
| Office equipment         | 20% |
| Furniture & fixtures     | 20% |
| Motor vehicles           | 20% |

Property and equipment is derecognized on disposal or when no future economic benefits are expected from its use. Any gain or loss arising on derecognition of the asset (calculated as the difference between the net disposal proceeds and the carrying amount of the asset) is recognized in 'Other operating income' in the consolidated income statement in the year the asset is derecognized.

# Banque Pour Le Commerce Extérieur Lao Public

NOTES TO THE INTERIM CONSOLIDATED FINANCIAL STATEMENTS (Unaudited) (continued)  
For the three-month period ended 31 March 2016

## 2. ACCOUNTING POLICIES (continued)

### 2.6 *Summary of significant accounting policies* (continued)

#### 2.6.12 *Intangible assets*

The Bank's other intangible assets include the value of land use rights and software.

An intangible asset is recognized only when its cost can be measured reliably and it is probable that the expected future economic benefits that are attributable to it will flow to the Bank.

Intangible assets acquired separately are measured on initial recognition at cost. The cost of intangible assets acquired in a business combination is their fair value as at the date of acquisition. Following initial recognition, intangible assets are carried at cost less any accumulated amortization and any accumulated impairment losses.

The useful lives of intangible assets are assessed to be either finite or indefinite. Intangible assets with finite lives are amortized over the useful economic life. The amortization period and the amortization method for an intangible asset with a finite useful life are reviewed at least at each financial year-end. Changes in the expected useful life or the expected pattern of consumption of future economic benefits embodied in the asset are accounted for by changing the amortization period or method, as appropriate, and they are treated as changes in accounting estimates. The amortization expense on intangible assets with finite lives is recognized in the consolidated income statement in the expense category consistent with the function of the intangible asset.

Amortization is calculated using the straight-line method to write down the cost of intangible assets to their residual values over their estimated useful lives as follows:

|                                        |                 |
|----------------------------------------|-----------------|
| ► Land use rights with indefinite life | No amortization |
| ► Software                             | 5 years         |

The land use rights of the Bank was not amortized as land use rights have indefinite term and was granted by the Government of Lao P.D.R.

#### 2.6.13 *Impairment of non-financial assets*

The Bank assesses at each reporting date whether there is an indication that an asset may be impaired. If any indication exists, or when annual impairment testing for an asset is required, the Bank estimates the asset's recoverable amount. An asset's recoverable amount is the higher of an asset's or cash-generating unit (CGU)'s fair value less costs to sell and its value in use. Where the carrying amount of an asset or CGU exceeds its recoverable amount, the asset is considered impaired and is written down to its recoverable amount.

In assessing value in use, the estimated future cash flows are discounted to their present value using a pre-tax discount rate that reflects current market assessments of the time value of money and the risks specific to the asset. In determining fair value less costs to sell, an appropriate valuation model is used. These calculations are corroborated by valuation multiples, quoted share prices for publicly traded subsidiaries or other available fair value indicators.

# Banque Pour Le Commerce Exterieur Lao Public

NOTES TO THE INTERIM CONSOLIDATED FINANCIAL STATEMENTS (Unaudited) (continued)  
For the three-month period ended 31 March 2016

## 2. ACCOUNTING POLICIES (continued)

### 2.6 Summary of significant accounting policies (continued)

#### 2.6.13 Impairment of non-financial assets (continued)

For assets excluding goodwill, an assessment is made at each reporting date as to whether there is any indication that previously recognized impairment losses may no longer exist or may have decreased. If such indication exists, the Bank estimates the asset's or CGU's recoverable amount. A previously recognized impairment loss is reversed only if there has been a change in the assumptions used to determine the asset's recoverable amount since the last impairment loss was recognized. The reversal is limited so that the carrying amount of the asset does not exceed its recoverable amount, nor exceeds the carrying amount that would have been determined, net of depreciation, had no impairment loss been recognized for the asset in prior years. Such reversal is recognized in the consolidated income statement.

#### 2.6.14 Provisions for contingent liabilities

Provisions for contingent liabilities are recognized when the Bank has a present obligation (legal or constructive) as a result of a past event, and it is probable that an outflow of resources embodying economic benefits will be required to settle the obligation and a reliable estimate can be made of the amount of the obligation. The expense relating to any provision is presented in the consolidated income statement net of any reimbursement.

#### 2.6.15 Profit tax

##### *Current tax*

Current tax assets and liabilities for the current and prior years are measured at the amount expected to be recovered from or paid to the taxation authorities. The tax rates and tax laws used to compute the amount are those that are enacted or substantively enacted by the consolidated statement of financial position date.

##### *Deferred tax*

Deferred tax is provided on temporary differences at the consolidated statement of financial position date between the tax bases of assets and liabilities and their carrying amounts for financial reporting purposes. Deferred tax liabilities are recognized for all taxable temporary differences, except:

- ▶ Where the deferred tax liability arises from the initial recognition of goodwill or of an asset or liability in a transaction that is not a business combination and, at the time of the transaction, affects neither the accounting profit nor taxable profit or loss.
- ▶ In respect of taxable temporary differences associated with investments in subsidiaries, where the timing of the reversal of the temporary differences can be controlled and it is probable that the temporary differences will not reverse in the foreseeable future.

Deferred tax assets are recognized for all deductible temporary differences, carry forward of unused tax credits and unused tax losses, to the extent that it is probable that taxable profit will be available against which the deductible temporary differences, and the carry forward of unused tax credits and unused tax losses can be utilized except:

- ▶ Where the deferred tax asset relating to the deductible temporary difference arises from the initial recognition of an asset or liability in a transaction that is not a business combination and, at the time of the transaction, affects neither the accounting profit nor taxable profit or loss.
- ▶ In respect of deductible temporary differences associated with investments in subsidiaries, deferred tax assets are recognized only to the extent that it is probable that the temporary differences will reverse in the foreseeable future and taxable profit will be available against which the temporary differences can be utilised.

# Banque Pour Le Commerce Exterieur Lao Public

NOTES TO THE INTERIM CONSOLIDATED FINANCIAL STATEMENTS (Unaudited) (continued)  
For the three-month period ended 31 March 2016

## 2. ACCOUNTING POLICIES (continued)

### 2.6 *Summary of significant accounting policies* (continued)

#### 2.6.15 *Profit tax* (continued)

##### *Deferred tax* (continued)

The carrying amount of deferred tax assets is reviewed at each consolidated statement of financial position date and reduced to the extent that it is no longer probable that sufficient taxable profit will be available to allow all or part of the deferred tax asset to be utilized. Unrecognized deferred tax assets are reassessed at each consolidated statement of financial position date and are recognized to the extent that it has become probable that future taxable profit will allow the deferred tax asset to be recovered.

Deferred tax assets and liabilities are measured at the tax rates that are expected to apply in the year when the asset is realized or the liability is settled, based on tax rates (and tax laws) that have been enacted or substantively enacted at the consolidated statement of financial position date.

Deferred tax assets and deferred tax liabilities are offset if a legally enforceable right exists to set off current tax assets against current tax liabilities and the deferred taxes relate to the same taxable entity and the same taxation authority.

#### 2.6.16 *Fiduciary assets*

The Bank and its subsidiaries provide trust and other fiduciary services that result in the holding or investing of assets on behalf of their clients. Assets held in a fiduciary capacity are not reported in the consolidated financial statements, as they are not the assets of the Bank and its subsidiaries.

#### 2.6.17 *Equity reserves*

The reserves recorded in equity on the Bank's consolidated statement of financial position include:

- ▶ Available-for-sale reserve, which comprises changes in fair value of available-for-sale investments.
- ▶ Statutory reserves, which are created in accordance with prevailing regulations of Lao P.D.R, as stated in Note 27.

#### 2.6.18 *Employee benefits*

##### *Post employment benefits*

Post-employment benefits are paid to retired employees of the Bank by retirement reserve setup by the Bank. The Bank's policy is to deduct a certain monthly amount from employees' salary to contribute to such reserve. Currently, the applied rate is 8.00% of employees' monthly basic salary. The Bank has no further obligation concerning post employment benefits for its employees other than this.

