



# EUROFIMA®

Annual report 2012



**EUROFIMA®**

European Company for the Financing of Railroad

*EUROFIMA is a supranational organization. Its shareholders, which are also its customers, are the railways of its member States. EUROFIMA fulfills a task of public interest. It is located in Basel, Switzerland.*

#### Constitution and mission

EUROFIMA was established on November 20, 1956 based on an international treaty (the "Convention") between sovereign States. It is governed by the Convention signed by its member States, its articles of association ("Statutes") and in a subsidiary manner by the law of the country in which it is located. It was originally founded for a period of 50 years. The decision taken by the extraordinary General Assembly of February 1, 1984 to extend this period for an additional 50 years, until 2056, was approved by all member States.

EUROFIMA's shareholders are railways of the European member States which are parties to the Convention.

EUROFIMA's mission is to support the development of rail transportation in Europe and to support the railways which are its shareholders, as well as other railway bodies, in renewing and modernizing their equipment.

#### Activity

EUROFIMA finances railway equipment through borrowings or equity capital. EUROFIMA secures title to or obtains security interests deemed equivalent (in particular pledges) on or in respect of equipment. The general principles of EUROFIMA's activity are defined in an agreement (the "Basic Agreement") between the

#### Shareholders' distribution

| Shareholders   | Number of shares | in % of share capital | Subscribed share capital (in CHF) |                      | Callable share capital <sup>(1)</sup> (in CHF) |                      |                      |
|--|------------------|-----------------------|-----------------------------------|----------------------|--|----------------------|----------------------|
|  |                  |                       | 2012                              | 2011                 | 2012   | 2011                 |                      |
| Deutsche Bahn AG                                       | DB AG            | 58 760                | 22.60 %                           | 587 600 000          | 587 600 000                                    | 470 080 000          | 470 080 000          |
| French National Railways                               | SNCF             | 58 760                | 22.60 %                           | 587 600 000          | 587 600 000                                    | 470 080 000          | 470 080 000          |
| Ferrovie dello Stato Italiane S.p.A.                   | FS               | 35 100                | 13.50 %                           | 351 000 000          | 351 000 000                                    | 280 800 000          | 280 800 000          |
| SNCB Holding   | SNCB             | 25 480                | 9.80 %                            | 254 800 000          | 254 800 000                                    | 203 840 000          | 203 840 000          |
| N.V. Nederlandse Spoorwegen                            | NS               | 15 080                | 5.80 %                            | 150 800 000          | 150 800 000                                    | 120 640 000          | 120 640 000          |
| RENFE Operadora  | RENFE            | 13 572                | 5.22 %                            | 135 720 000          | 135 720 000                                    | 108 576 000          | 108 576 000          |
| Swiss Federal Railways                                 | SBB              | 13 000                | 5.00 %                            | 130 000 000          | 130 000 000                                    | 104 000 000          | 104 000 000          |
| Akcionarsko društvo Železnice Srbije                   | ŽS               | 5 824 <sup>(2)</sup>  | 2.24 %                            | 58 240 000           | 58 240 000                                     | 46 592 000           | 46 592 000           |
| Näringsdepartementet, Sweden                           |                  | 5 200                 | 2.00 %                            | 52 000 000           | 52 000 000                                     | 41 600 000           | 41 600 000           |
| Luxembourg National Railways                           | CFL              | 5 200                 | 2.00 %                            | 52 000 000           | 52 000 000                                     | 41 600 000           | 41 600 000           |
| ÖBB-Holding AG   | ÖBB              | 5 200                 | 2.00 %                            | 52 000 000           | 52 000 000                                     | 41 600 000           | 41 600 000           |
| CP-Comboios de Portugal, E.P.E.                        | CP               | 5 200                 | 2.00 %                            | 52 000 000           | 52 000 000                                     | 41 600 000           | 41 600 000           |
| Hellenic Railways                                      | OSE              | 5 200                 | 2.00 %                            | 52 000 000           | 52 000 000                                     | 41 600 000           | 41 600 000           |
| České dráhy, a.s.                                      | ČD               | 2 600                 | 1.00 %                            | 26 000 000           | 26 000 000                                     | 20 800 000           | 20 800 000           |
| Hungarian State Railways Ltd.                          | MÁV              | 1 820                 | 0.70 %                            | 18 200 000           | 18 200 000                                     | 14 560 000           | 14 560 000           |
| Železničná spoločnosť Slovensko, a.s.                  | ŽSSK             | 1 300                 | 0.50 %                            | 13 000 000           | 13 000 000                                     | 10 400 000           | 10 400 000           |
| HŽ Putnički prijevoz d.o.o.                            | HŽ               | 520                   | 0.20 %                            | 5 200 000            | 5 200 000                                      | 4 160 000            | 4 160 000            |
| Slovenske železnice d.o.o.                             | SŽ               | 520                   | 0.20 %                            | 5 200 000            | 5 200 000                                      | 4 160 000            | 4 160 000            |
| Bosnia and Herzegovina Railways                        | ŽBH              | 520                   | 0.20 %                            | 5 200 000            | 5 200 000                                      | 4 160 000            | 4 160 000            |
| Holding Balgarski Darzhavni Zheleznitsi EAD            | BDZ              | 520                   | 0.20 %                            | 5 200 000            | 5 200 000                                      | 4 160 000            | 4 160 000            |
| Javno pretprijatie Makedonski Železnici-Infrastruktura | MŽI              | 208                   | 0.08 %                            | 2 080 000            | 2 080 000                                      | 1 664 000            | 1 664 000            |
| Željeznički Prevoz Crne Gore AD                        | ŽPCG             | 156                   | 0.06 %                            | 1 560 000            | 1 560 000                                      | 1 248 000            | 1 248 000            |
| Turkish State Railways                                 | TCDD             | 104                   | 0.04 %                            | 1 040 000            | 1 040 000                                      | 832 000              | 832 000              |
| Danish State Railways                                  | DSB              | 52                    | 0.02 %                            | 520 000              | 520 000  | 416 000              | 416 000              |
| Norwegian State Railways                               | NSB              | 52                    | 0.02 %                            | 520 000              | 520 000  | 416 000              | 416 000              |
| Makedonski Železnici – Transport AD                    | MŽT              | 52                    | 0.02 %                            | 520 000              | 520 000  | 416 000              | 416 000              |
| <b>Total</b>   |                  | <b>260 000</b>        | <b>100.00 %</b>                   | <b>2 600 000 000</b> | <b>2 600 000 000</b>                           | <b>2 080 000 000</b> | <b>2 080 000 000</b> |

(1) As per Article 21 of the Statutes the callable share capital may be called in unconditionally at any time by decision of the Board of Directors

(2) 2 830 shares of which EUROFIMA holds in trust

## Rolling Stock

railways and EUROFIMA. The Basic Agreement remains valid for the entire duration of EUROFIMA's existence and can only be altered with the consent of all the railways and EUROFIMA. EUROFIMA's equity is primarily used for investments in money market paper or bonds and, to a limited extent, for financing railway equipment.

### Equipment

EUROFIMA either holds title to the equipment until the financing has been completely reimbursed or it holds a direct or indirect security interest deemed equivalent, particularly pledges. The equipment is recorded in the company's register with its number and type. Each railway is responsible for maintaining the equipment. In case of damage or loss, the equipment must be replaced without delay and at the railway's expense. If a railway does not fulfill its obligations, EUROFIMA has the right to repossess the equipment to cover its exposure. The railway continues to assume responsibility for all contracts into which it has entered with the company. EUROFIMA has never experienced a loss due to the failure of a railway to assume its contractual obligations.

### Guarantee reserve and subsidiary shareholder guarantee

In the event of a default by a railway, the guarantee reserve, as outlined in Article 29 of the Statutes, may be called upon. According to this article, the yearly allocation to the guarantee reserve corresponds to the balance of the annual profit, after allocation to the ordinary reserve of 5 % of the net profit and the eventual payment of a dividend, statutorily limited to a maximum of 4 % of the paid-in share capital, unless the General Assembly decides otherwise. After appropriation of the 2012 surplus, the guarantee reserve reached CHF 618.5 million.

In addition, pursuant to Article 26 of the Statutes, each shareholder guarantees the fulfillment of all equipment financing contracts in proportion to its participation in EUROFIMA's share capital and up to a maximum amount equal to its participation in EUROFIMA's subscribed share capital. This subsidiary shareholder guarantee can only be called where (i) a railway and its guaranteeing member State have not discharged obligations under equipment financing contracts and (ii) the guarantee reserve, as contemplated by Article 29 of the Statutes, is not sufficient to cover the loss resulting from such non-payment.

### State guarantee

The railway shareholders' obligations towards EUROFIMA benefit from a double guarantee. Firstly, each member State is either directly liable for or guarantees the obligations of its railway under the equipment financing contracts. Secondly, each member State is either directly liable for or guarantees the obligations of its railway in

such railway's capacity as a shareholder of EUROFIMA. In addition, pursuant to Article 9 of the Convention, the member States take the necessary measures to ensure the transfer of funds arising from the company's activity. As at December 31, 2012 the equity and the sum of the uncalled capital and the shareholder guarantee, both taking into account only shareholders from member States rated AAA or AA, corresponded to 17.5 % respectively 17.3 % of outstanding borrowings based on Standard & Poor's and Moody's ratings.

### Rating of the member States at December 31, 2012 and 2011

|                        | 2012                    |                                | 2011                    |                                |
|------------------------|-------------------------|--------------------------------|-------------------------|--------------------------------|
|                        | Standard & Poor's Corp. | Moody's Investors Service Inc. | Standard & Poor's Corp. | Moody's Investors Service Inc. |
| Germany                | AAA                     | Aaa                            | AAA                     | Aaa                            |
| France                 | AA+                     | Aa1                            | AAA                     | Aaa                            |
| Italy                  | BBB+                    | Baa2                           | A                       | A2                             |
| Belgium                | AA                      | Aa3                            | AA                      | Aa3                            |
| Netherlands            | AAA                     | Aaa                            | AAA                     | Aaa                            |
| Spain                  | BBB-                    | Baa3                           | AA-                     | A1                             |
| Switzerland            | AAA                     | Aaa                            | AAA                     | Aaa                            |
| Serbia                 | BB-                     | -                              | BB                      | -                              |
| Sweden                 | AAA                     | Aaa                            | AAA                     | Aaa                            |
| Luxembourg             | AAA                     | Aaa                            | AAA                     | Aaa                            |
| Austria                | AA+                     | Aaa                            | AAA                     | Aaa                            |
| Portugal               | BB                      | Ba3                            | BBB-                    | Ba2                            |
| Czech Republic         | AA-                     | A1                             | AA-                     | A1                             |
| Greece                 | B-                      | C                              | CC                      | Ca                             |
| Hungary                | BB                      | Ba1                            | BB+                     | Ba1                            |
| Croatia                | BB+                     | Baa3                           | BBB-                    | Baa3                           |
| Slovenia               | A                       | Baa2                           | AA-                     | A1                             |
| Bosnia and Herzegovina | B                       | B3                             | B                       | B2                             |
| Bulgaria               | BBB                     | Baa2                           | BBB                     | Baa2                           |
| Slovakia               | A                       | A2                             | A+                      | A1                             |
| FYR Macedonia          | BB                      | -                              | BB                      | -                              |
| Montenegro             | BB-                     | Ba3                            | BB                      | Ba3                            |
| Turkey                 | BB                      | Ba1                            | BB                      | Ba2                            |
| Denmark                | AAA                     | Aaa                            | AAA                     | Aaa                            |
| Norway                 | AAA                     | Aaa                            | AAA                     | Aaa                            |

### Rating of EUROFIMA at December 31, 2012

|            | Standard & Poor's Corp. | Moody's Investors Service Inc. |
|------------|-------------------------|--------------------------------|
| Long term  | AAA <sup>(1)</sup>      | Aaa                            |
| Short term | A-1+                    | P-1                            |
| Outlook    | stable                  | stable <sup>(2)</sup>          |

(1) Changed to AA+ on January 15, 2013

(2) Changed to negative on January 29, 2013



## Important data

Financial data: all amounts in million CHF

Railway equipment financed: in units

|  | 2012   | 2011   | 2010   |
|--|--------|--------|--------|
| <i>Balance sheet</i>   |        |        |        |
| Total  | 31 308 | 34 367 | 34 281 |
| <i>Assets</i>  |        |        |        |
| Liquid assets <sup>(1)</sup>   | 4 193  | 3 836  | 3 570  |
| Equipment financing contracts  | 22 541 | 25 600 | 26 374 |
| Derivative financial instruments   | 4 557  | 4 916  | 4 322  |
| <i>Liabilities</i>   |        |        |        |
| Outstanding borrowings <sup>(2)</sup>  | 28 311 | 30 661 | 30 376 |
| Derivative financial instruments   | 1 445  | 2 203  | 2 443  |
| <i>Equity</i>  |        |        |        |
| Equity + Callable share capital  | 3 613  | 3 560  | 3 520  |
| <i>Net profit and appropriation to reserves</i>  |        |        |        |
| Net profit for the financial year  | 33     | 41     | 46     |
| Appropriation to statutory reserves  | 37     | 46     | 51     |
| <i>Ratios in %</i>   |        |        |        |
| Operating cost <sup>(3)</sup> / Net operating income <sup>(4)</sup>                          | 23.7   | 19.6   | 17.0   |
| Net profit / Average equity <sup>(5)</sup>   | 2.2    | 2.8    | 3.2    |
| (Equity + Callable share capital) / Outstanding borrowings                                   | 12.8   | 11.6   | 11.6   |
| (Sound share capital <sup>(6)</sup> + Shareholder guarantee AAA/AA) / Outstanding borrowings | 17.5   | 16.8   | 16.6   |
| (Sound share capital <sup>(7)</sup> + Shareholder guarantee Aaa/Aa) / Outstanding borrowings | 17.3   | 15.8   | 18.7   |
| <i>Borrowings and repayments during the financial year</i>                                   |        |        |        |
| Borrowings   | 3 253  | 3 948  | 5 311  |
| Repayments   | 5 375  | 4 771  | 5 987  |
| Repayment rate in %  | 165.2  | 120.9  | 112.7  |
| <i>Railway equipment financed during the financial year</i>                                  |        |        |        |
| Locomotives  | 0      | 51     | 79     |
| Multiple-unit trains   |        |        |        |
| – Motor units  | 62     | 283    | 405    |
| – Trailer cars   | 108    | 156    | 349    |
| Passenger cars   | 23     | 565    | 192    |
| Freight cars   | 0      | 105    | 890    |
| Other equipment  | 0      | 0      | 0      |

(1) Cash and cash equivalents and financial investments

(2) Amounts due to credit institutions and customers and debts evidenced by certificates

(3) Commission expenses and fees paid and general administrative expenses and depreciation on fixed assets

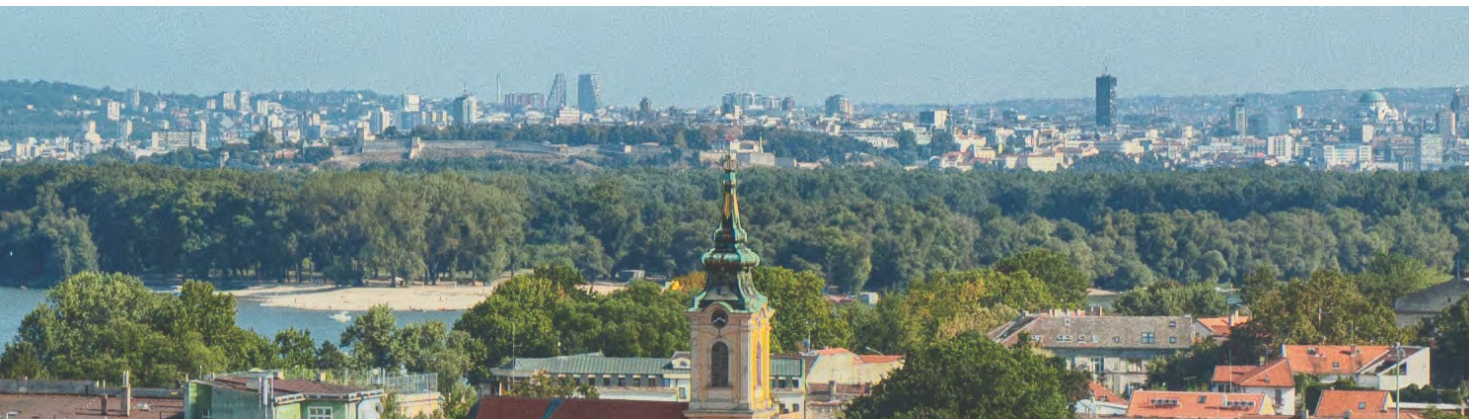
(4) Net interest income and commission income and fees received and net profit or loss on financial operations

(5) Average equity is calculated on a daily basis

(6) Equity and callable share capital AAA/AA

(7) Equity and callable share capital Aaa/Aa

Due to rounding, numbers presented throughout this document may not add up precisely to the totals provided and percentages may not precisely reflect the absolute figures.



