



## 2018 ANNUAL REPORT

**UNIONBANKA**

Unique. Responsible. Reliable.

# OVERVIEW OF MAIN INDICATORS

		(in BAM 000)
	December 31, 2017	December 31, 2018
Total assets	654,373	775,490
Loans granted	182,308	210,942
Trading securities	98,233	102,964
Deposits	585,659	699,804
Profit before tax	1,790	533
Total revenues	36,080	31,358
Total expenditures	34,290	30,825
Number of employees	194	195
Number of business units	14	14

# MISSION OF THE UNION BANK



Mission of the Union Bank is to build a development- oriented commercial bank with a broad spectrum of high-quality banking services that correspond to the actual needs and capabilities of our clients. Based on principles of our corporate values, the Bank's activities should contribute to the economic development and stability of Bosnia and Herzegovina's financial sector. By assuming responsibility and role on the market as the only commercial bank with majority state-owned capital, we are committed to achieving sustainable growth and providing long-term care for the community in which we operate. We attribute an important role in achieving the mission to our employees, because we believe that quality and strategic advantage of any institution depends on its professionalism, competence and investments in staff training and development.

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**Sustainable growth and long-term care for the community!**

We assume responsibility and role on the market as the only commercial bank with majority state-owned capital.

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# MANAGEMENT STATEMENT



Dear clients, partners and esteemed shareholders,

The management of Union Bank d.d. Sarajevo is pleased to present this Annual Report with an overview of its financial and business operations, audited financial statements and the independent auditors' reports.

The Bank terminated 2018 with total assets amounting to MBAM 775.5 making it the biggest BiH bank with majority domestically owned capital, with the capital adequacy by twice above the average in the market. We

have confirmed the continuity of successful and profitable operations, and we record growth in all important business segments – assets show 19 % increase, credit portfolio shows 16% increase, whereas deposits show 19 % increase.

If we take into consideration everything happening in the banking market (aggressive approach by the competition, entry of big banks in the small

# MANAGEMENT STATEMENT

and medium banks area of operations, increase of expenditures and continuation of the interest rates decrease tendency) results achieved are even bigger and more important.

In 2018 we successfully implemented a set of projects, and in continuation only the most significant ones are presented:

- Relocation to the new head office was finalized, which resulted in improvement of working conditions and had influence on improvement of the Bank's public reputation,
- For the purpose of promotion of the best practice in the banking sector, this year too the financial-business magazine „Banks in BiH“ awarded the Bank the prestigious Gold BAM for the biggest increase of deposits in 2017,
- In cooperation with the FBiH Government, a project of support to the young population was implemented, through granting of residential loans with extremely favorable interest rate. We are pleased to say that in very short time we disbursed over MBAM 30 in residential loans in FBiH market,

- We have implemented necessary changes required by the new FBiH Law on Banks, and we also fully implemented the International Accounting Standard 9 which introduced significant changes in the mode of analyzing and acting in relation to all risks banks face in their operations,
- The process of recapitalization has been finalized, equaling MBAM 10, whereby the total capital of the Bank has been increased to +MBAM 63, which gives us a good basis to continue our growth,
- Several new products have been introduced in the retail segment, and preparation for introduction of new services that will be offered to our clients next year has been implemented.

We believe that Union Bank is an excellent example of using domestic potential, and that in the years to come we shall achieve our strategic goals and become one of the most important financial institutions in FBiH.

**Vedran Hadžiahmetović**  
Management Chairman

**Edin Mujagić**  
Member of Risk

**Leon Begić**  
Member of Operations



# BANK MANAGEMENT BODIES

Supervisory Board	Audit Committee	Management
Tihomir Ćurak, Chairman	Muniba Eminović, Chairman	Vedran Hadžiahmetović, Chairman
Damir Morić, Member	Munib Ovčina, Member	Admil Nukić, Member of Risk until April 15, 2018
Haris Jahić, Member	Kenan Kapetanović, Member	Edis Ražanica, acting Member of Management from April 15, 2018 to July 1, 2018
Maja Letica, Member	Nermin Šahinović, Member	
Alija Aljović, Member until October 19, 2018	Adnan Rovčanin, Member	Edin Mujagić, Member of Risk from July 2, 2018
Advija Alihodžić, Member from October 19, 2018		Leon Begić, Member of Operations