# Banque Pour Le Commerce Exterieur Lao Public

NOTES TO THE INTERIM CONSOLIDATED FINANCIAL STATEMENTS (Unaudited) (continued)  
For the three-month period ended 31 March 2016

## 2. ACCOUNTING POLICIES (continued)

### 2.6 *Summary of significant accounting policies* (continued)

#### 2.6.18 *Employee benefits* (continued)

##### *Termination benefits*

In accordance with Article 82 of the Amended Labour Law No. 43/NA approved by the President of the Lao People's Democratic Republic on 28 January 2014, the Bank has the obligation to pay allowance for employees who are terminated by dismissal in the following cases:

- ▶ The worker lacks specialized skills or is not in good health and thus cannot continue to work;
- ▶ The employer considers it necessary to reduce the number of workers in order to improve the work within the labour unit.

For the termination of an employment contract on any of the above-mentioned grounds, the employer must pay a termination allowance which is calculated on the basis of 10% of the basic monthly salary earned before the termination of work. As at 31 March 2016, there is no employees of the Bank who were dismissed under the above-mentioned grounds, therefore the Bank has not made a provision for termination allowance in the financial statements.

#### 2.6.19 *Standards issued but not yet effective*

The standards and interpretations that are issued, but not yet effective, up to the date of issuance of the Bank's consolidated financial statements are disclosed below. The Bank intends to adopt these standards, if applicable, when they become effective.

##### *IFRS 9 Financial Instruments*

In July 2014, the IASB issued the final version of IFRS 9 Financial Instruments which reflects all phases of the financial instruments project and replaces IAS 39 Financial Instruments: Recognition and Measurement and all previous versions of IFRS 9. The standard introduces new requirements for classification and measurement, impairment, and hedge accounting. IFRS 9 is effective for annual periods beginning on or after 1 January 2018, with early application permitted. Retrospective application is required, but comparative information is not compulsory. The adoption of IFRS 9 will have an effect on the classification and measurement of the Bank's financial assets, but no impact on the classification and measurement of the Bank's financial liabilities.

# Banque Pour Le Commerce Extérieur Lao Public

## NOTES TO THE INTERIM CONSOLIDATED FINANCIAL STATEMENTS (Unaudited) (continued)

For the three-month period ended 31 March 2016

### 3. INTEREST AND SIMILAR INCOME

|                                              | <i>For the three-month period ended 31 March 2016<br/>LAKm</i> | <i>For the three-month period ended 31 March 2015<br/>LAKm</i> |
|----------------------------------------------|----------------------------------------------------------------|----------------------------------------------------------------|
| Interest income from lending to customers    | 269,391                                                        | 231,471                                                        |
| Interest income from deposits at other banks | 3,006                                                          | 1,348                                                          |
| Interest income from investment securities   | 23,722                                                         | 16,408                                                         |
| Other interest income and similar income     | 2,622                                                          | 4,654                                                          |
|                                              | <b>298,740</b>                                                 | <b>253,881</b>                                                 |

### 4. INTEREST AND SIMILAR EXPENSE

|                                         | <i>For the three-month period ended 31 March 2016<br/>LAKm</i> | <i>For the three-month period ended 31 March 2015<br/>LAKm</i> |
|-----------------------------------------|----------------------------------------------------------------|----------------------------------------------------------------|
| Interest expense for due to other banks | 12,434                                                         | 6,759                                                          |
| Interest expense for customer deposits  | 192,696                                                        | 194,271                                                        |
|                                         | <b>205,130</b>                                                 | <b>201,030</b>                                                 |

### 5. NET FEES AND COMMISSION INCOME

|                                         | <i>For the three-month period ended 31 March 2016<br/>LAKm</i> | <i>For the three-month period ended 31 March 2015<br/>LAKm</i> |
|-----------------------------------------|----------------------------------------------------------------|----------------------------------------------------------------|
| <b>Fees and commission income from:</b> |                                                                |                                                                |
| Settlement services                     | 28,471                                                         | 25,558                                                         |
| Credit activities                       | 20,097                                                         | 10,526                                                         |
| Other activities                        | 495                                                            | 748                                                            |
|                                         | <b>49,064</b>                                                  | <b>36,832</b>                                                  |
| <b>Fees and commission expense for:</b> |                                                                |                                                                |
| Settlement services                     | (12,072)                                                       | (3,146)                                                        |
| Other activities                        | (5,507)                                                        | (393)                                                          |
|                                         | <b>(17,579)</b>                                                | <b>(3,539)</b>                                                 |
| <b>Net fees and commission income</b>   | <b>31,484</b>                                                  | <b>33,293</b>                                                  |

# Banque Pour Le Commerce Extérieur Lao Public

## NOTES TO THE INTERIM CONSOLIDATED FINANCIAL STATEMENTS (Unaudited) (continued)

For the three-month period ended 31 March 2016

### 6. NET TRADING INCOME/(EXPENSE)

|                                                              | <i>For the three-month period ended 31 March 2016</i><br>LAKm | <i>For the three-month period ended 31 March 2015</i><br>LAKm |
|--------------------------------------------------------------|---------------------------------------------------------------|---------------------------------------------------------------|
| Net gain from foreign currencies trading                     | 15,150                                                        | 10,846                                                        |
| Gain/(loss) from margin trading's                            | -                                                             | 25,214                                                        |
| Changes in fair value of financial assets - held-for-trading | (836)                                                         | 623                                                           |
|                                                              | <b>14,314</b>                                                 | <b>36,683</b>                                                 |

### 7. OTHER OPERATING INCOME

|                                            | <i>For the three-month period ended 31 March 2016</i><br>LAKm | <i>For the three-month period ended 31 March 2015</i><br>LAKm |
|--------------------------------------------|---------------------------------------------------------------|---------------------------------------------------------------|
| Dividend income from investment securities | -                                                             | (3,659)                                                       |
| Other income from financial services       | 35                                                            | -                                                             |
| Income from sale of tangible fixed assets  | -                                                             | 3,145                                                         |
| Income from disposal of equity investments | 783                                                           | 1,369                                                         |
| Recovery of the bad debts written off      | 292                                                           | 198                                                           |
|                                            | <b>1,110</b>                                                  | <b>1,053</b>                                                  |

### 8. REVERSAL OF IMPAIRMENT LOSSES FOR FINANCIAL INVESTMENTS

|                                                                         | <i>For the three-month period ended 31 March 2016</i><br>LAKm | <i>For the three-month period ended 31 March 2015</i><br>LAKm |
|-------------------------------------------------------------------------|---------------------------------------------------------------|---------------------------------------------------------------|
| Reversal of impairment losses for held-to-maturity securities (Note 16) | 532                                                           | (4,422)                                                       |
|                                                                         | <b>532</b>                                                    | <b>(4,422)</b>                                                |

### 9. PERSONNEL EXPENSES

|                                 | <i>For the three-month period ended 31 March 2016</i><br>LAKm | <i>For the three-month period ended 31 March 2015</i><br>LAKm |
|---------------------------------|---------------------------------------------------------------|---------------------------------------------------------------|
| Salary expense                  | 28,726                                                        | 27,384                                                        |
| Insurance expense for employees | 19,120                                                        | 17,945                                                        |
| Other staff costs               | 1,173                                                         | 1,454                                                         |
|                                 | <b>49,019</b>                                                 | <b>46,783</b>                                                 |

# Banque Pour Le Commerce Extérieur Lao Public

NOTES TO THE INTERIM CONSOLIDATED FINANCIAL STATEMENTS (Unaudited) (continued)

For the three-month period ended 31 March 2016

## 10. OTHER OPERATING EXPENSES

|                                      | <i>For the<br/>three-month<br/>period<br/>ended 31<br/>March 2016<br/>LAKm</i> | <i>For the<br/>three-month<br/>period<br/>ended 31<br/>March 2015<br/>LAKm</i> |
|--------------------------------------|--------------------------------------------------------------------------------|--------------------------------------------------------------------------------|
| Fuel and travelling                  | 758                                                                            | 850                                                                            |
| Training and education               | 401                                                                            | 609                                                                            |
| Deposit insurance fee                | -                                                                              | 4,377                                                                          |
| Telecommunication                    | 530                                                                            | 455                                                                            |
| Publication, marketing and promotion | 2,428                                                                          | 2,111                                                                          |
| Repair and maintenance               | 3,445                                                                          | 3,448                                                                          |
| Materials, tools and equipment       | 1,387                                                                          | 1,214                                                                          |
| Electricity and water supply         | 1,455                                                                          | 1,203                                                                          |
| Office rental                        | 2,106                                                                          | 2,043                                                                          |
| Others                               | 5,880                                                                          | 3,490                                                                          |
|                                      | <b>18,390</b>                                                                  | <b>19,800</b>                                                                  |

## 11. CASH AND BALANCES WITH THE BANK OF LAO P.D.R ("THE BOL")

|                                           | <i>31 March 2016<br/>LAKm</i> | <i>31 December 2015<br/>LAKm</i> |
|-------------------------------------------|-------------------------------|----------------------------------|
| Cash on hand in LAK                       | 1,179,788                     | 1,246,264                        |
| Cash on hand in foreign currencies ("FC") | 1,193,741                     | 990,378                          |
| Balances with the BOL                     |                               |                                  |
| - Compulsory deposit                      | 1,144,961                     | 1,134,906                        |
| - Demand deposit                          | 4,718,933                     | 6,095,242                        |
|                                           | <b>8,237,423</b>              | <b>9,466,790</b>                 |

Balances with the BOL include settlement, compulsory and term deposits. These balances earn no interest.