# Report of the Board of Directors to the General Assembly

01

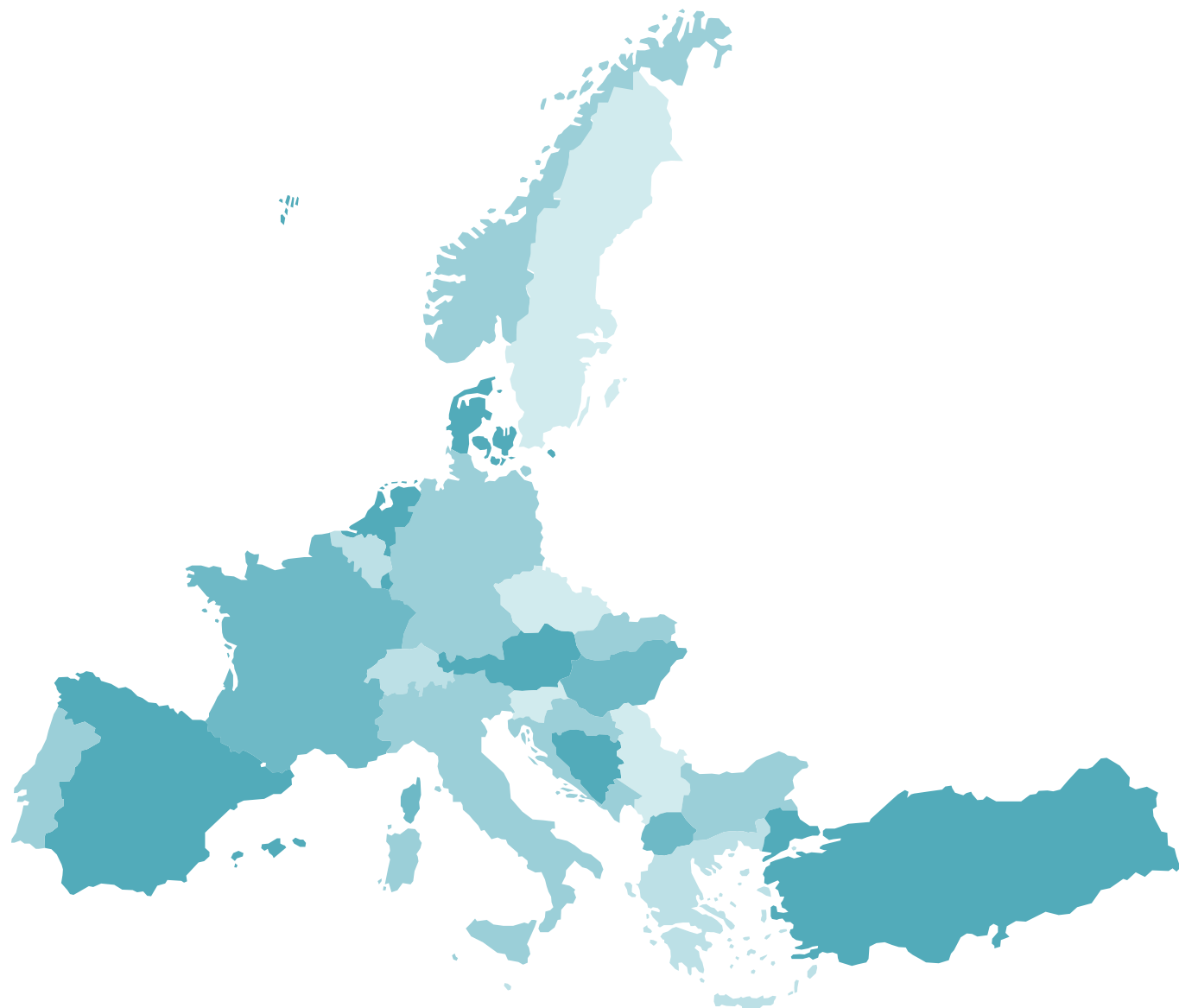
**Annual report 2012**  
**56<sup>th</sup> financial year**

European Company  
for the Financing  
of Railroad Rolling Stock

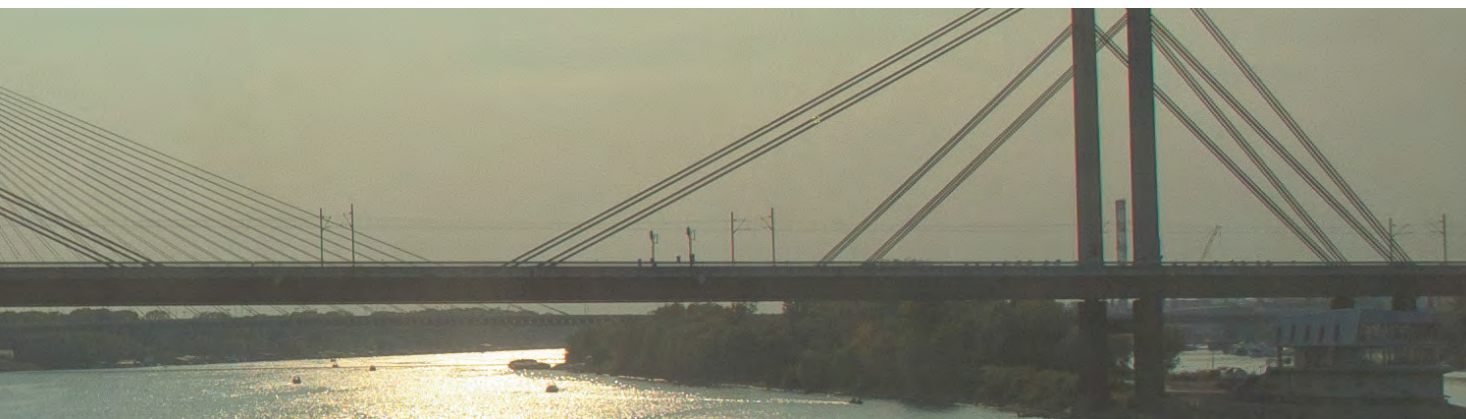
Europäische Gesellschaft  
für die Finanzierung  
von Eisenbahnmaterial

Société européenne  
pour le financement  
de matériel ferroviaire

Società europea  
per il finanziamento  
di materiale ferroviario







Zemun; 15:08

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Vukov spomenik, Beograd; 19:20



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## 04 Message from the Chairman

On the back of the uncertainty in the European Union and the global economic slowdown, central bank interventions were a major driver in the financial industry and the bond market in 2012. In the eurozone, the Long Term Refinancing Operations (LTROs) and the Outright Monetary Transaction (OMT) from the European Central Bank brought massive liquidity to the market and improved market sentiment, effectively ending fears of a eurozone melt down. Elsewhere, quantitative easing from the US Federal Reserve and the Bank of England kept interest rates at historically low levels.

In particular, the second half of 2012 saw a significant normalization of the EUR bond market and tightening of spreads, as markets responded positively to the greater clarity provided by the ECB's announcements in September of a bond-buying plan aimed at easing pressure on eurozone debt. In addition European policy makers' moves towards some form of banking and fiscal union demonstrated a stronger convergence and agreement on the actions to be taken to prevent future financial crises.

Nevertheless, the challenging environment in 2012 demonstrated once again the importance and validity of the strategy pursued by EUROFIMA since the end of 2008, in terms of risk reduction and strengthening of its equity base, asset quality and liquidity.

Risk reduction measures led to maintaining a restrictive lending policy and to

reducing our loan book further. As at December 31, 2012 the portfolio of loans to the railways was fully performing and amounted to CHF 22.5 billion, approximately 12 % lower than in 2011. At the same time, greater attention and resources were deployed to the collateralization of loans and the valuation of rolling stock.

The contraction of the loan book together with the low-yield environment affected the final net profit, which reached CHF 33.4 million. However, total comprehensive income developed positively from CHF 40.5 million in 2011 to CHF 52.4 million in 2012. The full allocation of net profit to reserves allowed to increase the equity base to a record level of over CHF 1.5 billion.

As an issuer of debt instruments, EUROFIMA succeeded to reaffirm its presence in two key currency markets, the Australian and US dollar markets, despite its moderate funding programme. This was achieved through regular issuance over the year in different tenors, for a total of AUD 600 million and USD 850 million.

Ahead of us, we believe 2013 will remain a challenging year in which eurozone sovereigns will need to reassure investors and confirm their credibility. Global economic recovery is expected to gather momentum, though at a very slow pace and still driven by emerging economies, with the advanced economies affected by fiscal constraints and austerity measures.

In this environment, central banks will be likely to maintain extremely accommodative monetary policies for an extended period of time, which, together with a very low-yield environment, should support risk taking. Investors are therefore likely to favour longer duration and widen the credit scope of their investment universe, ultimately channeling more liquidity into the economy.

Our priority in 2013 will be to again preserve our long-term financial stability and high credit worthiness, for the benefit of our shareholders as well as our investors, and in line with the strategy pursued so far.

On behalf of the Board of Directors, I would like to express to EUROFIMA's Management and staff our high recognition and appreciation for the good results and achievements in 2012.

Alain PICARD  
Chairman of the Board





## Corporate governance

Jatare; 16:22

05



Governing bodies

Controlling bodies

Organizational chart

Members of governing and controlling bodies



## Governing bodies

### Governing bodies

As a public international body, EUROFIMA is governed in the first place by its constitutive documents and only subsidiarily by Swiss law. Its constitutive documents are the Convention, the Statutes and the Basic Agreement. The organization's legal framework sets out the structure for EUROFIMA's governance. In addition to the constitutive documents EUROFIMA's activities are governed by a set of policies, guidelines and rules of procedures adopted by the General Assembly, the Board of Directors or the Management. As a supranational organization, EUROFIMA is not subject to any national or international regulatory authority.

The member States have reserved extensive corporate governance rights over EUROFIMA. The following changes to EUROFIMA's organization require the consent of the member States: head office, objective, duration, conditions for admission of shareholders, quora applicable to important shareholders' resolutions, equal voting rights of directors, all terms dealing with the shareholders' liability and the establishment of branches.

EUROFIMA has to report annually on its development and its financial position to its member States. Such a reporting is done through the International Transport Forum. Transformed from the European Conference of Ministers of Transport, the International Transport Forum is an inter-governmental organization within the OECD family.

EUROFIMA is managed and administered by the General Assembly, the Board of Directors and the Management.

### General Assembly

The General Assembly convenes at least once annually. It approves the annual report of the Board of Directors, the audited financial statements, the appropri-

ation of the annual surplus, the discharge of the acts of the Management and the Board of Directors. It also approves the maximum amount of borrowings to be contracted during a given period and the organization regulations established by the Board of Directors. Decisions are taken by the majority of votes of the shares represented. However, to amend the Statutes, to reduce or to increase the subscribed share capital, to transfer shares and subscription rights, to dissolve the organization, to appoint liquidators and to extend the organization's duration, a supermajority representing at least seven tenths of the subscribed share capital is required. The General Assembly decides upon any other questions which are submitted to it by the Board of Directors.

In 2012 the General Assembly convened on three occasions.

### Board of Directors

The Board of Directors is responsible for conducting the organization's business. It adopts decisions in matters that involve lending, borrowing and administrative matters.

It meets at least once quarterly. Each director has one vote. A majority of directors present or represented constitute a quorum. Decisions are taken on the basis of the majority of the directors present or represented except for the conclusion of borrowings where a three-fourths majority is required. In urgent cases, decisions may be reached according to a written procedure.

With the exception of certain reserved powers, the Board of Directors is authorized to entrust all or part of the management of the institution to one or several of its members ("representatives") or third persons who need not necessarily be directors ("members of the Manage-

ment"). As a result, the day-to-day management has been delegated to members of the Management. In this regard, the Board of Directors has established organization regulations determining the rights and responsibilities of the Board of Directors, its representatives and the Management.

The Board of Directors authorizes all equipment financing contracts and all borrowings within the limits laid down by the General Assembly. It is responsible for the financial statements as well as the existence and maintenance of the internal control system on financial reporting. The Board of Directors is the competent body to call in the non paid-in share capital.

The Board members including the Chairman and Vice-Chairmen are appointed by the General Assembly, with one member for each shareholder holding at least 2% of the share capital. They are appointed for a period of three years and are eligible for re-election. As at January 1, 2013 the Board of Directors consisted of 12 members.

The Chairman calls the Board meetings with sufficient notice and draws up the agenda. Any other Board member has the right to call an additional meeting, if deemed necessary. Minutes are kept of the proceedings and decisions of the Board of Directors.

In order to ensure an efficient interaction with the Board of Directors, the meetings are also attended by the Chief Executive Officer and, as appropriate, by other members of the Management. The Chairman works closely with the Chief Executive Officer in between the meetings of the Board of Directors. The Chairman's Committee is the sole regular committee established by the Board of Directors. It acts as an advisory body of the Board of Directors, the Chairman and the Chief



Executive Officer. It consists of the Chairman, the Vice-Chairmen and two other Board members. The chairmanship of the Committee is the same as for the Board of Directors. The work of the Chairman's Committee is governed by rules of procedures approved by the Board of Directors.

The Board of Directors met on four occasions in 2012. On average, Director attendance was 83 %. The main subjects examined by the Board of Directors on which it took decisions were: the annual budget, the quarterly and annual financial statements, the general authorization to carry out borrowing transactions and associated treasury and derivative transactions, the engagement of the

independent auditors, the annual report to the General Assembly, the main internal policies, the report to the Governments parties to the EUROFIMA's Convention, the credit rating of the organization, the assessment of risk and capital adequacy, impairment indicators for equipment financing contracts, contingency plans as well as the conclusions of borrowings and equipment financing contracts.

The members of the Board of Directors are listed on page 9.

#### **Management**

Under the authority of the Chief Executive Officer and the supervision of the Board of Directors, the Management oversees the

day-to-day operations of the organization and prepares decisions for the Board of Directors. The Management consists of the Chief Executive Officer, the Chief Financial Officer, the Chief Operating and Risk Officer as well as the Chief Information Officer. The Management meets as and when required by the operations of the organization. In 2012, 24 scheduled meetings were organized. The Chief Executive Officer chairs the meetings of the Management. The members of the Management are appointed by the Board of Directors.

The members of the Management are listed on page 9.

## Controlling bodies

#### **Auditors Committee**

The Auditors Committee is comprised of five members appointed by the General Assembly. They are normally designated for a period of three years and are eligible for re-election. The work of the Auditors Committee is governed by its rules of procedure. Decisions concerning the financial statements and the annual report to be delivered by the Committee shall be unanimous.

The activities of the Auditors Committee cover the audit of the financial statements as well as the monitoring of the financial reporting process and the effectiveness of the internal control. In addition, it reviews the independence of the independent auditors and in particular the provision of additional services by the independent auditors. Each year the Committee provides statements on whether the financial statements give a true and fair view of the financial position of the organization.