Internal Auditor	Bus	Employees	Shareholders
Suad Idrizović until July 22, 2018	5 branch offices	195	Shareholders with 5% or more voting shares: Federal Ministry of Finance – 93.38%
	9 sub-branches		
Azemina Smailbegović from September 3, 2018			





## CORPORATE VALUES

Key corporate values of the Union Bank are the organizational culture, method of operations and work at the Bank. We define key values as principles that positively affect staff behaviour and contribute to the Bank's recognisability as a reliable and responsible partner to clients and the community in general. By constantly emphasizing the key values, we try to unite interests of the Bank and its employees and thereby encourage staff's engagement, motivation, common spirit and performance quality.

## CORPORATE VALUES

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### **1) Client Orientation**

We put our clients to the center of all our activities. Special attention is paid to the analysis of client requirements, product development and standardization of service quality for all client groups, in order to efficiently contribute to the achievement of their goals. With synergy of our staff's professional knowledge and high-quality services, we offer higher value to our clients whom we serve in a professional, open and friendly way, regardless of their background, sex, age, business volume or any other affiliation. Service quality standards will be continuously measured and analyzed for the purpose of constant improvement.

### **2) Professional and Ethical Operations**

By respecting local and international regulatory standards, the Bank shall apply the highest professional and ethical standards of organization, management and control that will support safety and business continuity, but also the confidence of regulators, owners, potential creditors and clients. Our every employee takes responsibility and has a high degree of personal commitment and expertise to be able to respond to all demands placed on us by clients and the market in general. With the support of new information technologies, the Bank will follow market trends and offer products that meet clients' actual needs and capabilities. With consistent application of a system of best practices and procedures, we make sure that loan applications are considered professionally and efficiently. When making decisions, we make sure that our clients fully understand terms of agreements with the Bank so that procedures are comprehensible to both parties. Loans are not approved to individuals or companies suspected of using illegal forms of doing business. Also, the Bank will not develop products that allow potentially fast gain based on changes in market conditions (speculative business).

### **3) Transparency**

As an expression of our public and open activities, transparency is the fundamental postulate of our communication with clients, business partners, employees, shareholders and public in general. The established transparent system has clear procedures for internal decision making and for making decisions of public interest. With open communication channels between the Bank and interested parties, we enable access to relevant information, thus showing responsibility towards the community

at large. We will do our best to answer any individual question and will provide adequate response to demands placed on us. Our offer is transparent and fair, with clear characteristics and prices of products and our products are simple, understandable and affordable to all target groups.

### **4) Social Responsibility**

The Bank will take care of wider effects of financing market segments and products, emphasizing the issue of social responsibility. We are actively involved in financial education of our clients and public in general. In product development, attention will be paid to the effects of introducing new and changing the existing products, especially in terms of influence on risk exposure. We manage risks professionally and with precaution and treat them as inseparable part of business management and, as such, this affects business decision making on all levels. Against this background, we offer our clients understandable and well-founded advice and assist them in picking loans that will help them while avoiding over-indebtedness.

### **5) Teamwork and Open Communication**

We believe that the Bank's development and creation of new values can only be achieved with teamwork. With joint action, through open communication culture with one another, we handle daily business challenges and find the best solutions in a professional and constructive way. We fully appreciate the individuality of each employee and treat all of them equally and with respect regardless of their background, color, language, sex, religious, national or any other attribute or affiliation.

These five values constitute the core of our corporate culture and are actively applied in our daily business. The aforementioned values are reflected in the Bank's Code of Conduct through practical guidelines for all employees.



## FINANCIAL STATEMENT

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# INDEPENDENT AUDITOR'S REPORT

## Independent Auditor's Report on short versions of reports

### To Shareholders of Union Banka d.d. Sarajevo

#### Opinion

Short versions of reports that consist of the Balance Sheet as of December 31, 2018 and Income Statement for the year ending on the same date, have been drafted based on the audited financial statements of Union banka d.d. Sarajevo for the year ending on December 31, 2018.