Under regulations of the BOL, the Bank is required to maintain certain cash reserves with the BOL in the form of compulsory deposits, which are computed at 5.00% for LAK and 10.00% for foreign currencies, on a bi-monthly basis, (2015: 5.00% and 10.00%) of customer deposits having original maturities of less than 12 months. During the year, the Bank maintained its compulsory deposits in compliance with the requirements by the BOL.

# Banque Pour Le Commerce Extérieur Lao Public

NOTES TO THE INTERIM CONSOLIDATED FINANCIAL STATEMENTS (Unaudited) (continued)

For the three-month period ended 31 March 2016

## 12. DUE FROM BANKS

|                                    | 31 March 2016<br>LAKm | 31 December 2015<br>LAKm |
|------------------------------------|-----------------------|--------------------------|
| <b>Current and saving accounts</b> | <b>1,448,697</b>      | <b>1,659,680</b>         |
| - In LAK                           | 40,725                | 1,390,194                |
| - In foreign currencies            | 1,407,972             | 269,486                  |
| <b>Term deposits</b>               | <b>354,376</b>        | <b>325,797</b>           |
| - In LAK                           | 110,000               | 142,806                  |
| - In foreign currencies            | 244,376               | 182,991                  |
| <b>Accrued interest</b>            | <b>1,250</b>          | <b>1,158</b>             |
|                                    | <b>1,804,323</b>      | <b>1,986,635</b>         |

## 13. LOANS TO CUSTOMERS

|                                                    | 31 March 2016<br>LAKm | 31 December 2015<br>LAKm |
|----------------------------------------------------|-----------------------|--------------------------|
| Gross loans to customers                           | 12,725,350            | 11,026,334               |
| Accrued interest                                   | 113,643               | 97,369                   |
| Less: Allowance for impairment losses<br>(Note 14) | (305,337)             | (268,748)                |
|                                                    | <b>12,533,656</b>     | <b>10,854,955</b>        |

### 13.1 Loans to customers

Analysis of loan portfolio by currency:

|                          | 31 March 2016<br>LAKm | 31 December 2015<br>LAKm |
|--------------------------|-----------------------|--------------------------|
| Loans denominated in LAK | 5,036,689             | 4,513,088                |
| Loans denominated in USD | 6,118,236             | 5,177,960                |
| Loans denominated in THB | 1,570,425             | 1,335,286                |
|                          | <b>12,725,350</b>     | <b>11,026,334</b>        |

# Banque Pour Le Commerce Extérieur Lao Public

NOTES TO THE INTERIM CONSOLIDATED FINANCIAL STATEMENTS (Unaudited) (continued)

For the three-month period ended 31 March 2016

## 13. LOANS TO CUSTOMERS (continued)

### 13.1 Loans to customers (continued)

Interest rates for commercial loans during the period are as follows:

|                          | <i>31 March 2016<br/>Interest rates<br/>% per annum</i> | <i>2015<br/>Interest rates<br/>% per annum</i> |
|--------------------------|---------------------------------------------------------|------------------------------------------------|
| Loans denominated in LAK | 6.00% - 16.00%                                          | 7.00% - 16.00%                                 |
| Loans denominated in USD | 6.00% - 14.00%                                          | 6.50% - 14.00%                                 |
| Loans denominated in THB | 6.00% - 12.00%                                          | 7.75% - 12.00%                                 |

Analysis of loan portfolio by original maturity:

|                   | <i>31 March 2016<br/>LAKm</i> | <i>31 December 2015<br/>LAKm</i> |
|-------------------|-------------------------------|----------------------------------|
| Short-term loans  | 2,320,866                     | 2,350,521                        |
| Medium-term loans | 6,938,100                     | 5,674,920                        |
| Long-term loans   | 3,466,384                     | 3,000,893                        |
|                   | <b>12,725,350</b>             | <b>11,026,334</b>                |

The grading of the loan portfolio as at 31 March 2016 is as follows:

| <i>Risk classification</i> | <i>Outstanding<br/>balance<br/>LAKm</i> | <i>Allowance for<br/>impairment<br/>LAKm</i> | <i>Ratio of<br/>impairment/<br/>outstanding<br/>balance<br/>%</i> |
|----------------------------|-----------------------------------------|----------------------------------------------|-------------------------------------------------------------------|
| Current                    | 10,802,820                              | 28,252                                       | 0.26%                                                             |
| Special Mention            | 1,649,942                               | 168,067                                      | 10.19%                                                            |
| Substandard                | 14,462                                  | 1,053                                        | 7.28%                                                             |
| Doubtful                   | 88,434                                  | 23,621                                       | 26.71%                                                            |
| Loss                       | 169,692                                 | 84,344                                       | 49.70%                                                            |
|                            | <b>12,725,350</b>                       | <b>305,337</b>                               |                                                                   |

# Banque Pour Le Commerce Extérieur Lao Public

NOTES TO THE INTERIM CONSOLIDATED FINANCIAL STATEMENTS (Unaudited) (continued)  
For the three-month period ended 31 March 2016

## 13. LOANS TO CUSTOMERS (continued)

### 13.1 Loans to customers (continued)

The loan portfolio at period end comprised loans to entities in the following sectors:

|                                   | 31 March 2016     |             | 31 December 2015  |             |
|-----------------------------------|-------------------|-------------|-------------------|-------------|
|                                   | LAKm              | %           | LAKm              | %           |
| Industrial services companies     | 4,163,346         | 32.72%      | 2,395,765         | 21.73%      |
| Construction companies            | 3,142,865         | 24.70%      | 3,526,539         | 31.98%      |
| Technical instruments enterprises | 104,359           | 0.82%       | 93,269            | 0.85%       |
| Agricultural & forestry           | 33,144            | 0.26%       | 31,414            | 0.28%       |
| Trading companies                 | 3,220,914         | 25.31%      | 3,031,544         | 27.49%      |
| Transportation companies          | 659,554           | 5.18%       | 573,180           | 5.20%       |
| Services companies                | 1,258,008         | 9.89%       | 1,228,065         | 11.14%      |
| Handicrafts                       | 10,319            | 0.08%       | 10,468            | 0.09%       |
| Others                            | 132,841           | 1.04%       | 136,090           | 1.23%       |
|                                   | <b>12,725,350</b> | <b>100%</b> | <b>11,026,334</b> | <b>100%</b> |

## 14. ALLOWANCE FOR IMPAIRMENT LOSSES OF LOANS TO BANKS AND CUSTOMERS

Changes in the allowance for impairment losses of loans to customers consisted of the following:

|                                    | Allowance for impairment of loans to customers<br>LAKm |
|------------------------------------|--------------------------------------------------------|
| Balance as at 1 January 2016       | <b>268,748</b>                                         |
| Net change during the period       | 36,108                                                 |
| Non-performing loans written-off   | (60)                                                   |
| Foreign exchange difference        | 541                                                    |
| <b>Balance as at 31 March 2016</b> | <b>305,337</b>                                         |

Break down of allowance for impairment losses of loans to customers as at 31 March 2016 and 31 December 2015 are as follows:

|                       | 31 March 2016               |                    | 31 December 2015            |                    |
|-----------------------|-----------------------------|--------------------|-----------------------------|--------------------|
|                       | Outstanding balance<br>LAKm | Impairment<br>LAKm | Outstanding balance<br>LAKm | Impairment<br>LAKm |
| Individually impaired | 3,175,509                   | 287,572            | 1,694,825                   | 210,793            |
| Collectively impaired | 9,549,841                   | 17,765             | 9,331,509                   | 57,955             |
|                       | <b>12,725,350</b>           | <b>305,337</b>     | <b>11,026,334</b>           | <b>268,748</b>     |

# Banque Pour Le Commerce Extérieur Lao Public

NOTES TO THE INTERIM CONSOLIDATED FINANCIAL STATEMENTS (Unaudited) (continued)  
For the three-month period ended 31 March 2016

## 15. FINANCIAL INVESTMENTS - AVAILABLE-FOR-SALE

|                                                       | 31 March 2016<br>LAKm | 31 December 2015<br>LAKm |
|-------------------------------------------------------|-----------------------|--------------------------|
| Equity securities issued by local business entity (*) | 226,265               | 224,348                  |
|                                                       | <b>226,265</b>        | <b>224,348</b>           |

(\*): These are shares of EDL Generation Public Company which have total face value of LAKm 181,204 (31 December 2015: LAKm 181,204).