The Auditors Committee met three times in 2012. The Committee carried out its audit as follows: it consulted the Management and other pertinent staff, scrutinized the financial statements, examined the reports from internal auditing, consulted the independent auditors, reviewed their audit planning process, examined their detailed report and obtained the opinion signed by the independent auditors. Other major issues examined by the Auditors Committee on which it took decisions or issued recommendations were: the approval of the annual plan for the internal auditing, the assessment of risks and capital adequacy, impairment indicators for equipment financing contracts, engagement of the independent auditors, fair value measurement, the policy on internal control system on financial reporting and the findings of the independent auditors. Members of the Auditors Committee receive the minutes of the meetings of the Board of Directors.

The members of the Auditors Committee are listed on page 9.

#### **Independent Auditors**

The independent auditors are mandated by the Board of Directors in accordance with Article 21 of the Statutes. The task of the independent auditors is to audit the financial statements. They carry out their audit in accordance with Swiss Auditing Standards and International Standards on Auditing. The independent auditors also verify that an internal control system exists which has been designed for the preparation of the financial statements.

At the end of each financial year, following their review of the financial statements, the independent auditors issue a detailed report on the financial statements and the internal control system on financial reporting. The amounts paid to the independent auditors are disclosed in note 6 to the financial statements. The independent auditors also receive the minutes of the meetings of the Board of Directors and the General Assembly.



**Internal Control**

The objective of internal control is to ensure a proper functioning of business operations. EUROFIMA's internal control is focused on the financial reporting process and the management of risks. It covers the entire range of policies, procedures, systems and controls for managing and monitoring the organization's operations, risk exposure and financial reporting process.

EUROFIMA strives for a balanced mix of both preventive and detective controls taking place at the process levels and at the entity level. The main principle for organizing EUROFIMA's work flows and reducing the risk of error or inappropriate actions is segregation of duties.

The ultimate responsibility for the existence and maintenance of the internal control system is with the Board of Directors. The Management is responsible for its implementation and execution. The Auditors Committee assesses the quality of the internal control system performance over time. It issues a yearly written statement to the Board of Directors covering its assessment of the internal control system. Independent auditors are responsible for verifying yearly the existence and the implementation of the internal control system on financial reporting. Their findings are included in their annual detailed report to the Board of Directors and the Auditors Committee.

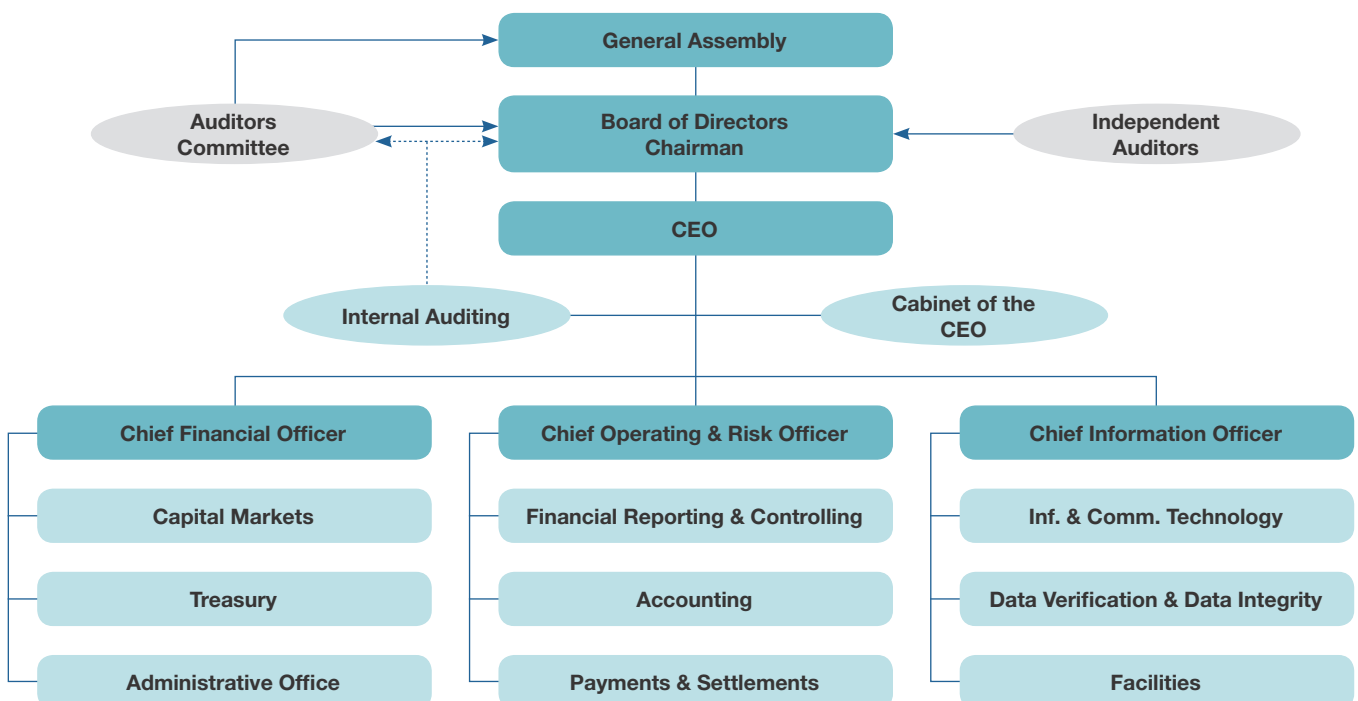
Internal auditing completes the internal control system with periodic internal reviews of the organization's activities and

ensures that they comply with the policies and procedures adopted by the governing bodies. Internal auditing reports to the Auditors Committee and the Chairman of the Board of Directors. It works administratively under the auspices of the Chief Executive Officer. The annual plan for internal auditing is reviewed by the independent auditors and approved by the Auditors Committee.

Further information on risk management is included in note 2 to the financial statements.

No advance or credit is granted to members of EUROFIMA's administrative, managerial and supervisory bodies and no commitment is entered into on their behalf by way of guarantees of any kind by EUROFIMA.

**Organizational chart**





## Members of governing and controlling bodies as at January 1, 2013

09

### Board of Directors

#### Chairman

**Alain Picard** (1963, FR)

Chief Financial Officer of SNCF group, Paris

#### Vice Chairmen

**Michel Allé** (1950, BE)

Chief Financial Officer, SNCB Holding, Brussels

**Luigi Lenci** (1947, IT)

Chief Financial Officer, Ferrovie dello Stato Italiane S.p.A., Rome

**Harry Müller** (1959, DE)

Head Corporate Treasury of Swiss Federal Railways, Bern

**Wolfgang Reuter** (1950, DE)

Group Treasurer, Head of Affiliated Companies Division and M&A, Deutsche Bahn AG, Berlin

#### Members

**Anita Wetterlöf Ajaxon** (1961, SE)

Senior Adviser, Ministry of Enterprise, Energy and Communication, Transport Division, Stockholm

**Manuel Fresno** (1970, ES)

Chief Financial Officer, RENFE Operadora, Madrid

**Milovan Marković** (1954, RS)

General Director, Akcionarsko društvo Železnice Srbije, Belgrade

**Alfredo Vicente Pereira** (1952, PT)

Vice President of the Board of Directors, CP-Comboios de Portugal, E.P.E., Lisbon

**Engelhardt Robbe** (1955, NL)

Member of the Board, Chief Financial Officer, N.V. Nederlandse Spoorwegen, Utrecht

**Panagiotis Theofanopoulos** (1955, GR)

Chairman of the Board of Directors and Managing Director, Hellenic Railways, Athens

**Marc Wengler** (1967, LU)

Deputy General Director, Luxembourg National Railways, Luxembourg

### Secretary

**Susanne Honegger** (1961, CH)

Assistant to the Chief Executive Officer

### Auditors Committee

**José Antonio Alonso Martin-Loeches**

(1964, ES)

Accounting Systems Manager, RENFE Operadora, Madrid

**Roberto Mannozi** (1958, IT)

Head of Administration, Ferrovie dello Stato Italiane S.p.A., Rome

**Kurt Röck** (1958, AT)

Head of Finance, Accounting, ÖBB-Personenverkehr AG, Vienna

**Gilbert Schock** (1957, LU)

Head of Finance, Luxembourg National Railways, Luxembourg

**Dick Snel** (1967, NL)

Managing Director, NS Stations France SAS, Paris

### Management

**André Bovet** (1954, CH)

Chief Executive Officer

**Martin Fleischer** (1970, AT)

Chief Financial Officer

**Marco Termignone** (1959, CH)

Chief Information Officer

**Patrick Tschudin** (1974, CH)

Chief Operating and Risk Officer

### Independent auditors

PricewaterhouseCoopers AG

St. Jakobs-Strasse 25

P.O. Box

CH-4002 Basel

Tel: + 41 58 792 51 11

### Changes in the Board of Directors

In 2012 the size of the Board of Directors was halved in order to allow more intensive discussions at the meetings of the Board of Directors. As a result of this resizing of the Board of Directors the following members resigned in 2012:

**Pilar Cutanda González**

**Lennart Dahlborg**

**Lars Falksveden**

**Francisco Celso Gonzalez**

**Jannie Haek**

**Josef Halbmayr**

**Bojan Ilkic**

**Ronald Klein Wassink**

**Vassilis Kontarinis**

**Alex Kremer**

**Véronique Piegts**

**Stefano Pierini**

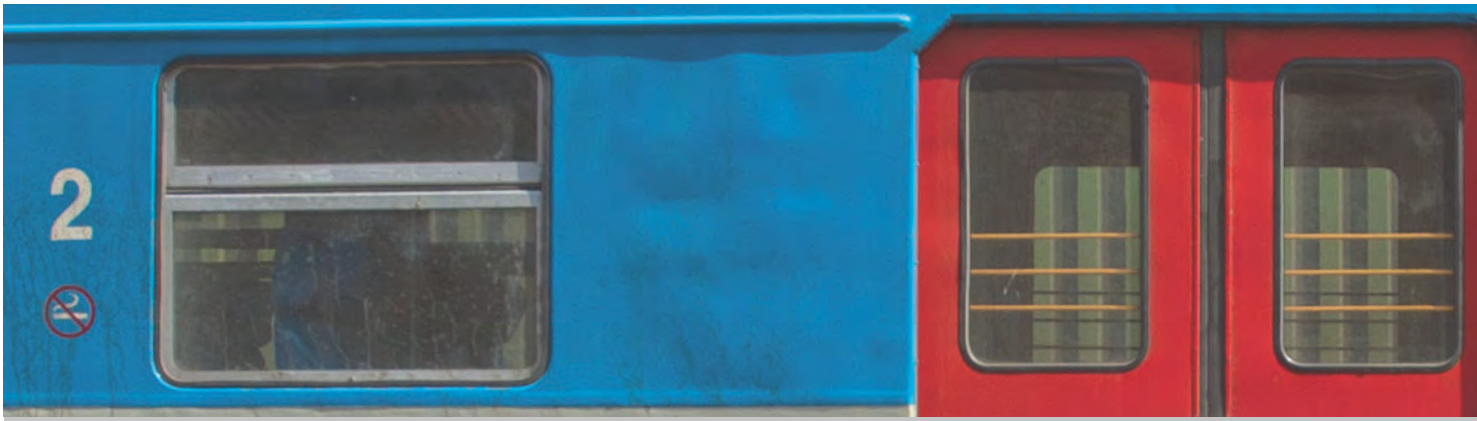
**Alfeu Pimentel Saraiva**

**Georg Radon**

**Markus Richter**

**Hartwig Schneidereit**

The outgoing members were sincerely thanked for their active service.



10 Activity report



2012 activities, results and outlook for 2013

Borrowings and repayments during the financial year 2012

Equipment financed during the financial year 2012

Distribution of equipment financing contracts by types of equipment

SRB-ZS  
416-105

2



## 2012 activities, results and outlook for 2013

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### 2012 activities

The economic and operating environment remained difficult in 2012. Measures aimed at mitigating the eurozone debt crisis and lowering pressure on banks were implemented by the eurozone authorities. While these measures did not resolve the underlying issues, they helped to stabilize the situation for the time being. Given the adverse general conditions and prevailing uncertainties, the risk reduction measures initiated by EUROFIMA at the onset of the financial crisis were continued, resulting in a further improved risk and capitalization profile.

In order to further deleverage the balance sheet the loan book reduction initiated in 2009 was continued. New equipment financings were again granted very selectively. The credit quality of EUROFIMA's financial investments was further strengthened by reinvesting maturing assets into assets of higher quality and by reducing the exposure to financial counterparties. These measures led to reduced commission and net interest income.

The coverage of derivative exposure by collateral was strengthened significantly. Rolling stock collateral management was further intensified. An evaluation of the rolling stock collateral by an independent appraiser was commissioned and an on-site audit of specific rolling stock was also conducted.

Foreign exchange risk and interest rate risk were systematically hedged as per EUROFIMA's investment policies. Liquidity was further bolstered to reach its highest level since the onset of the

financial crisis in 2008. To mitigate operational risk several initiatives were introduced such as the replacement of a legacy IT system with a new standard solution, a new IT backup concept and contingency planning.

The net profit of the financial year 2012 was again earmarked to be allocated to the reserves with the aim of further improving capitalization. Comprehensive income rose by 29.2% to CHF 52.4 million from CHF 40.6 million.

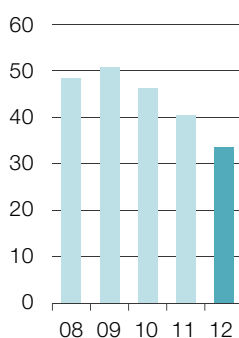
As in the previous year, the main focus in 2012 was placed on maintaining the organization's financially sound basis rather than striving for higher earnings.

### 2012 results

In a year characterized by historically low interest rates and the continued implementation of risk reduction measures, earnings remained below the level of the previous year and slightly below the budgeted target. Compared with the previous year net profit decreased by 17.6% to CHF 33.4 million from CHF 40.6 million.

### Net profit for the financial year

(in million CHF)



### Income statement

Net interest income fell to CHF 27.0 million (-13.6%). This reduction was mainly due to the decrease in market interest rates and the reinvestment of maturing liquid assets into higher quality. Despite this, the actual net interest income was above the budgeted target for 2012.

At CHF 16.2 million, commission income and fees received decreased by CHF 0.8 million (-4.9%) and fell slightly short of budget. This evolution resulted mainly from EUROFIMA's reduced loan book.

Net profit on financial operations – which is predominantly made up of realized and unrealized gains and losses on financial instruments – decreased to CHF 0.6 million from CHF 2.2 million (-74.0%). This reduction was more than compensated by the increase of CHF 18.9 million in other value adjustments in equity stemming from available-for-sale securities.

Total operating cost, which consists of general administrative expenses, depreciation on fixed assets as well as commission expenses and fees paid, amounted to CHF 10.4 million. Compared with the previous year's total, operating cost increased by CHF 0.5 million mainly due to the procurement of a new IT platform.

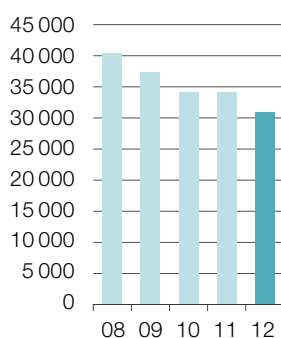
### Balance sheet

The targeted balance sheet reduction was continued. At CHF 31.3 billion, total assets decreased by CHF 3.1 billion (-8.9%). At constant interest rates compared to the previous year, total assets would have reached CHF 30.5 billion.



**Total assets**

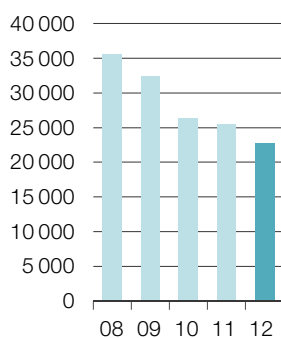
(in million CHF)



The largest asset position, namely equipment financing contracts, was further reduced to CHF 22.5 billion from CHF 25.6 billion (-11.9%). Since 2008 this position has been reduced by 36.4% and has contributed considerably to the targeted deleveraging of the balance sheet. The portfolio's credit quality remained sound. No impairments had to be recognized during the year nor was there any past due or indication of impairment as at December 31, 2012.