In our opinion, the attached short versions of financial statements are consistent, in all significant segments, with audited financial statements, pursuant to the Decision on External Audit and Content of Audit Implemented in a Bank, based on the requirement defined in Article 124 of the Law on Banks of FBiH.

#### Short version of reports

The short versions of reports do not include the cash flow report, the report on changes related to the capital, nor publications required by the International Financial Reporting Standards. Thereby, reading the short versions of reports is not an appropriate replacement for reading of audited financial statements and the Independent Auditor's Report.

In our report dated February 28, 2019 we gave a positive audit opinion on audited financial statements. The audited financial statements and their short versions do not reflect the impact of events that took place following drafting of our report on audited financial statements. This report also includes:

- Communication on key audit issues that refer to Adequacy of loan loss provisions.

#### Management's responsibility for short versions of reports

Pursuant to Article 124 of the Law on Banks of FBiH, the Management is responsible for preparation of short versions of audited financial statements whose content is defined by Article 17 of the Decision on External Audit and Content of Audit in a Bank.

## Auditor's responsibility

Our responsibility is to provide an opinion on whether the short versions of reports are consistent, in all significant segments, with audited financial statements, based on our procedures which have been implemented pursuant to International Audit Standards 810 (audited) "Engagement for the Purpose of Reporting on Short Financial Statements".

#### Other facts

We point out the fact that these short versions of reports contain only information required by Article 17 of the Decision on External Audit and Content of Audit in a Bank for the purpose of publishing in newspapers, whereby it can be considered they have been prepared based on some other grounds for preparation of financial statements.

Financial statements of the Bank for the year ending on December 31, 2017 were subject to audit by a different auditor who gave the following opinion on February 2018: without reservations.

Zvonimir Madunić, Director  
Auditor

Ivana Lazarević Soldat, Authorized

Sarajevo, May 6, 2019  
Ernst & Young d.o.o. Sarajevo  
Fra Andela Zvizdovića 1  
71 000 Sarajevo  
Bosnia and Herzegovina



<b>Income Statement and comprehensive profit account for the year that ended on December 31, 2018</b>		
	<b>2018</b>	<b>2017</b>
Interest income	10,658	10,141
Interest expenditures	(2,415)	(2,654)
<b>Net interest income</b>	<b>8,243</b>	<b>7,487</b>
Fees and commissions income	2,649	2,925
Fees and commissions expenditures	(1,044)	(972)
<b>Net fees and commissions income</b>	<b>1,605</b>	<b>1,953</b>
Net income / (expenditure) arising from depreciation of financial assets per depreciated cost	76	(6,059)
Net profit arising from securities recognized by fair value in the Income Statement	191	140
Net income arising from foreign exchange differences	192	210
Other operating income	1,308	11,387
<b>Total operating income</b>	<b>11,615</b>	<b>15,118</b>
Personnel expenses	(5,950)	(5,800)
Depreciation	(779)	(637)
Other expenditures	(4,353)	(6,890)
<b>PROFIT BEFORE TAX</b>	<b>533</b>	<b>1,791</b>
Corporate tax	0	(788)
<b>NET PROFIT FOR THE YEAR</b>	<b>533</b>	<b>1,003</b>
Other comprehensive profit	(1,029)	5
Items that shall be subsequently reclassified in the Income Statement when specified conditions are met:		
Effects of changes in fair value of financial assets available for sale, net	(1,029)	5
<b>TOTAL COMPREHENSIVE PROFIT</b>	<b>(692)</b>	<b>1,008</b>
<b>Earnings per share (in BAM)</b>	<b>0.24</b>	<b>0.59</b>