## 16. FINANCIAL INVESTMENTS - HELD TO MATURITY

|                                                                          | 31 March 2016<br>LAKm | 31 December 2015<br>LAKm |
|--------------------------------------------------------------------------|-----------------------|--------------------------|
| Amortized cost of Treasury bills issued by the Ministry of Finance       | 1,539,248             | 982,563                  |
| Amortized cost of bonds issued by the Ministry of Finance                | 547,208               | 795,802                  |
|                                                                          | <b>2,086,456</b>      | <b>1,778,365</b>         |
| Impairment losses for investments in Held-to-maturity securities (*)     | (2,489)               | (1,957)                  |
| - Impairment losses for Treasury bills issued by the Ministry of Finance | (1,455)               | (2)                      |
| - Impairment losses for bonds issued by the Ministry of Finance          | (1,034)               | (1,955)                  |
|                                                                          | <b>2,083,967</b>      | <b>1,776,408</b>         |

(\*): The net change in impairment losses of LAKm 532 is recorded in the consolidated income statement as reversal of impairment loss for held-to-maturity securities (Note 8).

### 16.1. Treasury bills issued by the Ministry of Finance

Details of the treasury bills as at 31 March 2016 are as follows:

| Term   | Issue date | Maturity date | Face value       | Amortized cost   | Interest rate per annum (nominal) |
|--------|------------|---------------|------------------|------------------|-----------------------------------|
| 1 year | 27-Mar-15  | 27-Mar-17     | 300,000          | 299,351          | 4.00%                             |
| 1 year | 10-Mar-15  | 10-Mar-17     | 73,000           | 73,000           | 4.00%                             |
| 1 year | 31-Mar-15  | 31-Mar-17     | 50,000           | 49,881           | 4.00%                             |
| 1 year | 28-Apr-15  | 28-Apr-16     | 20,000           | 20,830           | 4.50%                             |
| 1 year | 12-May-15  | 12-May-16     | 10,000           | 10,397           | 4.50%                             |
| 1 year | 25-May-15  | 25-May-16     | 58,000           | 60,210           | 4.50%                             |
| 1 year | 27-Nov-15  | 27-Nov-16     | 300,000          | 303,151          | 4.00%                             |
| 1 year | 18-Dec-15  | 18-Dec-16     | 100,000          | 101,121          | 4.00%                             |
| 1 year | 25-Dec-15  | 25-Dec-16     | 60,000           | 60,627           | 4.00%                             |
| 1 year | 15-Jan-16  | 15-Jan-17     | 300,000          | 302,453          | 4.00%                             |
|        |            | <b>Total</b>  | <b>1,271,000</b> | <b>1,281,021</b> |                                   |

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For the three-month period ended 31 March 2016

## 16. FINANCIAL INVESTMENTS - HELD TO MATURITY

### 16.2. Bonds issued by the Ministry of Finance

|                      | 31 March 2016<br>LAKm | 31 December 2015<br>LAKm |
|----------------------|-----------------------|--------------------------|
| Triangle bonds       | 16,714                | 16,714                   |
| Capitalization bonds | 64,224                | 65,923                   |
| Other bonds          | 724,497               | 713,165                  |
|                      | <b>805,435</b>        | <b>795,802</b>           |

Triangle bonds represent the bonds which were issued by the Ministry of Finance to either settle the balances due from the MOF or settle the debts owed to the Bank by customers who were in turn owed money by the MOF. The bonds are not transferrable and could be required to be extended on maturity by the MOF. The bonds carry a term of 17 years and earn no interest.

Capitalization bonds were issued by the MOF to increase the Bank's chartered capital with the details as following:

| Issue date | Face value<br>(LAKm) | Amortized cost<br>(LAKm) | Term    | Interest rate<br>(% per annum) |
|------------|----------------------|--------------------------|---------|--------------------------------|
| 1-Mar-14   | 68,600               | 64,224                   | 5 years | 4.00%                          |

Other bonds issues by the Ministry of Finance are infrastructure bonds for the implementation of Wung Anh Port/Habour project (with total amount LAKm 46,000). Details of these bonds are as follows:

| Purchase date | Maturity date | Face value<br>LAKm | Amortized cost<br>LAKm | Interest rate<br>(% p.a) |
|---------------|---------------|--------------------|------------------------|--------------------------|
| 5-Dec-11      | 5-Dec-16      | 46,000             | 47,164                 | 8.00%                    |
| 2-Mar-12      | 20-Dec-16     | 50,000             | 50,022                 | 4.00%                    |
| 25-Dec-13     | 10-Oct-16     | 2,000              | 1,971                  | 4.00%                    |
| 16-Aug-12     | 12-Mar-18     | 20,000             | 19,126                 | 4.25%                    |
| 16-Sep-14     | 16-Sep-16     | 50,000             | 51,197                 | 4.50%                    |
| 8-Apr-13      | 8-Apr-16      | 100,000            | 104,376                | 4.50%                    |
| 12-Nov-15     | 12-Nov-16     | 8,000              | 7,262                  | 4.00%                    |
| 30-Jul-14     | 31-Jul-16     | 5,000              | 4,926                  | 3.50%                    |
| 26-Aug-15     | 26-Aug-16     | 100,000            | 102,654                | 4.50%                    |
| 29-Sep-14     | 7-May-16      | 22,000             | 22,253                 | 3.50%                    |
| 29-Sep-14     | 11-Jun-16     | 9,000              | 8,931                  | 3.50%                    |
| 29-Sep-14     | 12-Jun-16     | 25,000             | 24,796                 | 3.50%                    |
| 29-Sep-14     | 13-Jun-16     | 1,000              | 991                    | 3.50%                    |
| 29-Sep-14     | 16-May-16     | 5,000              | 5,032                  | 3.50%                    |
| 29-Sep-14     | 18-Sep-16     | 4,000              | 3,799                  | 3.50%                    |
| 27-Nov-14     | 31-Jul-16     | 2,000              | 1,951                  | 3.50%                    |
| 30-Dec-14     | 30-Dec-16     | 150,000            | 151,762                | 4.80%                    |
| 30-Dec-14     | 30-Dec-17     | 100,000            | 101,260                | 5.10%                    |
| 18-Dec-14     | 2-Aug-16      | 14,000             | 13,616                 | 3.50%                    |
| 27-Feb-15     | 11-Jun-16     | 2,000              | 1,407                  | 3.50%                    |
|               |               | <b>715,000</b>     | <b>724,497</b>         |                          |

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NOTES TO THE INTERIM CONSOLIDATED FINANCIAL STATEMENTS (Unaudited) (continued)  
For the three-month period ended 31 March 2016

## 17. INVESTMENTS IN JOINT VENTURES

|                                                                                | 31 March 2016<br>LAKm | 31 December 2015<br>LAKm |
|--------------------------------------------------------------------------------|-----------------------|--------------------------|
| <b>Balance as at 1 January</b>                                                 | 555,418               | 534,430                  |
| Change in investment cost                                                      | -                     | (1,286)                  |
| Net share of profit in the period under equity method                          | 2,255                 | 48,325                   |
| Share of joint venture's other comprehensive in the period under equity method | -                     | (272)                    |
| Less: Dividend received during the period                                      | -                     | (25,779)                 |
| <b>Balance as at period ended</b>                                              | <b>557,673</b>        | <b>555,418</b>           |