**Equipment financing contracts**

(in million CHF)

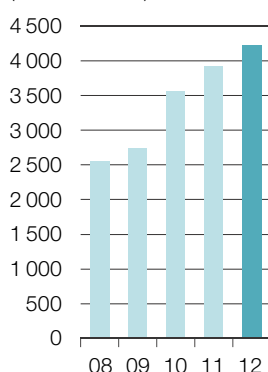


Liquid assets, consisting of cash and cash equivalents and financial investments, rose to CHF 4.2 billion from CHF 3.8 billion (+9.3%) to reach their highest

level ever. As a result of the continued conservative and cautious investment policy the credit quality was further improved.

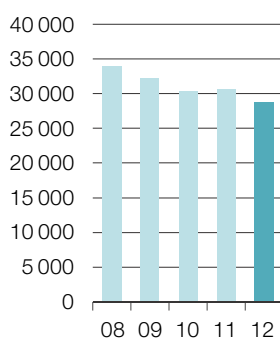
**Liquid assets**

(in million CHF)



**Outstanding borrowings**

(in million CHF)



At CHF 1 532.8 million, equity further increased by CHF 52.4 million (+3.5%). As at December 31, 2012 equity plus callable share capital came to 12.8% of outstanding borrowings compared with 11.6% at the end of the previous year.

After appropriation of surplus, the statutory reserves and the fund for general risks amounted to CHF 981.3 million (2011: CHF 947.7 million).

**Outlook for 2013**

The measures taken by the European Central Bank and the successful implementation of the European Stability Mechanism contributed to stabilize the eurozone crisis though without resolving the underlying issues. Despite the relative calming of the markets, the economic environment is anticipated to remain difficult throughout 2013 with the current uncertainties likely to persist.

Against this background EUROFIMA anticipates another difficult and demanding year. The focus will remain on further improving the organization's metrics rather than pursuing short-term profit. The measures initiated to reduce risk and strengthen the balance sheet will be pursued further. New financing volume is set to remain at very low levels in 2013 in order to meet internal leverage targets. The anticipated continued low interest rate environment in combination with the further implementation of risk mitigation measures are expected to lead to lower earnings in 2013.





## Borrowings and repayments during the financial year 2012

### Borrowings

After several very volatile years, strong central bank interventions in 2012 brought a significant normalization to the bond market and contributed to reduce fears over the European sovereign crisis. In particular, EUROFIMA and the whole sovereign, supranational and state agencies' (SSAs) sector benefited from a general tightening of spreads along the curve in all currencies.

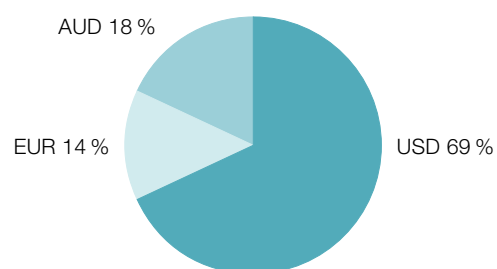
Nevertheless, the pressure on European governments and financial institutions to reduce debt and leverage remained high. In such an environment, EUROFIMA coherently pursued its risk reduction and deleveraging strategy started in 2008. The borrowing activity in the public debt capital markets in 2012 therefore remained moderate and reached the amount of CHF 1 348 million at the end of the year, an increase of 34 % compared to 2011.

Public issuance was focused on two key currency markets. After being absent in 2011, EUROFIMA successfully tapped the Australian dollar domestic market four times throughout the year. Within the complete curve of outstanding bonds, the 2016 and 2018 lines were increased for a total volume of AUD 600 million.

In addition, for the first time, a benchmark bond in floating-rate format was issued in US dollar. The bond size was initially capped at USD 500 million, and was subsequently increased twice to partly satisfy the strong demand. As at December 31, 2012, this bond issue reached a size of USD 750 million, with a wide geographical distribution, and attracted a strong participation by central banks and official institutions (72 %).

Finally, EUROFIMA tapped the money market throughout the year. Commercial paper was issued for an equivalent amount of CHF 1 356 million, primarily in US dollars and a three-month tenor.

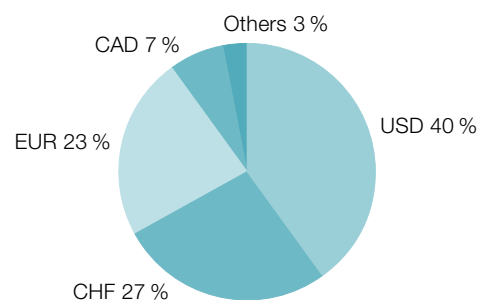
### Borrowings breakdown per currency



### Repayments

Based on the exchange rates as at December 31, 2012, repayments reached the equivalent of CHF 5 375 million, CHF 1 651 million of which were due to repayments of short-term borrowings.

### Repayments breakdown per currency



| Type of borrowings (in CHF) | 2012                 | 2011                 |
|-----------------------------|----------------------|----------------------|
| Listed bond issues          | 1 347 509 466        | 1 001 333 637        |
| Unlisted bond issues        | 0                    | 186 364 417          |
| Loans                       | 550 376 144          | 592 073 975          |
| Commercial paper            | 1 355 515 234        | 2 167 956 225        |
| <b>Total</b>                | <b>3 253 400 844</b> | <b>3 947 728 255</b> |

## Equipment financed during the financial year 2012



EUROFIMA concluded 3 contracts with 3 shareholders or their affiliates for the financing of railway equipment. The railway equipment and the related financing amounts are given below.

| Member State | Railway/<br>Company | Locomotives |          |          | Multiple-unit trains |           | Passenger<br>cars | Freight<br>cars | Other<br>equip-<br>ment | New<br>financing<br>(in million<br>CHF) |              |
|--------------|---------------------|-------------|----------|----------|----------------------|-----------|-------------------|-----------------|-------------------------|---|--------------|
|              |                     | main-line   |          | shunting | motor units          |           |                   |                 |                         |   | trailer cars |
|              |                     | diesel      | electric |          | diesel               | electric  |                   |                 |                         |   |              |
| Belgium      | SNCB                |             |          |          | 38                   | 76        | 23                |                 |                         | 18                                      |              |
| France       | SNCF                |             |          |          | 8                    | 32        |                   |                 |                         | 121                                     |              |
| Serbia       | ŽS                  |             |          |          | 16                   |           |                   |                 |                         | 31                                      |              |
| <b>Total</b> |                     | <b>0</b>    | <b>0</b> | <b>0</b> | <b>16</b>            | <b>46</b> | <b>108</b>        | <b>23</b>       | <b>0</b>                | <b>0</b>                                | <b>170</b>   |

EUROFIMA holds title or securities deemed equivalent (in particular pledges) to the railway equipment until the funds have been fully reimbursed. For the distribution of the railway equipment see page 15.



## Distribution of equipment financing contracts by types of equipment

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The following table indicates the equipment of each shareholder or their affiliates to which the company holds title or in which it has direct or indirect security interests deemed equivalent, in particular pledges.

### Equipment at December 31, 2012

| Member State                | Railway/<br>Company | Locomotives |              |            | Multiple-unit trains |              |                 | Pas-<br>senger<br>cars | Freight<br>cars | Other<br>equip-<br>ment | Book value of<br>equipment financing<br>contracts (in CHF) |
|-----------------------------|---------------------|-------------|--------------|------------|----------------------|--------------|-----------------|------------------------|-----------------|-------------------------|--|
|                             |                     | main-line   |              | shunting   | motor units          |              | trailer<br>cars |                        |                 |                         |  |
|                             |                     | diesel      | electric     |            | diesel               | electric     |                 |                        |                 |                         |  |
| Germany                     | DB AG               |             | 132          |            | 14                   | 66           | 105             |                        |                 |                         | 988 074 933  |
| France                      | SNCF                |             | 64           | 2          |                      | 142          | 556             | 28                     | 6               |                         | 1 645 008 423  |
| Italy                       | FS                  | 1           | 682          |            | 279                  | 515          | 647             | 2 649                  |                 |                         | 4 122 402 191  |
| Belgium                     | SNCB                | 53          | 192          |            | 134                  | 204          | 240             | 661                    | 1               | 28                      | 3 022 832 619  |
| Netherlands                 | NS                  |             |              |            |                      | 226          | 180             | 312                    |                 |                         | 579 815 047  |
| Spain                       | RENFE               | 89          | 144          |            | 9                    | 515          | 671             | 39                     |                 |                         | 2 979 308 993  |
| Switzerland                 | SBB                 |             | 134          | 49         |                      | 189          | 348             | 63                     |                 |                         | 2 953 443 077  |
| Serbia                      | ŽS                  |             | 51           | 11         | 24                   | 16           | 16              | 6                      |                 |                         | 138 248 999  |
| Luxembourg                  | CFL                 |             |              |            |                      | 24           | 36              |                        | 470             |                         | 239 198 647  |
| Austria                     | ÖBB                 | 82          | 229          | 48         | 68                   | 339          | 410             | 382                    | 3 945           |                         | 2 995 604 112  |
| Portugal                    | CP                  |             | 41           |            | 45                   | 202          | 273             | 26                     |                 |                         | 731 545 301  |
| Greece                      | OSE                 | 47          | 26           |            | 59                   | 38           | 138             | 187                    | 343             |                         | 1 032 033 126  |
| Czech Republic              | ČD                  |             |              |            |                      | 20           | 40              | 26                     |                 |                         | 199 241 831  |
| Hungary                     | MÁV                 | 105         | 172          | 61         | 68                   | 11           |                 | 138                    |                 |                         | 282 820 939 <sup>(1)</sup>                                 |
| Slovakia                    | ŽSSK                | 2           |              |            | 54                   |              | 21              | 132                    |                 |                         | 144 883 525  |
| Croatia                     | HŽ                  |             | 1            |            | 4                    |              | 3               | 67                     | 226             | 5                       | 73 369 810 <sup>(2)</sup>                                  |
| Slovenia                    | SŽ                  |             | 32           |            |                      | 60           | 20              |                        |                 |                         | 259 105 676  |
| Bulgaria                    | BDZ                 | 5           | 8            |            |                      |              |                 | 35                     | 4               |                         | 36 177 688   |
| Montenegro                  | ŽPCG                | 9           | 8            |            |                      | 10           | 10              | 20                     | 10              |                         | 30 881 841 <sup>(3)</sup>                                  |
| Denmark                     | DSB                 |             |              |            | 20                   |              | 10              |                        |                 |                         | 85 303 016   |
| FYR Macedonia               | MŽT                 |             | 3            |            |                      |              |                 |                        |                 |                         | 1 450 652  |
| <b>Total</b>                |                     | <b>393</b>  | <b>1 919</b> | <b>171</b> | <b>778</b>           | <b>2 577</b> | <b>3 724</b>    | <b>4 771</b>           | <b>5 005</b>    | <b>33</b>               | <b>22 540 750 446</b>                                      |
| of which under construction |                     |             | 2            |            |                      | 6            | 3               | 23                     | 7               |                         |  |

(1) 73.0 million of which assumed by Hungary

(2) 43.2 million of which assumed by Croatia

(3) 30.9 million assumed by Montenegro

## Financial statements



Income statement

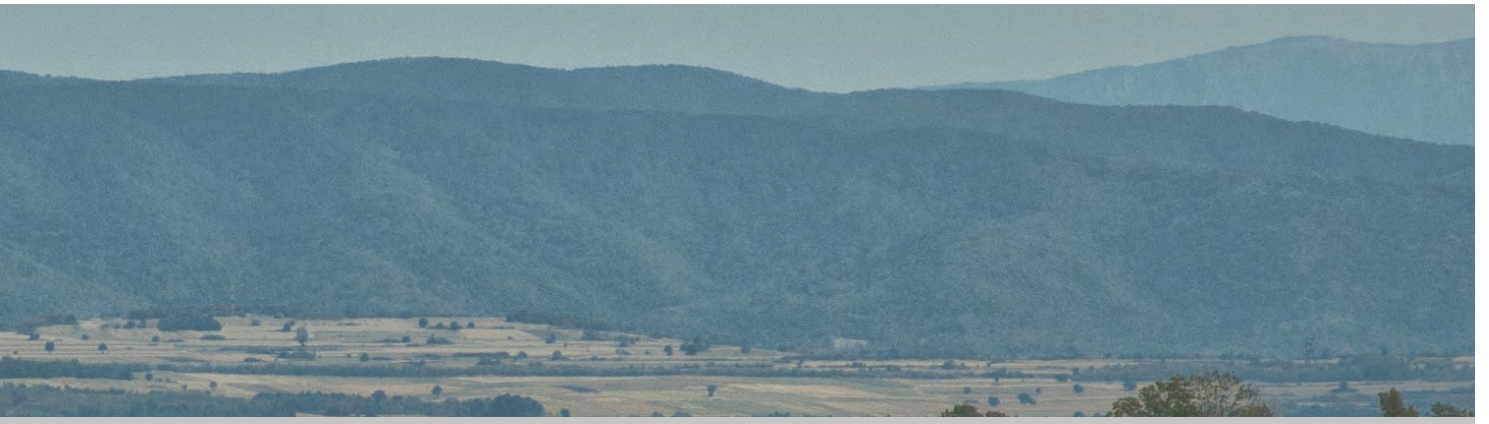
Balance sheet

Statement of comprehensive income

Statement of changes in equity

Statement of cash flows

Notes to the financial statements

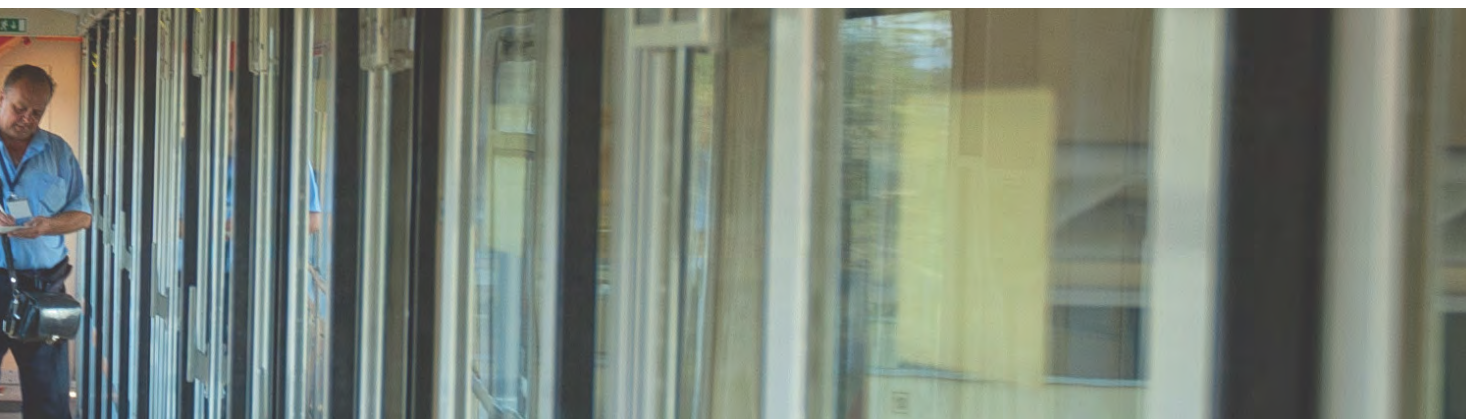


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## Income statement

| (all amounts in CHF)                            | Notes | 2012                 | 2011              |
|---|-------|----------------------|-------------------|
| Interest and similar income                     | 3     | <b>1 266 871 329</b> | 1 400 327 118     |
| Interest and similar charges                    | 3     | -1 239 851 429       | -1 369 041 807    |
| <b>Net interest income</b>                      |       | <b>27 019 900</b>    | <b>31 285 312</b> |
| Commission income and fees received             | 4     | 16 228 781           | 17 058 497        |
| Commission expenses and fees paid               | 4     | -1 435 289           | -1 062 447        |
| Net profit on financial operations              | 5     | 576 202              | 2 216 603         |
| <b>Net profit on other financial operations</b> |       | <b>15 369 694</b>    | <b>18 212 653</b> |
| Foreign exchange gains / losses                 |       | 18 393               | -56 036           |
| General administrative expenses                 | 6     | -8 442 025           | -8 674 273        |
| Depreciation on fixed assets                    |       | -519 932             | -180 221          |
| Impairment charge                               | 7     | 0                    | 0                 |
| <b>Net profit for the financial year</b>        |       | <b>33 446 030</b>    | <b>40 587 435</b> |