## Financial position account for the year that ended on December 31, 2018

	2018	2017
<b>ASSETS</b>		
Cash and accounts with banks	377,422	291,954
Reserve requirement with the Central Bank	70,070	63,045
Financial assets recognized by fair value in the profit and loss	553	362
Financial assets available for sale financial assets	0	97,504
Financial assets by fair value in Other results	102,571	0
Loans extended to clients and receivables	192,876	163,950
Other assets and receivables	8,446	14,629
Tangible and intangible assets	18,293	21,191
Investments in investment property	4,656	1,155
<b>TOTAL ASSETS</b>	<b>774,887</b>	<b>653,790</b>
<b>LIABILITIES</b>		
Liabilities to other banks and financial institutions	2,443	542
Liabilities to clients	697,433	585,296
Subordinated debt	10,000	10,000
Provisions	1,132	890
Other liabilities	2,391	3,555
<b>TOTAL LIABILITIES</b>	<b>713,399</b>	<b>600,283</b>
<b>CAPITAL</b>		
Share capital	44,098	34,098
Regulatory reserves	3,347	3,347
Revalorization reserves	(1,029)	196
Retained earnings	15,072	15,866
<b>TOTAL CAPITAL</b>	<b>61,488</b>	<b>53,507</b>
<b>TOTAL LIABILITIES AND SHARE CAPITAL</b>	<b>774,887</b>	<b>653,790</b>

<b>Cash flow statement for the year that ended on December 31, 2018</b>	<b>2018</b>	<b>2017</b>
<b>Business activities</b>		
Profit before tax	533	1,791
Adjustment:		
Depreciation	779	637
Income from disposal of tangible assets, net	0	(10,363)
Depreciation and amortization and provisions, net	154	8,031
Inventory write-off	0	8
Effects of changes in fair value of financial assets recognized by fair values in the Income Statement	0	(140)
Interest income from financial assets held to maturity, recognized in the Income Statement and other comprehensive profit statement	191	(1)
Interest income from financial assets available for sale, recognized in the Income Statement and other comprehensive profit statement	(1,851)	(2,470)
Income from dividends recognized in the Income Statement and other comprehensive profit statement	(412)	(196)
Cash flow before changes in operating assets and liabilities:	(606)	(2,703)
Net decrease / (increase) of reserve requirement with the BH Central Bank	(7,025)	85,091
Net decrease of facilities towards banks	-	-
Net increase of loans extended to clients, before value adjust.	(29,078)	(24,962)
Net increase of other assets, before value adjust.	6,245	(906)
Net decrease in liabilities to other banks and financial institutions	1,901	(3,272)
Net increase in liabilities to clients	112,137	134,450
Net increase of other liabilities	(489)	780
	83,055	188,478
<b>Profit tax paid</b>	<b>(561)</b>	<b>(112)</b>
<b>NET CASH GENERATED IN OPERATING ACTIVITIES</b>	<b>82,524</b>	<b>188,366</b>
Investment activities		
Inflow from financial assets held to maturity, net	1	41
Interest received from financial assets held to maturity	-	1
Purchase of financial assets intended for sale	(24,522)	(33,425)
Interest received from financial assets available for sale	21,585	44,574

Purchase of tangible assets	(1,189)	(4,091)
Inflows from sale of tangible assets	6,657	9,000
Dividends received	412	196
<b>NET CASH GENERATED / (USED) IN INVESTMENT ACTIVITIES</b>	<b>2,944</b>	<b>16,296</b>
<b>NET CASH GENERATED IN FINANCIAL ACTIVITIES</b>		<b>-</b>
<b>NET INCREASE / (DECREASE) OF CASH AND CASH EQUIVALENTS</b>	<b>85,468</b>	<b>204,662</b>
<b>CASH AND CASH EQUIVALENTS AS OF JANUARY 1</b>	<b>291,954</b>	<b>87,292</b>
<b>CASH AND CASH EQUIVALENTS AS OF DECEMBER 31</b>	<b>377,422</b>	<b>291,954</b>