### Investments in joint ventures

|                                                    | 31 March 2016 |                     |                        |                     | 31 December 2015 |                     |                        |                     |
|----------------------------------------------------|---------------|---------------------|------------------------|---------------------|------------------|---------------------|------------------------|---------------------|
|                                                    | Cost in USD   | Cost in LAKm equiv. | Carrying value in LAKm | % owned by the Bank | Cost in USD      | Cost in LAKm Equiv. | Carrying value in LAKm | % owned by the Bank |
| <b>Investments in other financial institutions</b> |               |                     |                        |                     |                  |                     |                        |                     |
| Lao Viet Joint Venture Bank                        | 24,500,000    | 197,839             | 245,566                | 25%                 | 24,500,000       | 197,839             | 248,855                | 25%                 |
| Banque Franco - Lao Limited                        | 16,322,230    | 138,000             | 142,432                | 46%                 | 16,322,230       | 138,000             | 140,297                | 46%                 |
| Lao China Bank                                     | -             | 147,000             | 150,952                | 49%                 | -                | 147,000             | 148,360                | 49%                 |
| <b>Investments in local economic entities</b>      |               |                     |                        |                     |                  |                     |                        |                     |
| Lao-Viet Insurance Joint Venture Company           | 1,050,000     | 8,784               | 18,723                 | 35%                 | 1,050,000        | 8,784               | 17,906                 | 35%                 |
|                                                    |               | <b>491,623</b>      | <b>557,673</b>         |                     |                  | <b>491,623</b>      | <b>555,418</b>         |                     |

- Lao Viet Joint Venture Bank ("LVB") is incorporated in the Lao P.D.R with its head office located in Vientiane and engages in the provision of banking services. It is a joint venture with the Bank for Investment and Development of Vietnam, a state-owned commercial bank incorporated in the Socialist Republic of Vietnam. The joint venture was granted the banking license on 31 March 2000 by the Bank of Lao P.D.R for a year of 30 years. In 2015, LVB increased its contributed capital to LAK 791,357,560,000. The Bank's ownership rate in LVB after the capital increase is 25% in accordance with Investment License No. 004-15/KH-DDT4 issued by Ministry of Planning and Investment on 24 August 2015, equivalent to LAK 197,839,390,000.
- Banque Franco - Lao Limited ("BFL") is incorporated in the Lao P.D.R with its head office located in Vientiane and engages in the provision of banking services. It is a joint venture with Cofibred Company Frances De La Bred which is a state-owned bank incorporated in Paris, France. The joint venture was granted the temporary banking license on 01 October 2009 and a permanent license on 16 July 2010 by the Bank of Lao P.D.R. The legal capital of BFL was USD 20 million which was later revised to USD 37 million in accordance with the President's decree issued on 24 September 2009 and letter No. 01/BOL dated 28 January 2010 from BOL. As at 31 March 2016, the contributed capital of the Bank included USD 1,840,000 and LAK 122,854,960,000.

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NOTES TO THE INTERIM CONSOLIDATED FINANCIAL STATEMENTS (Unaudited) (continued)  
For the three-month period ended 31 March 2016

## 17. INVESTMENTS IN JOINT VENTURES (continued)

- Lao-Viet Insurance Joint Venture Company (“LVI”) is incorporated as a joint venture company in the Lao P.D.R providing insurance services under the Investment License No. 077/08/FIMC issued by the Foreign Investment Management Committee on 09 June 2008. It is a joint venture with BIDV Insurance Joint Stock Corporation and Lao Viet Joint Venture Bank. LVI's legal capital is USD 3,000,000 and has been fully contributed by partners on 17 July 2008. In 2013, the Bank has contributed additional capital of USD 180,000 on 02 September 2013. As at 31 March 2016, the total contributed capital of the Bank in this company was USD 1,050,000, equivalent to LAKm 8,784.
- Lao China Bank Company Limited (“LCNB”) is incorporated in the Lao P.D.R and engages in the provision of banking services. It is a joint venture with Fudian Bank China, a state-owned commercial bank incorporated in China. The joint venture bank was granted the Banking Business Licence on 20 January 2014 by the Bank of Lao P.D.R. The legal capital of LCNB was LAKm 300,000 and had been fully contributed by partners as at 31 March 2016.

## 18. PROPERTY AND EQUIPMENT

Movements of property and equipment for the period ended 31 March 2016 are as follows:

|                                  | <i>Buildings &amp;<br/>improvements<br/>LAKm</i> | <i>Office<br/>equipment<br/>LAKm</i> | <i>Furniture &amp;<br/>fixtures<br/>LAKm</i> | <i>Motor<br/>vehicles<br/>LAKm</i> | <i>Total<br/>LAKm</i> |
|----------------------------------|--------------------------------------------------|--------------------------------------|----------------------------------------------|------------------------------------|-----------------------|
| <b>Cost:</b>                     |                                                  |                                      |                                              |                                    |                       |
| As at 1 January 2016             | 374,923                                          | 116,564                              | 33,738                                       | 16,335                             | 541,560               |
| Additions                        | 662                                              | 9,254                                | 132                                          | 327                                | 10,375                |
| Disposals                        | (128)                                            | (7,377)                              | -                                            | (13)                               | (7,516)               |
| As at 31 March 2016              | 375,457                                          | 118,441                              | 33,870                                       | 16,649                             | 544,419               |
| <b>Accumulated depreciation:</b> |                                                  |                                      |                                              |                                    |                       |
| As at 1 January 2016             | 71,506                                           | 56,121                               | 14,465                                       | 8,322                              | 150,414               |
| Charge for the Period            | 5,397                                            | 6,006                                | 1,074.85                                     | 796                                | 13,274                |
| Disposals                        | (128)                                            | (4,717)                              | -                                            | (13)                               | (4,857)               |
| As at 31 March 2016              | 76,775                                           | 57,411                               | 15,539                                       | 9,105                              | 158,831               |
| <b>Net book value:</b>           |                                                  |                                      |                                              |                                    |                       |
| As at 1 January 2016             | 303,417                                          | 60,443                               | 19,273                                       | 8,013                              | 391,146               |
| As at 31 March 2016              | 298,682                                          | 61,030                               | 18,331                                       | 7,544                              | 385,588               |

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NOTES TO THE INTERIM CONSOLIDATED FINANCIAL STATEMENTS (Unaudited) (continued)  
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## 19. INTANGIBLE ASSETS

Movements in intangible assets during the period ended 31 March 2016 are as follows:

|                                  | <i>Land use rights<br/>LAKm</i> | <i>Computer<br/>software<br/>LAKm</i> | <i>Total<br/>LAKm</i> |
|----------------------------------|---------------------------------|---------------------------------------|-----------------------|
| <b>Cost:</b>                     |                                 |                                       |                       |
| As at 1 January 2016             | 261,594                         | 80,756                                | 342,350               |
| Additions                        | 115.87                          | 956                                   | 1,072                 |
| Disposal                         | -                               | (1,554)                               | (1,554)               |
| As at 31 March 2016              | 261,710                         | 80,158                                | 341,868               |
| <b>Accumulated amortization:</b> |                                 |                                       |                       |
| As at 1 January 2016             | -                               | 44,606                                | 44,606                |
| Charge for the Period            | -                               | 4,094                                 | 4,094                 |
| Disposal                         | -                               | (1,554)                               | (1,554)               |
| As at 31 March 2016              | -                               | 47,146                                | 47,146                |
| <b>Net book value:</b>           |                                 |                                       |                       |
| As at 1 January 2015             | 261,594                         | 36,150                                | 297,744               |
| As at 31 March 2016              | 261,710                         | 33,012                                | 294,721               |

## 20. OTHER ASSETS

|                                                      | <i>31 March 2016<br/>LAKm</i> | <i>31 December 2015<br/>LAKm</i> |
|------------------------------------------------------|-------------------------------|----------------------------------|
| Assets waiting for sales                             | 22,619                        | 8,483                            |
| Stationeries and other tools                         | 1,322                         | 1,192                            |
| Checks in collection                                 | 24,903                        | 13,234                           |
| Fixed assets in transit and construction in progress | 121,099                       | 123,372                          |
| Prepaid expenses to be allocated                     | 34,312                        | 34,122                           |
| Other receivables                                    | 23,517                        | 30,708                           |
|                                                      | <b>227,772</b>                | <b>211,111</b>                   |

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NOTES TO THE INTERIM CONSOLIDATED FINANCIAL STATEMENTS (Unaudited) (continued)  
For the three-month period ended 31 March 2016