## Balance sheet

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| (all amounts in CHF)                                    | Notes | December 31, 2012     | %            | December 31, 2011     | %            |
|---|-------|-----------------------|--------------|-----------------------|--------------|
| <b>Assets</b>   |       |                       |              |                       |              |
| Cash and cash equivalents                               |       | 1 618 011 114         | 5 %          | 1 539 405 252         | 4 %          |
| Financial investments                                   | 8     | 2 574 711 881         | 8 %          | 2 296 386 167         | 7 %          |
| Placements with credit institutions                     |       | 122 995 072           | 0 %          | 85 915 454            | 0 %          |
| Debt securities   |       | 2 451 716 810         | 8 %          | 2 101 733 801         | 6 %          |
| Other   |       | 0                     | 0 %          | 108 736 912           | 0 %          |
| Equipment financing contracts                           | 9     | 22 540 750 446        | 72 %         | 25 599 735 488        | 74 %         |
| Derivative financial instruments                        | 10    | 4 556 654 053         | 15 %         | 4 915 639 120         | 14 %         |
| Other assets  |       | 3 808 722             | 0 %          | 2 265 793             | 0 %          |
| Accrued income and prepaid expenses                     | 11    | 6 126 603             | 0 %          | 6 305 316             | 0 %          |
| Fixed assets  | 12    | 8 191 693             | 0 %          | 7 015 538             | 0 %          |
| <b>Total assets</b>                                     |       | <b>31 308 254 512</b> | <b>100 %</b> | <b>34 366 752 674</b> | <b>100 %</b> |
| <b>Liabilities</b>                                      |       |                       |              |                       |              |
| Amounts due to credit institutions and customers        | 13    | 2 185 254 494         | 7 %          | 2 913 683 698         | 9 %          |
| Debts evidenced by certificates                         | 14    | 26 126 108 842        | 88 %         | 27 747 041 426        | 84 %         |
| Senior borrowings                                       |       | 24 125 880 004        | 81 %         | 25 385 708 024        | 77 %         |
| Other debts evidenced by certificates                   |       | 2 000 228 838         | 7 %          | 2 361 333 402         | 7 %          |
| Derivative financial instruments                        | 15    | 1 445 456 289         | 5 %          | 2 203 127 803         | 7 %          |
| Other liabilities                                       |       | 17 937 311            | 0 %          | 21 855 192            | 0 %          |
| Accrued expenses and deferred income                    | 16    | 719 090               | 0 %          | 647 119               | 0 %          |
| <b>Total liabilities</b>                                |       | <b>29 775 476 025</b> | <b>100 %</b> | <b>32 886 355 239</b> | <b>100 %</b> |
| <b>Equity</b>   |       |                       |              |                       |              |
| Subscribed share capital                                |       | 2 600 000 000         | 170 %        | 2 600 000 000         | 176 %        |
| Callable share capital                                  |       | -2 080 000 000        | -136 %       | -2 080 000 000        | -141 %       |
| Statutory reserves                                      | 17    | 661 744 000           | 43 %         | 625 214 000           | 42 %         |
| Fund for general risks                                  |       | 285 906 827           | 19 %         | 281 906 827           | 19 %         |
| Other value adjustments                                 |       | 30 899 686            | 2 %          | 11 964 665            | 1 %          |
| Surplus to be distributed                               |       | 34 227 974            | 2 %          | 41 311 944            | 3 %          |
| Unappropriated surplus previous year                    |       | 781 944               | 0 %          | 724 509               | 0 %          |
| Net profit for the financial year, before appropriation |       | 33 446 030            | 2 %          | 40 587 435            | 3 %          |
| Net result from transition to new accounting policies   |       | 0                     | 0 %          | 0                     | 0 %          |
| <b>Total equity</b>                                     |       | <b>1 532 778 487</b>  | <b>100 %</b> | <b>1 480 397 436</b>  | <b>100 %</b> |
| <b>Total liabilities and equity</b>                     |       | <b>31 308 254 512</b> |              | <b>34 366 752 674</b> |              |



20 Statement of comprehensive income

| (all amounts in CHF)  | Note | <b>2012</b>       | 2011              |
|---|------|-------------------|-------------------|
| <b>Net profit for the financial year</b>                      |      | <b>33 446 030</b> | <b>40 587 435</b> |
| <b>Other comprehensive income</b>                             |      |                   |                   |
| Fair value adjustments on available-for-sale financial assets | 18   | 18 935 021        | -37 021           |
| <b>Other comprehensive income for the financial year</b>      |      | <b>18 935 021</b> | <b>-37 021</b>    |
| <b>Total comprehensive income for the financial year</b>      |      | <b>52 381 051</b> | <b>40 550 414</b> |





## Statement of changes in equity

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| (all amounts in CHF)                                 | Subscribed<br>share capital | Callable<br>share capital | Statutory<br>reserves | Fund for<br>general risks | Available-for-<br>sale financial<br>assets | Surplus<br>to be<br>distributed | <b>Total</b>         |
|--|-----------------------------|---------------------------|-----------------------|---------------------------|--|---------------------------------|----------------------|
| <b>Balance at January 1, 2011</b>                    | <b>2 600 000 000</b>        | <b>-2 080 000 000</b>     | <b>578 896 000</b>    | <b>281 906 827</b>        | <b>12 001 686</b>                          | <b>47 042 509</b>               | <b>1 439 847 022</b> |
| Appropriation between reserves                       |                             |                           | 46 318 000            |                           |  | -46 318 000                     | 0                    |
| Dividend payment                                     |                             |                           |                       |                           |  |                                 | 0                    |
| Paid-in capital                                      |                             |                           |                       |                           |  |                                 | 0                    |
| Total comprehensive income<br>for the financial year |                             |                           |                       |                           | -37 021                                    | 40 587 435                      | <b>40 550 414</b>    |
| <b>Balance at December 31, 2011</b>                  | <b>2 600 000 000</b>        | <b>-2 080 000 000</b>     | <b>625 214 000</b>    | <b>281 906 827</b>        | <b>11 964 665</b>                          | <b>41 311 944</b>               | <b>1 480 397 436</b> |

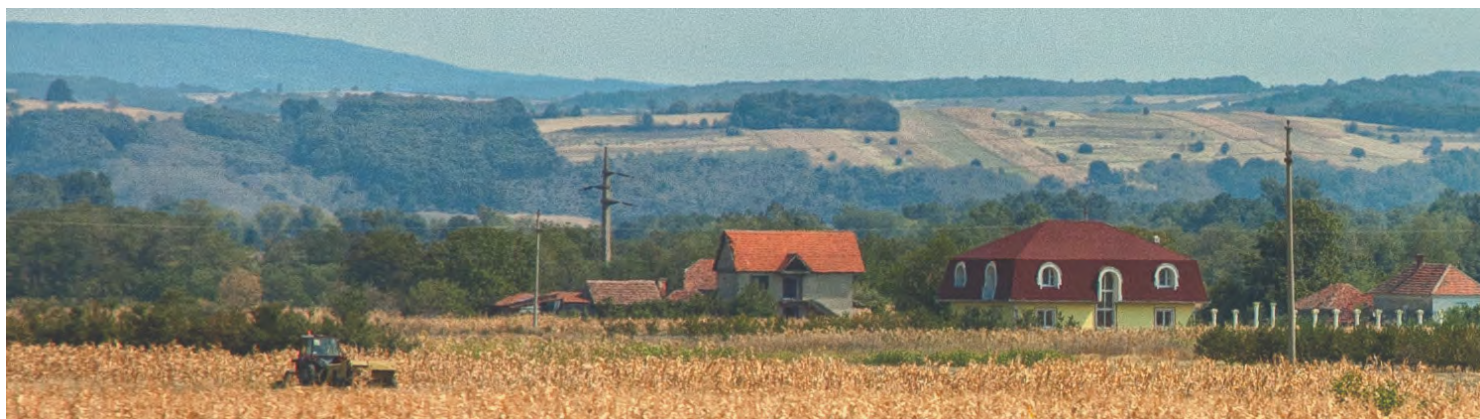
| (all amounts in CHF)                                 | Subscribed<br>share capital | Callable<br>share capital | Statutory<br>reserves | Fund for<br>general risks | Available-for-<br>sale financial<br>assets | Surplus<br>to be<br>distributed | <b>Total</b>         |
|--|-----------------------------|---------------------------|-----------------------|---------------------------|--|---------------------------------|----------------------|
| <b>Balance at January 1, 2012</b>                    | <b>2 600 000 000</b>        | <b>-2 080 000 000</b>     | <b>625 214 000</b>    | <b>281 906 827</b>        | <b>11 964 665</b>                          | <b>41 311 944</b>               | <b>1 480 397 436</b> |
| Appropriation between reserves                       |                             |                           | 36 530 000            | 4 000 000                 |  | -40 530 000                     | 0                    |
| Dividend payment                                     |                             |                           |                       |                           |  |                                 | 0                    |
| Paid-in capital                                      |                             |                           |                       |                           |  |                                 | 0                    |
| Total comprehensive income<br>for the financial year |                             |                           |                       |                           | 18 935 021                                 | 33 446 030                      | <b>52 381 051</b>    |
| <b>Balance at December 31, 2012</b>                  | <b>2 600 000 000</b>        | <b>-2 080 000 000</b>     | <b>661 744 000</b>    | <b>285 906 827</b>        | <b>30 899 686</b>                          | <b>34 227 974</b>               | <b>1 532 778 487</b> |

## Statement of cash flows

| (all amounts in CHF)  | <b>2012</b>          | 2011               |
|---|----------------------|--------------------|
| <b>Cash flows from operating activities (direct method)</b> |                      |                    |
| FX amounts paid   | -66 493 114          | -72 764 509        |
| FX amounts received   | 66 475 911           | 73 102 119         |
| Interest paid   | -1 498 415 005       | -1 653 183 540     |
| Interest received   | 1 534 794 256        | 1 690 905 594      |
| Operational cash flows paid                                 | -204 548 399         | -198 149 571       |
| Operational cash flows received                             | 189 390 700          | 201 604 573        |
| Commission and fees received                                | 16 435 744           | 17 217 184         |
| Dividend paid   | 0                    | 0                  |
| <b>Net cash from operating activities</b>                   | <b>37 640 092</b>    | <b>58 731 849</b>  |
| <b>Cash flows from investing activities</b>                 |                      |                    |
| Lending   |                      |                    |
| Disbursements of equipment financings                       | -474 788 106         | -1 269 268 556     |
| Repayments of equipment financings                          | 2 457 867 616        | 1 505 656 064      |
| Financial investments                                       |                      |                    |
| Purchases of debt securities                                | -1 738 344 101       | -1 252 257 984     |
| Redemptions   | 1 285 711 275        | 1 048 783 876      |
| Sales of debt securities                                    | 111 842 955          | 283 386 098        |
| Placements with credit institutions                         | -141 231 596         | -398 699 325       |
| Repayments of placements with credit institutions           | 103 405 379          | 503 012 776        |
| Other financial investments                                 | -181 373 190         | -356 268 608       |
| Repayments of other financial investments                   | 302 678 617          | 357 115 973        |
| Other items   |                      |                    |
| Net movements in other assets                               | 0                    | 0                  |
| Net movements in fixed assets                               | -1 696 088           | 0                  |
| <b>Net cash from investing activities</b>                   | <b>1 724 072 762</b> | <b>421 460 314</b> |



| (all amounts in CHF)   | <b>2012</b>           | 2011               |
|--|-----------------------|--------------------|
| <b>Cash flows from financing activities</b>                      |                       |                    |
| Issues of new debt   | 2 764 819 080         | 3 224 363 584      |
| Redemptions  | -4 324 927 984        | -4 182 373 283     |
| Placements from credit institutions and customers                | 231 851 316           | 569 139 366        |
| Redemptions of placements from credit institutions and customers | -557 739 573          | -153 561 069       |
| Net cash flow from derivative financial instruments              | 295 784 769           | 554 790 731        |
| Paid-in capital  | 0                     | 0                  |
| <b>Net cash from financing activities</b>                        | <b>-1 590 212 392</b> | <b>12 359 329</b>  |
| Exchange rate difference   | -93 380 535           | -12 643 804        |
| Others   | 485 934               | -85 843            |
| <b>(Decrease)/increase in cash and cash equivalents</b>          | <b>78 605 862</b>     | <b>479 821 845</b> |
| Cash and cash equivalents at the beginning of the year           | 1 539 405 252         | 1 059 583 407      |
| Cash and cash equivalents at the end of the year                 | 1 618 011 114         | 1 539 405 252      |



## 24 Notes to the financial statements

### **Note 1: Significant accounting policies**

#### **Basis of preparation**

These financial statements have been prepared in accordance with the general principles of the European Parliament and European Union Council directive on the annual accounts and consolidated accounts of banks and other financial institutions (Directive 86/635/EEC). An activity report is prepared and presented separately from the financial statements. Its consistency with the financial statements is not audited. With the exceptions noted below, the financial statements are based on historical cost, as modified by available-for-sale financial assets, and financial assets and financial liabilities (including derivative instruments) at fair value through profit or loss. The financial statements were reviewed and authorized by the Board of Directors on March 22, 2013. They were approved by the General Assembly on the same date.

#### **Scope**

EUROFIMA is a single unit organization without subsidiaries and operates as a one segment entity.

Germany and France hold 22.6 % of EUROFIMA's share capital each through their fully owned state railways DB AG and SNCF and are thus related parties together with their railways.

#### **Significant accounting judgments and estimates**

In preparing the financial statements, the Management is required to make certain critical accounting estimates and assumptions that affect the reported profits, financial position and other information disclosed in the financial statements. These estimates are based on available information and judgment made by the Management. Actual results in the future could deviate from such estimates and the difference may be material to the financial statements. The two main areas involving higher degree of judgment and complexity or areas where assumptions and estimates are significant to the financial statements are the determination of fair values of financial instruments and impairments. Where financial instruments are not traded in an active market, the fair values of these instruments are determined using internal valuation techniques. The resulting estimated fair values are highly dependent on the market data used, such as interest rates and foreign exchange rates as well as other factors. Regarding impairments, in the presence of impairment indicators judgment by the Management is required to estimate the amount and timing of future cash flows when determining impairment charges.

#### **Foreign currency translation**

Items included in the financial statements are measured using the currency of the primary economic environment in which the entity operates ("the functional currency"). The financial statements are presented in Swiss francs ("the presentation currency").

Foreign currency transactions are translated into the functional currency using the exchange rates prevailing at the date of the transactions. Gains and losses resulting from the translation of all assets and liabilities denominated in foreign currencies are recognized in the income statement under the heading "foreign exchange gains/losses".

EUROFIMA uses the official foreign exchange rates published by the European Central Bank.

#### **Financial instruments – initial recognition, subsequent measurement and derecognition**

Regular way purchases are recognized and derecognized in the balance sheet using settlement date accounting. Financial assets are derecognized when the rights to receive cash flows from the financial assets have expired or have been transferred and EUROFIMA has transferred substantially all rights and rewards of ownership. Financial liabilities are derecognized when the obligations specified in the contract are discharged or have expired.

Financial assets are initially recognized at fair value plus, in the case of financial assets not carried at fair value through profit or loss, transaction costs. Available-for-sale financial assets and financial assets at fair value through profit or loss are subsequently carried at fair value. Loans and receivables and held-to-maturity assets are carried at amortized cost using the effective interest method. Realized and unrealized gains and losses arising from changes in the fair value of the financial assets at fair value through profit or loss category are included in the income statement in the period in which they arise under the heading "net profit or loss on financial operations". Unrealized gains and losses arising from changes in the fair value of available-for-sale financial assets are recognized in other comprehensive income, under a specific heading in the equity "other value adjustments". Available-for-sale financial assets may be sold in anticipation of or in response to changes in interest level, creditworthiness or liquidity needs. When securities classified as available-for-sale are sold or impaired, the accumulated fair value adjustments are included in the income statement.