	Share capital	Regulatory reserves	Revalorization of investment reserves	Retained earnings	Total
<b>December 31, 2016</b>	<b>34,098</b>	<b>3,347</b>	<b>191</b>	<b>14,863</b>	<b>52,499</b>
Net profit	-	-	-	1,003	1,003
Other comprehensive income	-	-	5	-	5
<b>December 31, 2017</b>	<b>34,098</b>	<b>3,347</b>	<b>196</b>	<b>15,866</b>	<b>53,507</b>
<b>Effect of implementation of IFRS 9</b>				<b>(1,327)</b>	<b>(1,327)</b>
<b>Initial corrected balance</b>	<b>34,098</b>	<b>3,347</b>	<b>196</b>	<b>14,539</b>	<b>52,180</b>
Net profit	-	-	-	533	533
Other comprehensive loss	-	-	(1,225)	-	(1,225)
Total comprehensive income			(1,225)	533	(692)
Share capital issue and other forms of increase or decrease in equity	10,000	-	-	-	10,000
<b>December 31, 2018</b>	<b>44,098</b>	<b>3,347</b>	<b>(1,029)</b>	<b>15,072</b>	<b>61,488</b>



## INTEREST INCOME

	2018	2017
Interest on approved corporate loans	6,080	5,442
Interest on available for sale financial assets	2,728	2,470
Interest on approved retail loans	1,850	2,227
Interest on financial assets held to maturity	0	1
Interest on facilities with other banks		1
	<b>10,658</b>	<b>10,141</b>

## INTEREST EXPENDITURES

	2018	2017
Interest on corporate deposits	1,016	1,215
Interest on retail deposits	544	760
Interest on funds above mandatory reserves in the CBBH	189	462
Interest on taken loans	660	211
Negative interest for facilities with other banks	6	6
	<b>2,415</b>	<b>2,654</b>

## FEES AND COMMISSIONS INCOME

	2018	2017
Payment transaction fees	2,056	2,267
Fees based on off-balance sheet activities	229	249
Conversion fees	223	230
Other fees and commissions income	141	179
	<b>2,649</b>	<b>2,925</b>

## FEES AND COMMISSIONS EXPENDITURES

	2018	2017
E-banking and SWIFT	613	566
Internal payment transactions	353	311
Guarantees	78	95
	<b>1,044</b>	<b>972</b>

**NET INCOME/(EXPENDITURE) ARISING FROM DEPRECIATION OF FINANCIAL ASSETS**

	2018	2017
Increase in correction of value of loans granted to clients	(152)	(5,921)
Increase of provisions for potential and overtaken liabilities,	203	(141)
(Release) / increase of depreciation and amortization of cash funds	25	(3)
	<b>76</b>	<b>(6,059)</b>

**OTHER OPERATING REVENUES**

	2018	2017
Income from lease	311	252
Dividends	412	196
Other	112	226
Decrease of provisions for personnel fees, net	24	-
Release of provisions for court disputes, net	70	-
Revenue generated by sale of tangible assets	104	10,363
Collected write-offs	275	350
	<b>1,308</b>	<b>11,387</b>

**PERSONNEL EXPENSES**

	2018	2017
Net wages	2,954	2,892
Tax and contributions	2,154	2,113
Other	842	795
	<b>5,950</b>	<b>5,800</b>

Average headcount in the Bank during the year that ended on December 31, 2018, i.e. December 31, 2017 was 193, i.e. 194.

## OTHER EXPENDITURES

	2018	2017
Costs of services	1,363	1,296
Maintenance	720	741
Insurance	476	443
Advertising and representation costs	375	354
Telecommunication costs	279	228
Energy costs	254	324
Rental	217	180
Other tax and contributions	191	786
Costs of materials	163	326
Travel costs	10	10
Inventory write-offs	0	8
Other expenses	254	222
Increase of depreciation and amortization of assets available for sale/FVOCI	-	974
Increase of depreciation and amortization of tangible and intangible assets	-	508
Increase of depreciation and amortization of investment in investment property	-	226
Increase of provisions for personnel fees, net	-	118
Increase of depreciation and amortization of other assets	51	146
	<b>4,353</b>	<b>6,890</b>

## CORPORATE TAX

	2018	2017
<b>Profit before tax</b>	<b>533</b>	<b>1,791</b>
Profit tax by 10% rate	53	179
Effects of unrecognized expenditures/revenue	-53	609
<b>Current profit tax</b>	<b>0</b>	<b>788</b>
<b>Effective profit tax rate</b>	<b>-</b>	<b>44%</b>