## 21. DUE TO BANKS

|                                         | 31 March 2016<br>LAKm | 31 December 2015<br>LAKm |
|-----------------------------------------|-----------------------|--------------------------|
| <b>Demand deposits from other banks</b> | <b>2,211,544</b>      | <b>2,104,890</b>         |
| - In LAK                                | 817,823               | 825,086                  |
| - In foreign currencies                 | 1,393,721             | 1,279,804                |
| <b>Saving deposits from other banks</b> | <b>39,728</b>         | <b>232,019</b>           |
| - In LAK                                | 13,008                | 52,445                   |
| - In foreign currencies                 | 26,720                | 179,574                  |
| <b>Term deposits from other banks</b>   | <b>81,717</b>         | <b>95,185</b>            |
| - In LAK                                | 72,486                | 43,130                   |
| - In foreign currencies                 | 9,231                 | 52,055                   |
| <b>Others</b>                           | <b>21,372</b>         | <b>13,720</b>            |
| - In LAK                                | 10,659                | 4,222                    |
| - In foreign currencies                 | 10,713                | 9,498                    |
|                                         | <b>2,354,361</b>      | <b>2,445,814</b>         |
| <b>Accrued interest payables</b>        | <b>441</b>            | <b>533</b>               |
|                                         | <b>2,354,803</b>      | <b>2,446,347</b>         |

## 22. DUE TO CUSTOMERS

|                                    | 31 March 2016<br>LAKm | 31 December 2015<br>LAKm |
|------------------------------------|-----------------------|--------------------------|
| <b>Demand deposits</b>             | <b>4,174,656</b>      | <b>4,515,881</b>         |
| Demand deposits in LAK             | 2,128,848             | 2,178,278                |
| Demand deposits in FC              | 2,045,808             | 2,337,603                |
| <b>Demand savings</b>              | <b>9,139,027</b>      | <b>8,591,522</b>         |
| Demand saving deposits in LAK      | 3,374,458             | 3,060,115                |
| Demand saving deposits in FC       | 5,764,569             | 5,531,407                |
| <b>Term deposits</b>               | <b>8,089,541</b>      | <b>7,882,509</b>         |
| Term deposits in LAK               | 5,595,654             | 5,502,892                |
| Term deposits in FC                | 2,493,887             | 2,379,617                |
| <b>Margin deposits</b>             | <b>52,452</b>         | <b>61,525</b>            |
| Margin deposits in LAK             | 9,419                 | 16,162                   |
| Margin deposits in FC              | 43,033                | 45,363                   |
| <b>Other payables to customers</b> | <b>333,332</b>        | <b>202,651</b>           |
|                                    | <b>21,789,008</b>     | <b>21,254,088</b>        |
| <b>Accrued interest</b>            | <b>64,766</b>         | <b>56,473</b>            |
|                                    | <b>21,853,774</b>     | <b>21,310,561</b>        |

Saving deposits from customers denominated in LAK, USD and THB bear interest at rates ranging of 1.50% - 3.00%, 1.00% - 1.25% and 0.60% - 1.00% per annum, respectively.

Fixed term deposits in LAK, USD, THB have terms of 3, 6, 12 months and more than 1 year and are subject to interest rates ranging of 2.25% – 12.50%, 1.15% - 6.75% and 0.75 – 6.50% per annum, respectively.

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NOTES TO THE INTERIM CONSOLIDATED FINANCIAL STATEMENTS (Unaudited) (continued)  
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## 23. BORROWINGS FROM OTHER BANKS

|                           | 31 March 2016<br>LAKm | 31 December 2015<br>LAKm |
|---------------------------|-----------------------|--------------------------|
| Borrowings from the BOL   | 835,406               | 720,497                  |
| Accrued interest payables | 10,508                | -                        |
|                           | <b>845,914</b>        | <b>720,497</b>           |

Borrowings from the BOL include:

- USD 5,257,142 long-term borrowing (original borrowing amount was USD 9,200,000) for the purpose of investment in Banque Franco – Lao Limited. The loan's principal is paid annually from 2010 to 2023 with the interest of 0.25% per annum. The interest is paid semi-annually.
- USD 97,854,000 long-term borrowing (original borrowing amount was USD 100,000,000) for the purpose of providing credit to certain Government-backed Hydropower projects with interest rate of 5.5% per annum.

## 24. TAXATION

### 24.1 Profit tax expense

Major components of tax expense for the Period ended 31 March 2016 and 31 March 2015 are as follows:

|                            | 31 March 2016<br>LAKm | 31 March 2015<br>LAKm |
|----------------------------|-----------------------|-----------------------|
| Current profit tax expense | (186)                 | 4,877                 |
| Deferred profit tax income | 6,096                 | (1,793)               |
|                            | <b>5,910</b>          | <b>3,084</b>          |

### 24.2 Tax payables

|                                  | 31 March 2016<br>LAKm | 31 December 2015<br>LAKm |
|----------------------------------|-----------------------|--------------------------|
| Profit Tax payable               | 5,316                 | 18,763                   |
| Value Added Tax payable          | 12,108                | 12,171                   |
| Other payable to tax authorities | 165                   | -                        |
|                                  | <b>17,589</b>         | <b>30,934</b>            |

### 24.3 Current Profit tax ("PT")

Provision is made for PT on the current period's profits, based on the Tax Law governing taxation within Lao P.D.R. The Bank and its subsidiary are obliged to pay tax at rate of 24% on total profit before tax in accordance with the new Tax Law No.05/NA dated 20 December 2011 which is effective on or after 1 January 2013.

Accordingly, the Bank is subject to the tax rate of 24% for the period ended 31 March 2016 (2015: 24%). The subsidiary is subject to the tax rate of 24% for the period ended 31 March 2016 (2015: 24%).

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NOTES TO THE INTERIM CONSOLIDATED FINANCIAL STATEMENTS (Unaudited) (continued)  
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## 24 TAXATION (continued)

### 24.3 Current Profit tax (continued)

Detailed profit tax ("PT") for the Period ended 31 March 2016 and 31 March 2015 are as follows:

|                                                                                                      | 31 March 2016<br>LAKm | 31 March 2015<br>LAKm |
|------------------------------------------------------------------------------------------------------|-----------------------|-----------------------|
| <b>Consolidated profit before tax under IFRS</b>                                                     | <b>21,357</b>         | <b>55,980</b>         |
| <i>Adjustments for:</i>                                                                              |                       |                       |
| - Difference between carrying value under LAS and amortized cost under IFRS of bonds                 | 428                   | 11,292                |
| - Reversal of impairment losses of other assets                                                      | -                     | -                     |
| - Difference in allowance for impairment losses between LAS and IFRS of loans to banks and customers | (14,600)              | 2,087                 |
| - Difference in allocation of subvention funds                                                       | 1,572                 | (1,810)               |
| - Write-off start-up cost as expense during the Period                                               | (11)                  | -                     |
| - Difference in impairment loss expense of investment between LAS and IFRS                           | 532                   | (4,422)               |
| - Non-taxable profit arising from consolidation adjustments                                          | (22,721)              | (34,629)              |
| - Income exempted from PT                                                                            | -                     | -                     |
| - Non-deductible expenses                                                                            | 36                    | 111                   |
| - Others                                                                                             | (583)                 | -                     |
| <b>Taxable profit under LAS</b>                                                                      | <b>(13,991)</b>       | <b>28,609</b>         |
| <i>in which:</i>                                                                                     |                       |                       |
| - Taxable profit of the parent bank                                                                  | 5,801                 | 27,179                |
| - Taxable profit of the subsidiary                                                                   | 896                   | 1,430                 |
| PT expense of the parent bank at rate of 24% (2015: 24%)                                             | 1,392                 | 5,164                 |
| PT expense of the subsidiary at rate of 24% (2015: 24%)                                              | 226                   | 217                   |
| <b>Consolidated PT expense in the Period</b>                                                         | <b>1,618</b>          | <b>5,381</b>          |
| PT payable at the beginning of the Period                                                            | 18,766                | 9,523                 |
| PT paid in the Period                                                                                | (13,783)              | (3,283)               |
| Additional tax liability for previous Period                                                         | -                     | -                     |
| Other adjustment                                                                                     | (1,285)               | -                     |
| <b>PT payable at the end of the Period</b>                                                           | <b>5,316</b>          | <b>11,621</b>         |

The Bank's tax returns are subject to periodic examination by the tax authorities. Because the application of tax laws and regulations in many types of transactions is susceptible to varying interpretations, amounts reported in the consolidated financial statements could be changed at a later date upon final determination by the tax authorities.