### **Financial assets or financial liabilities designated as at fair value through profit or loss**

This category has two sub-categories: financial assets or financial liabilities held for trading, and those designated as at fair value through profit or loss at inception.

1. A financial asset or financial liability is classified held for trading if acquired or incurred principally for the purpose of selling or repurchasing it in the near term or if so designated by management. Derivatives are also classified as held for trading.
2. For financial assets or financial liabilities designated as at fair value through profit or loss, the criteria for so designating such financial assets or financial liabilities at initial recognition is that all these positions including derivatives are significantly matched together offsetting the changes in fair values in the income statement. In such instances the application of the Fair Value Option results in more relevant information, as accounting mismatches are significantly reduced in the sense that the same accounting valuation can be applied for all involved financial instruments. Without the use of the Fair Value Option an accounting mismatch would arise as only some of the instruments would be measured at fair value through profit or loss (i.e. derivatives).

### **Loans and receivables**

Loans and receivables are non-derivative financial assets with fixed or determinable payments that are not quoted in an active market. They arise when EUROFIMA provides money or services directly to a debtor with no intention of trading the receivable.

### **Held-to-maturity investments**

Held-to-maturity investments are non-derivative financial assets with fixed or determinable payments and fixed maturity that EUROFIMA's management has the positive intention and ability to hold to maturity. Such investments can never be sold nor exchanged, except under exceptional circumstances.

### **Available-for-sale financial assets**

Available-for-sale financial assets are those non-derivative financial assets that are either designated in this category or not classified in any of the other categories.

### **Cash and cash equivalents**

Cash and cash equivalents comprise cash deposits held at call with banks and other short-term investments with original maturities of 3 months or less, calculated from the date the placement or the acquisition was made. In the balance sheet, bank overdrafts are included in amounts due to credit institutions and customers.

### **Financial investments**

EUROFIMA classifies its investments in the following categories: financial assets at fair value through profit or loss, loans and receivables, held-to-maturity investments, and available-for-sale financial assets. The classification depends on the purpose for which the investments were acquired. Management determines the classification of its investments at initial recognition and re-evaluates this designation at every reporting date.

### **Equipment financing contracts**

Equipment financing contracts are measured at amortized cost if the Fair Value Option is not applied. In most cases the equipment financing contract meets the eligibility criteria for the Fair Value Option and EUROFIMA designates the equipment financing contract irrevocably on initial recognition as financial asset at fair value through profit or loss. The matching of the equipment financing contracts, swaps and borrowings is one key criterion for the application of the Fair Value Option and for the designation at fair value of all involved financial instruments.

### **Derivative financial instruments**

Derivative financial instruments are initially recognized in the balance sheet at cost and are subsequently measured at fair value. They are recorded in the balance sheet under the item "derivative financial instruments" as an asset in cases of positive fair value and as a liability in cases of negative fair value.

While in most cases derivative transactions provide effective economic hedges under EUROFIMA's risk management policies, EUROFIMA does not use hedge accounting, but applies the Fair Value Option. With the Fair Value Option a natural hedge can be achieved. Opposite changes in fair values of financial assets and liabilities and related derivative instruments tend to offset each other. As a result, an accounting mismatch is avoided. The application of the Fair Value Option is based on a clearly documented relationship between the derivative transaction and the related borrowings and equipment financing contracts established at the



time the transactions are entered into. The matching of the cash flows is also assessed on a regular basis.

#### **Amounts due to credit institutions and customers and debts evidenced by certificates**

Outstanding borrowings are carried at amortized cost using the effective interest method if the Fair Value Option is not applied. In most cases borrowings involved in the financing of railway equipment are designated as at fair value through profit or loss (see section above). The matching of the equipment financing contracts, swaps and borrowings is the reason for the designation at fair value through profit or loss of all involved financial instruments. Borrowings carried at amortized cost are recognized initially at fair value, net of transaction costs incurred. Borrowings are subsequently stated at amortized cost; any difference between the proceeds (net of transaction costs) and the redemption value is recognized in the income statement over the period of the borrowing using the effective interest method.

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

The fair values of quoted debt securities issued by third parties are based on their quoted market price or dealer price quotations, without any deduction for transaction costs. According to the fair value measurement hierarchy stated in note 21, these instruments are classified as "Level 1". If such prices are not available, EUROFIMA establishes the fair value by using valuation techniques. These may include the use of recent arm's length transactions, reference to other instruments that are substantially the same and discounted cash flow analysis. For all other financial instruments, in particular for swaps, borrowings and equipment financing contracts, the fair values are determined through an internal discounted cash flow model that maximizes the use of observable market data. This process involves the determination of future expected cash flows and the computation of their present value using current money market yield curves, swap yield curves and foreign exchange rates. The present value calculation does not take into account additional credit spreads than those included in the yield curves. Therefore, the estimated fair value of such financial instruments may not be realizable in the market and deviate significantly under different assumptions and parameters. If the measurement is mainly based on observable market data, the instruments are classified as "Level 2". In cases where fair value determination is not based on observable market data, the instruments are classified as "Level 3".

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

EUROFIMA assesses at each balance sheet date whether there is objective evidence that a financial asset or a group of financial assets is impaired.

If any such evidence exists for available-for-sale financial assets, the cumulative loss (measured as the difference between the acquisition cost and the current fair value, less any impairment loss on that financial asset previously recognized in profit or loss) is removed from equity and recognized in the income statement.

Assets that are subject to amortization are reviewed for impairment whenever events or changes in circumstances indicate that the carrying amount may not be recoverable. An impairment loss is recognized in the income statement under "impairment charge" for the amount by which the asset's carrying amount exceeds its recoverable amount or net present value of expected future cash flows.

#### **Fixed assets**

Fixed assets include the company's premises "Ritterhof", office equipment and other tangible and intangible fixed assets owned by the company. The company's premises "Ritterhof" are stated at deemed cost as at November 30, 2009 plus historical cost of subsequent investments which increase the premises' value less depreciation less any impairment loss. All other property and equipment are stated at historical cost less accumulated depreciation and amortization less any accumulated impairment in value. Gains and losses on disposals are determined by comparing proceeds with carrying amount and are included in the income statement. Assets which are purchased with a low cost are not recognized on balance, but recognized as an immediate cost in the income statement. A threshold of CHF 20 000 is used for the capitalization of equipment.

#### **Equity**

The subscribed share capital is made up of 260 000 registered shares of a nominal value of CHF 10 000, 20 % of which is paid in. The unpaid subscribed share capital may be called in unconditionally at any time by decision of the Board of Directors.

The statutory reserves are made of the ordinary reserve and the guarantee reserve. In the event of a default under an equipment financing contract the guarantee reserve, as described in Article 29 of the Statutes, may be called upon.



The fund for general risks includes amounts which EUROFIMA decides to put aside to cover risks associated with equipment financing contracts and other financial operations such as swaps having regard to the particular risks attached to such operations.

#### **Interest, fees and commissions**

- Interest income and interest expenses are recognized in the income statement on an accrual basis using the effective interest method. The effective interest rate is the rate that discounts future cash flows to the net carrying amount of the instrument. Accrued interest is included in the book value of all interest bearing financial instruments.
- Fees received for the participation in structured equipment financing are taken to income upfront. Issuance fees and redemption premiums or discounts are accrued over the period to maturity of the related borrowings.
- Commissions on equipment financing contracts are recorded on an accrual basis.

#### **Net profit or loss on financial operations**

EUROFIMA recognizes in “net profit or loss on financial operations” both realized and unrealized gains and losses on debt securities and other financial instruments.

#### **Taxation**

As a supranational organization set up by a large number of States EUROFIMA benefits from comprehensive tax exemptions pursuant to the Additional Protocol to the Convention. In Switzerland, besides being exempt from any income and capital taxes otherwise levied from corporations, such privileges include the following privileges relevant to the capital market: exemption from stamp duties on any issuance of debt instruments by EUROFIMA and exemption of EUROFIMA's debt instruments issued outside Switzerland from turnover taxes and finally exemption of debt instruments issued outside Switzerland from Swiss withholding taxes.

#### **Dividend distribution**

Dividend distribution to the company's shareholders is recognized as a liability after the dividends are approved by the General Assembly.

### **Note 2: Financial risk and capital management**

#### **Financial risk management**

The identification, measurement, monitoring and control of risk are key management responsibilities. The principles and policies for risk management are established by the Board of Directors. The compliance with these guidelines and the implementation of controls are within the Management's responsibility.

Within the normal course of its activities, EUROFIMA is exposed to a variety of financial risks. The main risks are: credit risk, market risk and liquidity risk. EUROFIMA's risk management focuses on the unpredictability of financial markets and aims at minimizing potential adverse effects on the financial performance of the institution. EUROFIMA's risk management seeks to appropriately identify, measure, monitor and report all types of financial risks inherent in the institution's operations. The risk management and control processes are reviewed and refined on a regular basis.

#### *(i) Risk assessment*

On a quarterly basis the Board of Directors receives from the Management both a risk report and a status report on the financial results of the institution. The risk report provides the Board of Directors with the status of various quantitative risk parameters. In terms of credit risk, such parameters include the credit exposure per consolidated one obligor, the breakdown of assets per credit rating and the composition of the swap book and security portfolios. In terms of interest rate and foreign exchange risk, such indicators include the sensitivity of the fair value of instruments classified as “available for sale”, the treasury gap, the maturity profile of the whole balance sheet and the foreign exchange position. Regarding the liquidity risk, the risk report includes the overall liquidity position and liquidity ratios. The Management also provides the Board of Directors with regular updates on key risk issues and other significant events deemed appropriate or requested.

A review of the major risks which could affect the organization's financials is included in the agenda of every quarterly board meeting. For each category of risk the assessment takes into account the probability of occurrence and the potential impact on the financials. The last assessment of risks by the Board of Directors was performed on December 14, 2012.



The Board of Directors approves the policies regulating the treasury and capital market activities. These policies cover the management of credit risk, market risk and liquidity risk. In this regard, systems and procedures are in place to control and report on the main financial risks. Exposure to credit risk, market risk and liquidity risk is controlled by a system of pre-approved risk limits. Such limits are reviewed and adjusted periodically in light of external developments and experience. Compliance with established limits and policies is monitored by financial controlling and internal auditing which are independent from the units carrying out the transactions. The results of such compliance checks are periodically reviewed by the Management and the Auditors Committee.

EUROFIMA is an end user of derivative financial instruments. It does not perform any trading activities and uses derivative financial instruments solely for hedging market risk exposure. It uses predominantly interest rate and currency swaps. It is not a user of credit derivatives.

*(ii) Credit risk*

Credit risk is the risk of financial loss resulting from a counterparty failing to honor an obligation. Credit risk is the main financial risk in EUROFIMA's operations. It primarily originates from EUROFIMA's core activities, namely borrowing and lending. EUROFIMA is also exposed to a lesser extent to credit risk in its treasury operations through the financial instruments used for investing and managing the liquidity.

EUROFIMA follows a prudent approach towards credit risk. Policies approved by the Board of Directors set out minimum credit quality levels for counterparties on the basis of the ratings attributed to counterparties by the rating agencies. For investment in securities of maturities greater than one year, the minimum rating at the time of purchase is AA-/Aa3 (based on Standard & Poor's and/or Moody's ratings). For instruments maturing in less than one year, a prerequisite minimum rating is A-1/P-1.

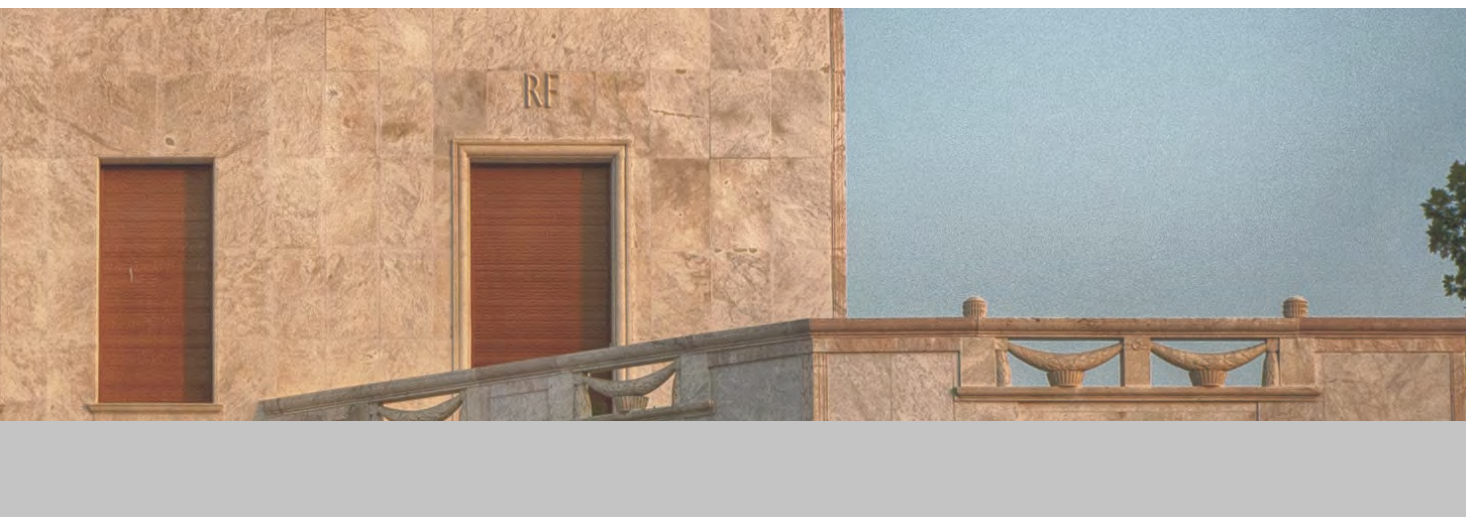
Individual counterparty limits are set and reviewed on a monthly basis by the Management. Credit exposure is reported to the Board of Directors quarterly on a one obligor basis, i.e. the exposure to connected individual counterparties

is consolidated. The breakdown by rating of the financial investments is given in note 8. As at year-end 2012, the principal amount of credit exposure in asset-backed securities amounted to CHF 20.9 million (2011: CHF 55.6 million). All short-term positions under cash and cash equivalents were either rated A-1+/A-1 or P-1. EUROFIMA did not enter into any security lending transaction in 2012.

The estimated net positive replacement value of all interest rate and currency swaps concluded with financial counterparties reached CHF 3 768.3 million as at December 31, 2012 (2011: CHF 4 010.6 million). This decrease was caused by maturing interest rate and currency swaps and by a stronger Swiss franc. In order to reduce the credit exposures of swaps, EUROFIMA has entered into one-way credit support annex (CSA) collateral agreements with various major swap counterparties. Such CSA agreements require that collateral be posted by the swap counterparty once the exposure exceeds a pre-agreed threshold. The total market value of the collateral received by EUROFIMA as at December 31, 2012 reached CHF 2 852.8 million (2011: CHF 2 667.1 million). This increase was driven by lower thresholds. As at year-end 2012, 75.7% of the net positive replacement value of all swaps concluded with financial counterparties was covered by collateral (2011: 66.5%). This collateral consisted exclusively of high quality bonds issued by governments and supnationals. As a rule, swaps are concluded within the contractual framework of International Swaps and Derivatives Association (ISDA) master agreements. In case of insolvency such agreements permit the netting of the obligations arising under all derivative transactions covered by the agreement. All swaps are valued at their net present value and the positions per counterparty are monitored on a daily basis.

The credit risk inherent in the portfolio of equipment financing contracts is reviewed and monitored regularly. The principal amount of equipment financing contracts in non-investment grade or unrated countries increased: based on Standard & Poor's ratings it amounted to CHF 2 198.3 million at year-end 2012 (2011: CHF 1 460.6 million), based on Moody's ratings it added up to CHF 2 129.1 million at year-end 2012 (2011: CHF 2 280.1 million). As at December 31, 2012 all assets were fully performing. A breakdown by rating of the equipment financing contracts is given in note 9.