## EARNINGS PER SHARE

	2018	2017
Profit available to shareholders ('000 BAM)	533	1,003
Average number of ordinary shares in a year	2,240,921	1,704,921
<b>Basic earnings per share (in BAM)</b>	<b>0.24</b>	<b>0.59</b>

## CASH AND ACCOUNTS WITH BANKS

	December 31, 2018	December 31, 2017
Funds on the current account with CBBH	355,561	267,483
Funds on current accounts with other banks	13,027	17,027
Cash in the Bank's vault	6,803	5,919
Cash in ATMs	2,072	1,544
Minus: depreciation and amortization	377,463 (41)	291,973 (19)
	<b>377,422</b>	<b>291,954</b>

## RESERVE REQUIREMENT WITH THE CENTRAL BANK OF BOSNIA AND HERZEGOVINA

	December 31, 2018	December 31, 2017
Reserve requirement with CBBH	70,073	63,045
	<b>70,070</b>	<b>63,045</b>

## FINANCIAL ASSETS RECOGNIZED BY FAIR VALUE IN THE PROFIT AND LOSS

	December 31, 2018	December 31, 2017
JUBMES banka d.d. Beograd, Srbija	553	362
	553	362
Trends in fair value of shares were as follows:		
	<b>2018</b>	<b>2017</b>
<b>Opening balance</b>	<b>362</b>	<b>222</b>
Profit/(loss) from fair value adjustment	191	140
<b>Closing balance</b>	<b>553</b>	<b>362</b>



## FINANCIAL ASSETS AVAILABLE FOR SALE / FINANCIAL ASSETS BY FAIR VALUE IN OTHER RESULTS

	December 31, 2018	December 31, 2017
<b>Debt securities:</b>		
FBiH Ministry of Finance		97,372
Sarajevo Canton		499
JP Autoceste FBiH		0
		<b>97,871</b>
Minus: depreciation and amortization		(974)
Calculated interest		<b>96,897</b>
		213
		<b>97,110</b>
<b>Ownership securities:</b>		
Bosna reosiguranje d.d. Sarajevo		373
Sarajevo-Osiguranje d.d. Sarajevo		11
S.W.I.F.T. Belgija		10
		<b>394</b>
		<b>97,504</b>

## FINANCIAL ASSETS BY FAIR VALUE IN OTHER RESULTS

	December 31, 2018	December 31, 2017
<b>Debt securities:</b>		
FBiH Ministry of Finance	98,257	
Sarajevo Canton	501	
JP Autoceste FBiH	3.201	
	<b>101,959</b>	
Calculated interest	160	
	<b>102,119</b>	
<b>Ownership securities:</b>		
Bosna reosiguranje d.d. Sarajevo	427	
Sarajevo-Osiguranje d.d. Sarajevo	15	
S.W.I.F.T. Belgija	10	
	<b>452</b>	
	<b>102,571</b>	

**FINANCIAL ASSETS AVAILABLE FOR SALE / FINANCIAL ASSETS BY FAIR VALUE IN OTHER RESULTS  
(continued)**

	2018	2017
<b>Opening balance</b>	<b>97,504</b>	<b>107,152</b>
Purchases during the year	26,210	33,425
Interest (Note 5)	1,850	2,470
Unrealized gain from fair value adjustment (through Other comprehensive profit)	(2,382)	5
Principal and interest collection	(21,585)	(44,574)
Increase of depreciation and amortization (Note 12)	974	(974)
	<b>102,571</b>	<b>97,504</b>

**LOANS EXTENDED AND RECEIVABLES**

	December 31, 2018	December 31, 2017
<b>Long-term loans</b>		
Corporate	87,113	94,773
Retail	71,266	34,922
Minus: Current maturity of long-term loans	(40,646)	(34,779)
	117,733	94,916
<b>Short-term loans</b>		
Corporate	50,194	49,210
Retail	3,107	4,001
Plus: Current maturity of long-term loans	40,646	34,779
	93,947	87,990
<b>Total loans before depreciation and amortization</b>	<b>211,680</b>	<b>182,906</b>
Minus: Depreciation and amortization based on individual assessment	(10,407)	(9,288)
Minus: Depreciation and amortization based on group assessment	(8,397)	(9,668)