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NOTES TO THE INTERIM CONSOLIDATED FINANCIAL STATEMENTS (Unaudited) (continued)  
For the three-month period ended 31 March 2016

## 24. TAXATION (continued)

### 24.4 Deferred tax assets/(liabilities)

|                                                                                                      | <i>Deferred tax<br/>assets</i> | <i>Deferred tax<br/>liabilities</i> | <i>Net deferred<br/>tax assets/<br/>(liabilities)</i> |
|------------------------------------------------------------------------------------------------------|--------------------------------|-------------------------------------|-------------------------------------------------------|
|                                                                                                      | <i>LAKm</i>                    | <i>LAKm</i>                         | <i>LAKm</i>                                           |
| <b>As at 1 January 2016</b>                                                                          | <b>6,259</b>                   | <b>(11,077)</b>                     | <b>(4,818)</b>                                        |
| <b>Increase during the period due to:</b>                                                            |                                |                                     |                                                       |
| Changes in fair value of available for sale<br>financial instruments                                 | 297                            | (460)                               | (163)                                                 |
| Changes in temporary difference<br>between taxable profit under LAS and<br>taxable profit under IFRS | (3,100)                        | (2,995)                             | (6,096)                                               |
| <b>As at 31 March 2016</b>                                                                           | <b>3,455</b>                   | <b>(14,532)</b>                     | <b>(11,077)</b>                                       |

## 25. OTHER LIABILITIES

|                        | <i>31 March 2016<br/>LAKm</i> | <i>31 December 2015<br/>LAKm</i> |
|------------------------|-------------------------------|----------------------------------|
| Payables to employees  | 13,661                        | 13,661                           |
| Payable to suppliers   | 14,935                        | 17,472                           |
| Termination allowances | 15,377                        | 14,537                           |
| Others                 | 16,435                        | 14,703                           |
|                        | <b>60,408</b>                 | <b>60,373</b>                    |

## 26. CHARTERED CAPITAL

Total charter capital of the Bank as at 31 March 2016 and 31 December 2015 are as follows:

|                        | <i>31 March 2016<br/>LAKm</i> | <i>31 December 2015<br/>LAKm</i> |
|------------------------|-------------------------------|----------------------------------|
| Opening balance        | 682,888                       | 682,888                          |
| <b>Closing balance</b> | <b>682,888</b>                | <b>682,888</b>                   |

# Banque Pour Le Commerce Extérieur Lao Public

NOTES TO THE INTERIM CONSOLIDATED FINANCIAL STATEMENTS (Unaudited) (continued)  
For the three-month period ended 31 March 2016

## 27. STATUTORY RESERVES

|                             | <i>Regulatory<br/>reserve fund<br/>LAKm</i> | <i>Business<br/>expansion fund<br/>LAKm</i> | <i>Capital<br/>supplement<br/>LAKm</i> | <i>Total<br/>LAKm</i> |
|-----------------------------|---------------------------------------------|---------------------------------------------|----------------------------------------|-----------------------|
| <b>As at 1 January 2016</b> | <b>73,983</b>                               | <b>228,640</b>                              | <b>12,275</b>                          | <b>314,898</b>        |
| <b>As at 31 March 2016</b>  | <b>73,983</b>                               | <b>228,640</b>                              | <b>12,275</b>                          | <b>314,898</b>        |

Under the requirement of the Law on Commercial Bank dated 16 January 2007, commercial banks are required to appropriate net profit to following reserves:

- ▶ Regulatory reserve fund
- ▶ Business expansion fund and other funds

In accordance with the Regulation on capital adequacy No.1/BOL dated 28 August 2002 by the Governor of the Bank of Lao PDR and other relevant guidance, commercial banks are required to provide statutory reserve at the rate between 5% to 10% of profit after tax depending on the decision of the Board of Directors. The Business expansion fund and other shall be created upon decision of the Board of Directors.

## 28. AVAILABLE-FOR-SALE RESERVE

|                                                                                             | <i>31 March 2016<br/>LAKm</i> | <i>31 December 2015<br/>LAKm</i> |
|---------------------------------------------------------------------------------------------|-------------------------------|----------------------------------|
| Opening balance                                                                             | 32,789                        | 64,142                           |
| Net changes in fair value of available-for- sale financial investments                      | 1,457                         | (31,081)                         |
| Share of associate's net changes in fair value of available-for- sale financial investments | -                             | (272)                            |
|                                                                                             | <b>34,246</b>                 | <b>32,789</b>                    |

## 29. ADDITIONAL CASH FLOW INFORMATION

Cash and cash equivalents included in the consolidated statement of cash flows comprise the following consolidated statement of financial position amounts:

|                                   | <i>31 March 2016<br/>LAKm</i> | <i>31 December 2015<br/>LAKm</i> |
|-----------------------------------|-------------------------------|----------------------------------|
| Cash and cash equivalents on hand | 2,373,529                     | 2,236,642                        |
| Balances with the BOL             | 4,718,933                     | 6,095,242                        |
| Current accounts with other banks | 1,448,697                     | 1,659,680                        |
| Term deposits due within 3 months | 162,779                       | 162,779                          |
|                                   | <b>8,703,937</b>              | <b>10,154,343</b>                |

# Banque Pour Le Commerce Extérieur Lao Public

NOTES TO THE INTERIM CONSOLIDATED FINANCIAL STATEMENTS (Unaudited) (continued)  
For the three-month period ended 31 March 2016

## 30. CONTINGENT LIABILITIES AND COMMITMENTS

|                                    | 31 March 2016<br>LAKm | 31 December 2015<br>LAKm |
|------------------------------------|-----------------------|--------------------------|
| Financial letter of guarantees     | 182,935               | 252,765                  |
| At sight letters of credit         | 847,491               | 850,007                  |
| Deferred payment letters of credit | 134,209               | 148,541                  |
| Credit limit given to customer     | 10,940,828            | 6,226,584                |
| Credit limit given to other banks  | 45,286                | 55,080                   |
|                                    | <b>12,150,749</b>     | <b>7,532,977</b>         |

### *Financial guarantees*

Letters of credit, guarantees (including standby letters of credit) and acceptances commit the Bank to make payments on behalf of customers contingent upon the failure of the customer to perform under the terms of the contract. Guarantees and standby letters of credit carry the same credit risks as loans. Credit guarantees can be in the form of bills of exchange or in the form of irrevocable letters of credit, advance payment guarantees, and endorsement liabilities from bills discounted.

### *Un-drawn commitments to lend*

Commitments to extend credit represent contractual commitments to make loans and revolving credits. Commitments generally have fixed expiry dates, or other termination clauses. Since commitments may expire without being drawn upon, the total contract amounts do not necessarily represent future cash requirements.

However, the potential credit loss is less than the total unused commitments since most commitments to extend credit are contingent upon customers maintaining specific standards. The Bank monitors the term to maturity of credit commitments because longer-term commitments generally have a greater degree of credit risk than shorter-term commitments.

### *Lease commitments*

As at 31 March 2016, the Bank entered into no lease contracts as either lessor or lessee which results in future cash inflows and/or outflows.

## 31. RELATED PARTY DISCLOSURES

### *Transactions with key management personnel of the Bank*

Remuneration to members of the Board of Directors and the Board of Management is as follows:

|                          | For the three-month period ended 31 March 2016<br>LAKm | For the three-month period ended 31 March 2015<br>LAKm |
|--------------------------|--------------------------------------------------------|--------------------------------------------------------|
| Salaries                 | 360                                                    | 260                                                    |
| Responsibility allowance | 303                                                    | 226                                                    |
|                          | <b>664</b>                                             | <b>486</b>                                             |

# Banque Pour Le Commerce Extérieur Lao Public

NOTES TO THE INTERIM CONSOLIDATED FINANCIAL STATEMENTS (Unaudited) (continued)  
For the three-month period ended 31 March 2016