### *(iii) Market risk*

Market risk includes the risk of incurring losses as a result of adverse fluctuations in exchange rates or interest rates.

EUROFIMA is exposed in its core activities to foreign exchange and interest rate fluctuations primarily from the fact that borrowing operations are often carried out in a currency and with interest rate structures differing from those of the equipment financing contracts. Without hedging this would result in currency and interest rate mismatches between assets and liabilities. The key risk management principle adopted by EUROFIMA is a systematic hedging of such mismatches so that the potential adverse effect of foreign exchange and interest rate fluctuations be reduced to virtually nil. In order to hedge such mismatches EUROFIMA utilizes interest rate and currency swaps. These swaps are used within the ambit of micro-hedging with their cash flows matching those of related assets and liabilities. As a result, the currency and interest rate profile of the borrowings is matched with the profile of equipment financing contracts.

As at year-end 2012, pre-funding for future equipment financing was limited to a maximum amount equivalent to EUR 850 million. Pre-funding allows tapping into the capital markets when borrowing conditions are favourable. Usually, such pre-funding operations are transacted (after swaps) on a variable interest rate basis so that the funds can be warehoused with a minimum interest rate risk until they are needed for lending disbursement.

A residual exposure to market risk arises almost exclusively in the investment of the funded liquidity and equity funds. EUROFIMA applies a framework of limits to control and manage such residual market risk exposure. Maximum exposure limits are set by the Management and the Board of Directors. Compliance with these limits is controlled on a regular basis by financial controlling and internal auditing.

Investments of the funded liquidity and of the equity are exposed to changes in market interest rates. Firstly, the future interest income derived from such investments is influenced by the level of market interest rates prevailing at the time of their investment or reinvestment. Secondly, the institution's net profit and equity (in case of investments classified as "at fair value through profit

or loss" or "available for sale") are also affected by the fluctuations in the fair value of such investments caused by changes in market interest rates and credit spreads. EUROFIMA measures its exposure to interest rate risks through sensitivity analysis. Such an analysis indicates the sensitivity of the fair value of financial instruments classified as "at fair value through profit or loss" and "available for sale" to parallel shifts in all yield curves. Based on the balance sheet as at December 31, 2012 the sensitivity analysis indicates that if all rates rose by 100 basis points the net profit would increase by CHF 0.5 million and the equity would decrease by CHF 27.5 million. Conversely, the net profit would decrease by CHF 0.5 million and the equity would increase by CHF 29.3 million if rates fell by 100 basis points.

The year of 2012 was characterized by a decreasing interest rate environment and the narrowing of credit spreads. This had a positive effect on the total value adjustments reported in the equity for the securities classified as "available for sale", increasing to CHF 30.9 million (2011: CHF 12.0 million).

EUROFIMA measures and manages its foreign exchange risk in terms of the difference between assets and liabilities per currency on a daily basis. It aims at keeping such foreign exchange risk as close as possible to zero. Future net interest income and commission income in foreign currency are not hedged. As at December 31, 2012 the counter value in Swiss francs of all net foreign exchange positions amounted to CHF 1.3 million (2011: CHF 0.3 million).

### *(iv) Liquidity risk*

Liquidity risk is the risk that the company is unable to meet, from available funds, all payment obligations as they fall due.

The main objective of liquidity management is to make sure that EUROFIMA can meet its payment obligations punctually and in full. The planning of liquidity takes into account all known future cash flows, especially the need to service the debts, the disbursements and repayments from the equipment financing contracts as well as the cash flows from the swap portfolio. The projected liquidity position is subject to daily computation and monitoring.



EUROFIMA maintains a pool of liquidity and spreads the maturities of its placements taking into account the forecasted liquidity needs. The pool of liquidity is invested in highly rated debt instruments and placements with credit institutions. According to the treasury policy, a minimum volume of the pool of liquidity has to be invested at all times in securities of sovereign issuers or issuers with an explicit sovereign guarantee.

As at year-end 2012, a committed CHF 300 million repo line was in place with a bank rated AAA/Aaa. Under this repo line EUROFIMA may borrow money by selling specified securities and simultaneously agreeing to buy them back at a later time.

EUROFIMA strives to secure a level of net liquidity that meets its expected liquidity requirements for a period of 12 months. To compute such liquidity requirements a default probability of 100 % is applied to assets below the long-term rating A- or A3 according to Standard and Poor's or Moody's.

As at year-end 2012, total liquid assets, consisting of cash and cash equivalents as well as financial investments, represented 104.4% of the total one year debt service (2011: 73.9 %).

### Capital Management

As at December 31, 2012 the ratio resulting from dividing total equity plus callable share capital by total outstanding borrowings improved to 12.8 % (2011: 11.6 %).

As a supranational institution, EUROFIMA is not subject to regulatory capital requirements. However, the adequacy of the capital base is assessed at each quarterly Board meeting.

The Basel II capital ratio is one of the tools used to estimate the capital requirements for each major risk. The Standardized Approach is adopted to calculate the capital requirement for the credit risk. The Standardized Measurement Method is used to calculate the capital requirement for market risk and the Basic Indicator Approach is adopted to estimate the operational risk charge. As at December 31, 2012 EUROFIMA's estimated total Basel II ratio amounted to 21.0 % (2011: 30.2 %). This development originated primarily in the downgrades of Spain, Italy, and Portugal.

Other tools used to assess the capital adequacy include the application of large exposure and standard leverage ratios. A "large exposure" to a group of related counterparties exists when the exposure, after taking into account collateral posted by counterparties, is equal to or exceeds 10 % of EUROFIMA's sound capital. For this purpose, EUROFIMA considers sound capital to be the sum of the equity plus callable share capital from member States rated AAA or AA. Sovereign risk is excluded for this calculation. As at December 31, 2012 EUROFIMA had no such large exposures on its balance sheet.

One specific element of EUROFIMA's credit backing system also taken into account in the assessment of the capital base is the subsidiary shareholder guarantee. Pursuant to Article 26 of the Statutes, each shareholder guarantees the fulfillment of all equipment financing contracts on a pro rata basis of its participation in EUROFIMA's subscribed share capital and up to a maximum amount equal to its participation in EUROFIMA's share capital. Such shareholder guarantee can only be called where (i) a railway and its member State have not discharged obligations under equipment financing contracts and (ii) the guarantee reserve as stipulated by Article 29 of EUROFIMA's Statutes is not sufficient to cover the loss resulting from such non-payment. As at December 31, 2012 taking into account only shareholders from member States rated AAA or AA, the shareholder guarantee amounted to CHF 1.9 billion based on the ratings of both Standard & Poor's and Moody's.

The sound share capital (equity plus callable share capital from member States rated AAA or AA) plus the shareholder guarantee corresponded to 17.5 % (2011: 16.8 %) and 17.3 % (2011: 15.8 %) of total outstanding borrowings respectively.

**Note 3: Net interest income**

|  | <b>2012</b>           | 2011                  |
|--|-----------------------|-----------------------|
| Cash and cash equivalents                        | 4 112 033             | 7 538 086             |
| Financial investments                            | 36 334 355            | 44 897 745            |
| Placements with credit institutions              | 527 719               | 2 850 953             |
| Debt securities                                  | 34 906 990            | 39 858 652            |
| Other  | 899 646               | 2 188 140             |
| Equipment financing contracts                    | 529 958 846           | 686 418 200           |
| Derivative financial instruments                 | 696 466 096           | 661 473 087           |
| Other interest income                            | 0                     | 0                     |
| <b>Total interest and similar income</b>         | <b>1 266 871 329</b>  | <b>1 400 327 118</b>  |
| Amounts due to credit institutions and customers | -68 394 332           | -73 720 077           |
| Debt evidenced by certificates                   | -1 017 922 320        | -1 057 437 379        |
| Senior borrowings                                | -963 996 562          | -1 006 160 685        |
| Other debts evidenced by certificates            | -53 925 758           | -51 276 693           |
| Derivative financial instruments                 | -153 273 140          | -237 847 380          |
| Other interest expenses                          | -261 636              | -36 972               |
| <b>Total interest and similar charges</b>        | <b>-1 239 851 429</b> | <b>-1 369 041 807</b> |

**Note 4: Commission income and fees received and commission expenses and fees paid**

|  | <b>2012</b>       | 2011              |
|--|-------------------|-------------------|
| Commission on equipment financing contracts  | 16 003 781        | 16 464 190        |
| Upfront fees   | 225 000           | 594 307           |
| Commission on lending of securities  | 0                 | 0                 |
| Commission expenses and fees paid  | -1 435 289        | -1 062 447        |
| <b>Total commission income and fees received and commission expenses and fees paid</b> | <b>14 793 492</b> | <b>15 996 050</b> |



**Note 5: Net profit on financial operations**

|  | 2012           | 2011             |
|--|----------------|------------------|
| Realized gains / losses on financial instruments   | 2 995 914      | -380 043         |
| Unrealized gains / losses on financial instruments | -2 464 211     | 2 584 571        |
| Other  | 44 498         | 12 075           |
| <b>Total net profit on financial operations</b>    | <b>576 202</b> | <b>2 216 603</b> |

**Note 6: General administrative expenses**

|   | 2012              | 2011              |
|---|-------------------|-------------------|
| Personnel costs                                       | -5 016 882        | -4 712 167        |
| Social security and pension costs                     | -1 425 390        | -1 384 688        |
| Office premises costs                                 | -142 079          | -101 894          |
| Other general administrative expenses                 | -1 874 759        | -2 496 098        |
| Cost coverage, rental and other administrative income | 17 086            | 20 574            |
| <b>Total general administrative expenses</b>          | <b>-8 442 025</b> | <b>-8 674 273</b> |

As at December 31, 2012 EUROFIMA had 31 employees in permanent positions, comprising 5 women and 26 men, representing 7 nationalities. The average age of EUROFIMA's employees was 46.8 years and the average length of service was 10.8 years.

The item "Other general administrative expenses" includes in its majority IT related expenses, legal counsel fees, representation expenses and independent auditors fees.

**Amounts paid to the independent auditors**

|                        | 2012           | 2011           |
|------------------------|----------------|----------------|
| Audit fees             | 184 500        | 183 500        |
| Audit-related services | 22 170         | 0              |
| <b>Total</b>           | <b>206 670</b> | <b>183 500</b> |

**Note 7: Impairment charge**

|                                | 2012     | 2011     |
|--------------------------------|----------|----------|
| Impairment charge              | 0        | 0        |
| Reversals of impairment        | 0        | 0        |
| <b>Total impairment charge</b> | <b>0</b> | <b>0</b> |



### Note 8: Financial investments

The financial investments are shown with their long-term rating. If a specific rating is not available, the issuer or the guarantor rating is applied, whichever is better.

EUROFIMA groups the Standard & Poor's ratings as follows: AAA, AA for ratings from AA+ to AA-, A for ratings from A+ to A-, BBB for ratings from BBB+ to BBB-, and <BBB for ratings below BBB-.

EUROFIMA groups the Moody's ratings as follows: Aaa, Aa for ratings from Aa1 to Aa3, A for ratings from A1 to A3, Baa for ratings from Baa1 to Baa3, and <Baa for ratings below Baa3.

#### Placements with credit institutions

| Standard & Poor's ratings | December 31, 2012  | December 31, 2011 | Moody's ratings | December 31, 2012  | December 31, 2011 |
|---------------------------|--------------------|-------------------|-----------------|--------------------|-------------------|
| AAA                       | 0                  | 0                 | Aaa             | 0                  | 77 989 390        |
| AA                        | 50 001 167         | 85 915 454        | Aa              | 57 244 998         | 7 926 064         |
| A                         | 15 748 907         | 0                 | A               | 15 748 907         | 0                 |
| BBB                       | 0                  | 0                 | Baa             | 0                  | 0                 |
| <BBB                      | 0                  | 0                 | <Baa            | 0                  | 0                 |
| not rated                 | 57 244 998         | 0                 | not rated       | 50 001 167         | 0                 |
| <b>Total</b>              | <b>122 995 072</b> | <b>85 915 454</b> | <b>Total</b>    | <b>122 995 072</b> | <b>85 915 454</b> |

#### Debt securities – bonds

| Standard & Poor's ratings | December 31, 2012    | December 31, 2011    | Moody's ratings | December 31, 2012    | December 31, 2011    |
|---------------------------|----------------------|----------------------|-----------------|----------------------|----------------------|
| AAA                       | 1 119 797 977        | 1 323 723 612        | Aaa             | 1 533 220 724        | 1 482 650 587        |
| AA                        | 555 478 495          | 186 823 377          | Aa              | 259 530 157          | 189 680 523          |
| A                         | 52 065 415           | 44 917 967           | A               | 99 216 249           | 47 293 530           |
| BBB                       | 6 328 089            | 0                    | Baa             | 6 328 089            | 0                    |
| <BBB                      | 0                    | 0                    | <Baa            | 0                    | 0                    |
| not rated                 | 197 376 988          | 187 090 877          | not rated       | 32 751 746           | 22 931 192           |
| <b>Total</b>              | <b>1 931 046 965</b> | <b>1 742 555 831</b> | <b>Total</b>    | <b>1 931 046 965</b> | <b>1 742 555 831</b> |

#### Debt securities - commercial paper and treasury bills

| Standard & Poor's ratings | December 31, 2012  | December 31, 2011  | Moody's ratings | December 31, 2012  | December 31, 2011  |
|---------------------------|--------------------|--------------------|-----------------|--------------------|--------------------|
| AAA                       | 271 327 437        | 38 407 812         | Aaa             | 271 327 437        | 38 407 812         |
| AA                        | 249 342 408        | 127 463 825        | Aa              | 246 565 595        | 320 770 157        |
| A                         | 0                  | 193 306 332        | A               | 2 776 813          | 0                  |
| BBB                       | 0                  | 0                  | Baa             | 0                  | 0                  |
| <BBB                      | 0                  | 0                  | <Baa            | 0                  | 0                  |
| not rated                 | 0                  | 0                  | not rated       | 0                  | 0                  |
| <b>Total</b>              | <b>520 669 845</b> | <b>359 177 969</b> | <b>Total</b>    | <b>520 669 845</b> | <b>359 177 969</b> |



**Other financial investments**

| Standard & Poor's ratings | December 31, 2012 | December 31, 2011  | Moody's ratings | December 31, 2012 | December 31, 2011  |
|---------------------------|-------------------|--------------------|-----------------|-------------------|--------------------|
| AAA                       | 0                 | 0                  | Aaa             | 0                 | 0                  |
| AA                        | 0                 | 108 736 912        | Aa              | 0                 | 108 736 912        |
| A                         | 0                 | 0                  | A               | 0                 | 0                  |
| BBB                       | 0                 | 0                  | Baa             | 0                 | 0                  |
| <BBB                      | 0                 | 0                  | <Baa            | 0                 | 0                  |
| not rated                 | 0                 | 0                  | not rated       | 0                 | 0                  |
| <b>Total</b>              | <b>0</b>          | <b>108 736 912</b> | <b>Total</b>    | <b>0</b>          | <b>108 736 912</b> |

**Financial investments neither rated by Standard & Poor's nor Moody's**

|   | December 31, 2012 | December 31, 2011 |
|---|-------------------|-------------------|
| Placements with credit institutions                   | 0                 | 0                 |
| Debt securities – bonds                               | 22 734 090        | 22 931 192        |
| Debt securities – commercial paper and treasury bills | 0                 | 0                 |
| Other financial investments                           | 0                 | 0                 |
| <b>Total</b>  | <b>22 734 090</b> | <b>22 931 192</b> |

As at December 31, 2012 financial investments neither rated by Standard & Poor's nor Moody's consisted of three securities issued by Swiss cantons and a Swiss city. These securities were rated AAA or AA+ by Zürcher Kantonalbank.