**LOANS EXTENDED AND RECEIVABLES (continued)**

	2018	2017
<b>Opening balance</b>	<b>18,956</b>	<b>13,035</b>
Net increase of depreciation and amortization (Note 9)	(152)	5,921
<b>Closing balance</b>	<b>18,804</b>	<b>18,956</b>
Analysis of gross loans before depreciation and amortization by economic activities:		
Mining and industry	57,175	66,427
Households	74,373	38,933
Trade	27,365	26,760
Construction	16,917	16,592
Administration, other public services	16,495	13,802
Hotels and tourism	3,813	12,500
Real-estate trade	5,888	4,094
Transport and communication	5,173	1,007
Finance	2,818	859
Agriculture	414	412
Energy	42	313
Other	1,207	1,207
	<b>211,680</b>	<b>182,906</b>

**LIABILITIES TO OTHER BANKS AND FINANCIAL INSTITUTIONS**

	December 31, 2018	December 31, 2017
<b>A vista deposits:</b>		
In domestic currency	2,441	539
In foreign currency	2	3
	<b>2,443</b>	<b>542</b>

## LIABILITIES TO CLIENTS

	December 31, 2018	December 31, 2017
<b>A vista deposits:</b>		
<b>Corporate:</b>		
In domestic currency	462,828	345,795
In foreign currency	13,974	11,797
	<b>476,802</b>	<b>357,592</b>
<b>Retail:</b>		
In domestic currency	35,361	30,275
In foreign currency	12,597	10,501
	<b>47,958</b>	<b>40,776</b>
<b>Earmarked deposits:</b>		
In domestic currency	98,686	103,183
In foreign currency	223	226
	98,909	103,409
	<b>623,669</b>	<b>501,777</b>
<b>Term deposits:</b>		
<b>Corporate:</b>		
In domestic currency	9,088	12,330
In foreign currency	5,867	10,776
	<b>14,955</b>	<b>23,106</b>
<b>Retail:</b>		
In domestic currency	15,161	14,829
In foreign currency	25,183	26,991
	<b>40,344</b>	<b>41,820</b>
<b>Earmarked deposits:</b>		
In domestic currency	17,957	18,027
In foreign currency	508	566
	18,465	18,593
	<b>73,764</b>	<b>83,519</b>
	<b>697,433</b>	<b>585,296</b>