## 31. RELATED PARTY DISCLOSURES (continued)

Significant balances with other related parties at 31 March 2016 are as follows:

| <i>Related party</i>                     | <i>Relationship</i> | <i>Transactions</i>                          | <i>Receivable<br/>LAKm</i> | <i>Payable<br/>LAKm</i> |
|------------------------------------------|---------------------|----------------------------------------------|----------------------------|-------------------------|
| The Bank of the Lao P.D.R                | Direct controller   | Borrowings and accrued interest from the BOL | -                          | 845,914                 |
| The Bank of the Lao P.D.R                | Direct controller   | BCEL's demand deposits at BOL                | 4,718,933                  | -                       |
| The Bank of the Lao P.D.R                | Direct controller   | BCEL's compulsory deposits at BOL            | 1,144,961                  | -                       |
| The Bank of the Lao P.D.R                | Direct controller   | Demand deposits at BCEL                      | -                          | 14,933                  |
| The Ministry of Finance of the Lao P.D.R | Direct owner        | Investment in MOF's bonds                    | 2,083,967                  | -                       |
| Lao Viet Joint Venture Bank              | Joint venture       | Current accounts                             | -                          | 70,958                  |
| Lao Viet Joint Venture Bank              | Joint venture       | Saving accounts                              | -                          | 24                      |
| Banque Franco – Lao Company Limited      | Joint venture       | Current accounts                             | -                          | 45,628                  |
| Banque Franco – Lao Company Limited      | Joint venture       | Saving accounts and accrued interest         | -                          | 1,348                   |
| Lao China Bank Co.Ltd                    | Joint venture       | Current accounts                             | -                          | 16,454                  |

# Banque Pour Le Commerce Extérieur Lao Public

NOTES TO THE INTERIM CONSOLIDATED FINANCIAL STATEMENTS (Unaudited) (continued)  
For the three-month period ended 31 March 2016

## 32. RISK MANAGEMENT POLICIES

### *Introduction*

Risk is inherent in the Bank's activities but is managed through a process of ongoing identification, measurement and monitoring, subject to risk limits and other controls. This process of risk management is critical to the Bank's continuing profitability and each individual within the Bank is accountable for the risk exposures relating to his or her responsibilities.

The primary objective of the Bank in risk management is to comply with the BOL regulations. On the other hand, the Bank has recognized the importance of meeting international best practices on risk management. The Board of Directors and Board of Management, with support from an Asset and Liability Management Committee, are in process to formulate broad parameters of acceptable risk for the Bank and monitor the activities against these parameters.

The Bank is exposed to credit risk, liquidity risk and market risk, the latter being subdivided into trading and non-trading risks. It is also subject to various operating risks.

The independent risk control process does not include business risks such as changes in the environment, technology and industry. The Bank's policy is to monitor those business risks through the Bank's strategic planning process.

### *Risk management structure*

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

The Board has appointed Asset and Liability Management Committee which has the responsibility to monitor the overall risk process within the Bank.

The Asset and Liability Management Committee has the overall responsibility for the development of the risk strategy and implementing principles, frameworks, policies and limits. The Risk-Compliance Department is responsible for managing risk decisions and monitoring risk levels and reports to the Board of Directors.

The Bank's policy is that risk management processes throughout the Bank are audited annually by the Internal Audit function, which examines both the adequacy of the procedures and the Bank's compliance with the procedures. Internal Audit discusses the results of all assessments with management, and reports its findings and recommendations to the Audit Committee.

# Banque Pour Le Commerce Extérieur Lao Public

NOTES TO THE INTERIM CONSOLIDATED FINANCIAL STATEMENTS (Unaudited) (continued)  
For the three-month period ended 31 March 2016

## 33. CAPITAL MANAGEMENT

The Bank maintains minimum regulatory capital in accordance with Regulation No 536/BFSD/BOL dated 14 October 2009 by the Governor of Commercial Bank Supervision Department of BOL and other detailed guidance. The primary objectives of the Bank's capital management are to ensure that the Bank complies with externally imposed capital requirements by the BOL. The Bank recognizes the need to maintain effectiveness of assets and liabilities management to balance its profit and capital adequacy.

In accordance with Regulation 536/BFSD/BOL, the Bank's regulatory capital is analysed into two tiers:

- ▶ Tier 1 capital, which includes charter capital, regulatory reserve fund, business expansion fund and other funds, and retained earnings;
- ▶ Tier 2 capital, which is the lower of: 1.25% of total risk weighted balance sheet items and outstanding balance of general provision during the year.

Various limits are applied to elements of the capital base: qualifying tier 2 cannot exceed tier 1 capital, and qualifying subordinated liabilities may not exceed 50 percent of tier 1 capital.

An analysis of the Bank's capital based on financial information deprived from IFRS consolidated financial statements is as follows:

|                                                               | <i>31 March 2016</i><br><i>LAKm</i> | <i>31 December 2015</i><br><i>LAKm</i> |
|---------------------------------------------------------------|-------------------------------------|----------------------------------------|
| Tier 1 capital                                                | 1,146,341                           | 1,132,051                              |
| Tier 2 capital                                                | 15,411                              | 14,877                                 |
| Total capital                                                 | 1,161,752                           | 1,146,928                              |
| Less: Deductions from capital (Investments in other entities) | (557,673)                           | (555,418)                              |
| <b>Capital for CAR calculation (A)</b>                        | <b>604,079</b>                      | <b>591,510</b>                         |
| Risk weighted balance sheet items                             | 7,594,647                           | 6,810,241                              |
| Risk weighted off balance sheet items                         | 4,053,217                           | 3,738,949                              |
| <b>Total risk weighted assets (B)</b>                         | <b>11,647,864</b>                   | <b>10,549,190</b>                      |
| <b>Capital Adequacy Ratio (A/B)</b>                           | <b>5.19%</b>                        | <b>5.60%</b>                           |

## 34. FAIR VALUE OF FINANCIAL ASSETS AND LIABILITIES

Fair value represents the amount at which an asset could be exchanged or a liability settled on an arms-length basis. As verifiable market prices are not available, market prices are not available for a significant proportion of the Bank's financial assets and liabilities, fair values, therefore, have been based on management assumptions according to the profile of the asset and liability base. In the opinion of the Bank's management, except for bonds issued by the Ministry of Finance, bonds issued by and borrowings from the BOL, the carrying amount of the financial assets and liabilities included in the consolidated statement of financial position are a reasonable estimation of their fair values. In making this assessment, the Bank's management assumes that loans are mainly held to maturity with fair values equal to the book value of loans adjusted for allowance for impairment losses.

# Banque Pour Le Commerce Exterieur Lao Public

NOTES TO THE INTERIM CONSOLIDATED FINANCIAL STATEMENTS (Unaudited) (continued)  
For the three-month period ended 31 March 2016

## 35. EARNINGS PER SHARE

Earnings per share ("EPS") amounts is calculated by dividing net profit after tax for the period attributable to ordinary shareholders of the Bank by the weighted average number of ordinary share outstanding during the period.

The following reflects the income and share data used in the basic earnings per share computation.

|                                                                                    | <i>For the three-month<br/>period ended 31<br/>March 2016</i> | <i>For the three-month<br/>period ended 31<br/>March 2015</i> |
|------------------------------------------------------------------------------------|---------------------------------------------------------------|---------------------------------------------------------------|
| Profit after tax attributable to ordinary equity holders for basic earnings (LAKm) | 15,245                                                        | 52,532                                                        |
| Weighted average number of ordinary shares for basic earnings per share (shares)   | 136,577,600                                                   | 136,577,600                                                   |
| Face value per share (LAK)                                                         | 5,000                                                         | 5,000                                                         |
| Earnings per share (LAK)                                                           | 112                                                           | 385                                                           |

## 36. EVENTS AFTER THE REPORTING DATE

Other than as disclosed elsewhere in these consolidated financial statements, at the date of this report, there were no events, which occurred subsequent to 31 March 2016 that significantly impacted the consolidated financial position of the Bank as at 31 March 2016.

## 37. EXCHANGE RATES OF APPLICABLE FOREIGN CURRENCIES AGAINST LAK AT YEAR END

|     | <i>31/03/2016<br/>LAK</i> | <i>31/12/2015<br/>LAK</i> |
|-----|---------------------------|---------------------------|
| USD | 8,102.00                  | 8131.00                   |
| EUR | 9,157.00                  | 8,871.00                  |
| THB | 230.78                    | 226.06                    |
| GBP | 11,446.00                 | 11,864.00                 |
| CHF | 8,016.00                  | 7,829.00                  |
| JPY | 70.89                     | 66.33                     |
| SGD | 6,087.00                  | 5,845.00                  |
| CAD | 5,958.00                  | 5,610.00                  |
| AUD | 6,104.00                  | 5,830.00                  |
| CNY | 1,179.00                  | 1,180.00                  |
| VND | 0.36                      | 0.36                      |

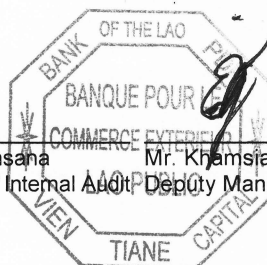
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Vientiane, Lao P.D.R

11 May 2016