# HEAD OFFICE AND BUSINESS UNITS

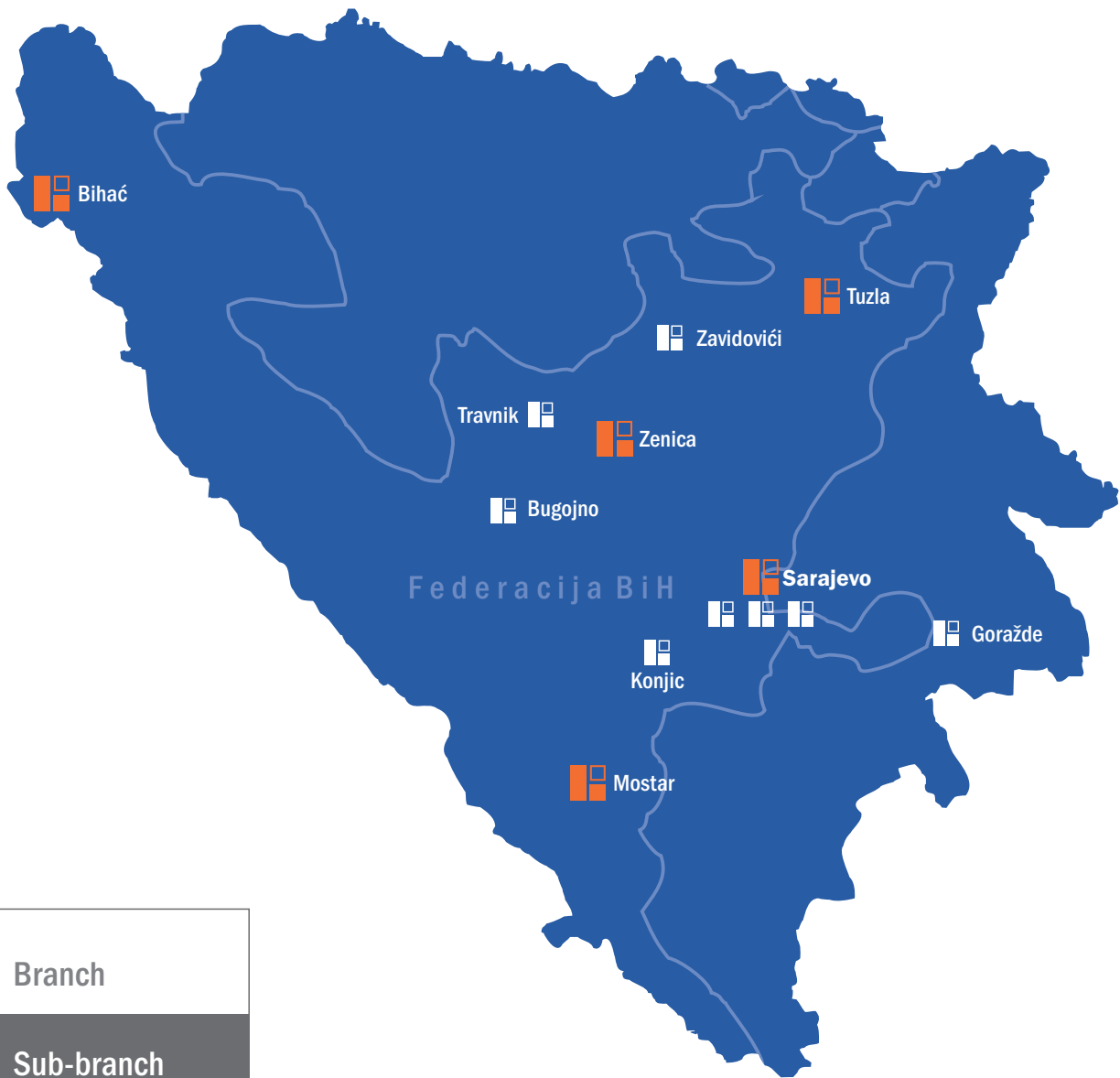
## HEAD OFFICE



**Union banka dd Sarajevo**  
**Hamdije Kreševljakovića 19, 71 000 Sarajevo, BiH**

**Tel.: +387 33 561 000**  
**Fax.: +387 33 219 201**  
**E-mail: info@unionbank.ba**  
**Web: www.unionbank.ba**

## Network of business units:

- UNION BANKA DD SARAJEVO, HEAD OFFICE – Sarajevo, Hamdije Kreševljakovića 19, 033 561 000;
- BRANCH OFFICE SARAJEVO Hamdije Kreševljakovića 19, 033 561 316;
  - Sub-branch Stari Grad Ferhadija 15, tel. 033 251 050;
  - Sub-branch Alipašino Polje Trg solidarnosti 13, tel. 033 760 335;
  - Sub-branch Ilidža Rustempašina bb, tel. 033 763 961;
  - Sub-branch Grbavica, Topal Osman-paše 26, tel. 033 256 354;
  - Sub-branch Goražde Trg branilaca 2, tel. 038 220 942;
- BRANCH OFFICE TUZLA Muhameda Uskufije Hevajje 7, tel. 035 252 428;
- BRANCH OFFICE ZENICA Islambegovića put 5, tel. 032 402 015;
  - Sub-branch Zavidovići Alije Izetbegovića blok A, tel. 032 878 407;
  - Sub-branch Travnik Bosanska 137, tel. 030 510 010;
  - Sub-branch Bugojno Sultan Ahmedova 81, tel. 030 253 048;
- BRANCH OFFICE Miroslava Krležje 2, tel. 037 223 711;
- BRANCH OFFICE MOSTAR Braće Fejića 25, tel. 036 551 341;
  - Sub-branch Konjic Trg državnosti bb, tel. 036 734 022;



	Branch
	Sub-branch



**UNION BANKA d.d.**

Hamdije Kreševljakovića 19, 71000 Sarajevo

Bosna i Hercegovina

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