**Classification of debt securities**

|   | December 31, 2012    | December 31, 2011    |
|---|----------------------|----------------------|
| Debt securities classified as financial assets at fair value through profit or loss | 794 005 331          | 559 829 858          |
| Debt securities classified as available for sale                                    | 1 293 920 668        | 1 176 750 867        |
| Debt securities classified as held to maturity                                      | 363 790 811          | 360 117 377          |
| Debt securities classified as loans and receivables                                 | 0                    | 5 035 699            |
| <b>Total debt securities</b>  | <b>2 451 716 810</b> | <b>2 101 733 801</b> |

No financial asset classified as held to maturity was sold.

**Available-for-sale investments**

|                                  | 2012                 | 2011                 |
|----------------------------------|----------------------|----------------------|
| <b>Balance at January 1,</b>     | 1 176 750 867        | 1 374 320 978        |
| Difference to principal          | -30 813 431          | -34 014 258          |
| <b>Principal at January 1,</b>   | 1 145 937 436        | 1 340 306 721        |
| Exchange rate difference         | -10 927 643          | -20 456 278          |
| Additions (gross)                | 447 402 935          | 293 918 112          |
| Sales (gross)                    | -109 451 153         | -282 773 290         |
| Redemptions (gross)              | -228 653 929         | -185 057 829         |
| <b>Principal at December 31,</b> | 1 244 307 645        | 1 145 937 436        |
| Difference to book value         | 49 613 023           | 30 813 431           |
| <b>Balance at December 31,</b>   | <b>1 293 920 668</b> | <b>1 176 750 867</b> |



### Note 9: Equipment financing contracts

The equipment financing contracts were concluded exclusively with shareholders or their guaranteed affiliates.

#### Ratings

The equipment financing contracts are shown with the long-term rating of the respective member State.

EUROFIMA groups the Standard & Poor's ratings as follows: AAA, AA for ratings from AA+ to AA-, A for ratings from A+ to A-, BBB for ratings from BBB+ to BBB-, and <BBB for ratings below BBB-.

EUROFIMA groups the Moody's ratings as follows: Aaa, Aa for ratings from Aa1 to Aa3, A for ratings from A1 to A3, Baa for ratings from Baa1 to Baa3, and <Baa for ratings below Baa3.

| Standard & Poor's ratings | December 31, 2012     | December 31, 2011     | Moody's ratings | December 31, 2012     | December 31, 2011     |
|---------------------------|-----------------------|-----------------------|-----------------|-----------------------|-----------------------|
| AAA                       | 4 845 834 721         | 11 867 808 437        | Aaa             | 7 841 438 833         | 11 867 808 437        |
| AA                        | 7 862 686 984         | 6 953 387 310         | Aa              | 4 667 841 042         | 3 381 319 730         |
| A                         | 403 989 201           | 4 312 273 717         | A               | 344 125 356           | 7 884 341 297         |
| BBB                       | 7 137 888 872         | 947 627 695           | Baa             | 7 470 364 357         | 110 881 342           |
| <BBB                      | 2 290 350 668         | 1 518 638 328         | <Baa            | 2 077 281 208         | 2 227 694 008         |
| not rated                 | 0                     | 0                     | not rated       | 139 699 651           | 127 690 674           |
| <b>Total</b>              | <b>22 540 750 446</b> | <b>25 599 735 488</b> | <b>Total</b>    | <b>22 540 750 446</b> | <b>25 599 735 488</b> |

#### Classification of equipment financing contracts

|   | December 31, 2012     | December 31, 2011     |
|---|-----------------------|-----------------------|
| Equipment financing contracts classified as financial assets at fair value through profit or loss | 21 965 622 037        | 24 620 776 461        |
| Equipment financing contracts classified as loans and receivables                                 | 575 128 409           | 978 959 027           |
| Equipment financing contracts past due  | 0                     | 0                     |
| <b>Total equipment financing contracts</b>  | <b>22 540 750 446</b> | <b>25 599 735 488</b> |

#### Currency distribution

| Currency                 | Equipment financing contracts at December 31, 2012 |                       |         | Equipment financing contracts at December 31, 2011 |                       |         |
|--------------------------|--|-----------------------|---------|--|-----------------------|---------|
|                          | Principal in currency units                        | Principal in CHF      | %       | Principal in currency units                        | Principal in CHF      | %       |
| CHF                      | 2 936 700 329                                      | 2 936 700 329         | 14.2 %  | 3 161 541 129                                      | 3 161 541 129         | 13.4 %  |
| EUR                      | 13 548 362 414                                     | 16 355 583 107        | 79.3 %  | 14 689 727 367                                     | 17 856 832 588        | 75.7 %  |
| SEK                      | 1 625 064 842                                      | 228 592 202           | 1.1 %   | 2 651 354 154                                      | 361 645 659           | 1.5 %   |
| USD                      | 1 216 711 304                                      | 1 113 243 812         | 5.4 %   | 2 367 136 065                                      | 2 223 889 482         | 9.4 %   |
| <b>Total principal</b>   |  | <b>20 634 119 450</b> | 100.0 % |  | <b>23 603 908 858</b> | 100.0 % |
| Difference to book value |  | 1 906 630 996         |         |  | 1 995 826 630         |         |
| <b>Total book value</b>  |  | <b>22 540 750 446</b> |         |  | <b>25 599 735 488</b> |         |



### Distribution of equipment financing contracts

| Member State             | Railway/<br>Company       | Principal at<br>January 1, 2012 | Exchange rate<br>difference / currency<br>change difference |  | Financing            | Redemptions           | Principal at<br>December 31, 2012 |                |
|--------------------------|---------------------------|---------------------------------|---|--|----------------------|-----------------------|-----------------------------------|----------------|
|                          |                           |                                 |   |  |                      |                       | CHF                               | %              |
| Germany <sup>(1)</sup>   | DB AG <sup>(1)</sup>      | 1 401 586 800                   | -9 685 200  |  | 0                    | -523 924 800          | 867 976 800                       | 4.2 %          |
| France <sup>(1)</sup>    | SNCF <sup>(1)</sup>       | 2 122 692 171                   | -31 042 536   |  | 134 330 740          | -772 907 242          | 1 453 073 133                     | 7.0 %          |
| Italy                    | FS <sup>(2)</sup>         | 4 144 264 560                   | -28 077 840   |  | 0                    | 0                     | 4 116 186 720                     | 19.9 %         |
| Belgium                  | SNCB                      | 2 762 304 671                   | -25 201 799   |  | 117 414 003          | -475 761 190          | 2 378 755 685                     | 11.5 %         |
| Netherlands              | NS                        | 571 511 040                     | -5 428 625  |  | 717 837 986          | -729 165 774          | 554 754 627                       | 2.7 %          |
| Spain                    | RENFE                     | 2 887 909 211                   | -19 955 937   |  | 0                    | -145 108 362          | 2 722 844 912                     | 13.2 %         |
| Switzerland              | SBB <sup>(2)</sup>        | 3 182 547 117                   | -10 827 997   |  | 54 000 000           | -570 226 187          | 2 655 492 933                     | 12.9 %         |
| Serbia                   | ŽS                        | 121 340 800                     | 0   |  | 31 159 200           | -17 000 000           | 135 500 000                       | 0.7 %          |
| Sweden                   | SWEDISH STATE<br>RAILWAYS | 126 054 392                     | 3 942 565   |  | 0                    | -129 996 956          | 0                                 | 0.0 %          |
| Luxembourg               | CFL                       | 203 249 842                     | 2 030 644   |  | 0                    | -4 598 945            | 200 681 542                       | 1.0 %          |
| Austria                  | ÖBB                       | 3 118 048 100                   | -26 220 570   |  | 7 243 200            | -329 008 756          | 2 770 061 974                     | 13.4 %         |
| Portugal                 | CP                        | 819 533 208                     | -5 663 112  |  | 0                    | -106 233 600          | 707 636 496                       | 3.4 %          |
| Hungary                  | MÁV                       | 284 817 511                     | -1 968 137  |  | 0                    | 0                     | 282 849 374 <sup>(3)</sup>        | 1.4 %          |
| Czech Republic           | ČD                        | 200 571 569                     | -1 385 983  |  | 0                    | 0                     | 199 185 586                       | 1.0 %          |
| Slovakia                 | ŽSSK                      | 154 320 420                     | -1 066 380  |  | 0                    | -8 744 474            | 144 509 566                       | 0.7 %          |
| Greece                   | OSE                       | 1 018 514 772                   | -7 038 108  |  | 0                    | -39 837 600           | 971 639 064                       | 4.7 %          |
| Croatia                  | HŽ                        | 69 580 440                      | -377 160  |  | 0                    | 0                     | 69 203 280 <sup>(4)</sup>         | 0.3 %          |
| Slovenia                 | SŽ                        | 255 533 468                     | -1 293 600  |  | 0                    | 0                     | 254 239 868                       | 1.2 %          |
| Bulgaria                 | BDZ                       | 36 468 000                      | -252 000  |  | 0                    | 0                     | 36 216 000                        | 0.2 %          |
| FYR Macedonia            | MŽT                       | 2 917 440                       | -20 160   |  | 0                    | -1 448 640            | 1 448 640                         | 0.0 %          |
| Montenegro               | ŽPCG                      | 33 000 000                      | 0   |  | 0                    | -3 000 000            | 30 000 000 <sup>(5)</sup>         | 0.1 %          |
| Denmark                  | DSB                       | 87 143 325                      | -602 175  |  | 0                    | -4 677 900            | 81 863 250                        | 0.4 %          |
| <b>Total principal</b>   |                           | <b>23 603 908 858</b>           | <b>-170 134 111</b>   |  | <b>1 061 985 129</b> | <b>-3 861 640 426</b> | <b>20 634 119 450</b>             | <b>100.0 %</b> |
| Difference to book value |                           | 1 995 826 630                   |   |  |                      |                       | 1 906 630 996                     |                |
| <b>Total book value</b>  |                           | <b>25 599 735 488</b>           |   |  |                      |                       | <b>22 540 750 446</b>             |                |

(1) Germany and France hold 22.6 % of EUROFIMA's share capital each through their fully owned state railways DB AG and SNCF and are thus related parties together with their railways

(2) The contracts of Cisalpino AG, with a principal of 284 million as at January 1, 2012, were assumed by FS and SBB respectively

(3) 73 million of which assumed by Hungary

(4) 39 million of which assumed by Croatia

(5) 30 million assumed by Montenegro





**Note 10: Derivative financial instruments – assets**

|   | <b>December 31, 2012</b> | December 31, 2011    |
|---|--------------------------|----------------------|
| Derivative financial instruments with positive fair value included in assets: |                          |                      |
| Forex forward   | 4 958                    | 15 007               |
| Forex swap  | 585 791                  | 12 645 100           |
| Forex swap forward  | 387 983                  | 317 464              |
| Cross currency swap   | 3 857 131 686            | 4 246 736 007        |
| Interest rate swap  | 698 543 635              | 655 833 170          |
| Other   | 0                        | 92 372               |
| <b>Total book value</b>   | <b>4 556 654 053</b>     | <b>4 915 639 120</b> |

The item "Other" includes transactions which were traded with a forward period and not settled at year end.

Derivative financial instruments are carried at fair value in the balance sheet net per contract. Derivative financial instruments with a negative net fair value are reported under liabilities.

**Note 11: Accrued income and prepaid expenses**

|  | <b>December 31, 2012</b> | December 31, 2011 |
|--|--------------------------|-------------------|
| Commissions on equipment financing contracts     | 6 126 603                | 6 300 837         |
| Other accrued income and prepaid expenses        | 0                        | 4 479             |
| <b>Total accrued income and prepaid expenses</b> | <b>6 126 603</b>         | <b>6 305 316</b>  |

**Note 12: Fixed assets**

The fixed assets mainly cover the premises of EUROFIMA "Ritterhof" at Rittergasse 20 in Basel, with a fire insurance value at January 1, 2013 of CHF 13 106 000, and capitalized investments in hard- and software.



**Note 13: Amounts due to credit institutions and customers**

|   | <b>2012</b>                   | 2011                          |
|---|-------------------------------|-------------------------------|
| <b>Balance at January 1,</b>                              | 2 913 683 698                 | 2 457 405 745                 |
| Difference to principal                                   | -469 068 103                  | -346 021 886                  |
| <b>Principal at January 1,</b>                            | 2 444 615 595                 | 2 111 383 859                 |
| Exchange rate difference                                  | -137 276 365                  | 51 543 948                    |
| Financing during the year                                 | 550 376 144                   | 592 073 975                   |
| Redemptions during the year                               | -1 131 993 533                | -310 386 188                  |
| <b>Principal at December 31,</b>                          | 1 725 721 840                 | 2 444 615 595                 |
| Difference to book value                                  | 459 532 654                   | 469 068 103                   |
| <b>Balance at December 31,</b>                            | <b>2 185 254 494</b>          | <b>2 913 683 698</b>          |
| The structure according to the maturities was as follows: | <b>December 31, 2012</b>      | December 31, 2011             |
| - less than 1 year  | -15 618 485    -1 %           | 603 496 926    25 %           |
| - from 1 to 5 years                                       | 215 477 430    12 %           | 58 879 230     2 %            |
| - more than 5 years                                       | 1 525 862 894    88 %         | 1 782 239 439    73 %         |
| <b>Total principal</b>                                    | <b>1 725 721 840    100 %</b> | <b>2 444 615 595    100 %</b> |

The maturity structure allocates the outstanding principal of each deal according to its settlement dates.

The book value of amounts due to shareholders included in this item amounted to CHF 826 000 467 as at December 31, 2012.

The book value of amounts due to credit institutions and customers payable on demand was CHF 0 as at December 31, 2012.



**Note 14: Debts evidenced by certificates**

**Classification of debts evidenced by certificates**

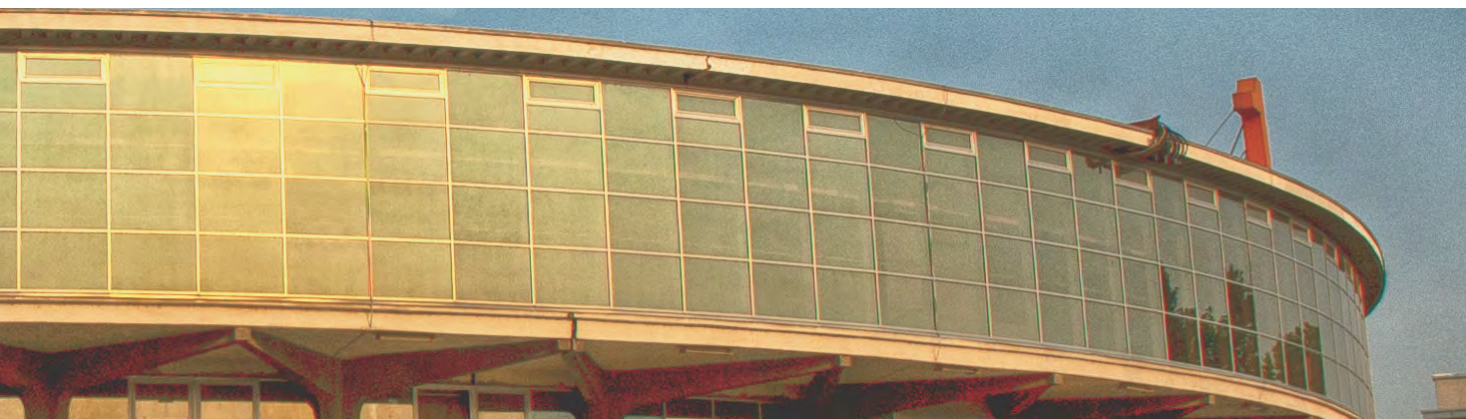
|   | <b>December 31, 2012</b> | December 31, 2011     |                       |       |
|---|--------------------------|-----------------------|-----------------------|-------|
| Debts evidenced by certificates designated at fair value through profit or loss | 25 400 455 643           | 26 957 814 008        |                       |       |
| Debts evidenced by certificates measured at amortized cost                      | 725 653 199              | 789 227 418           |                       |       |
| <b>Total debts evidenced by certificates</b>                                    | <b>26 126 108 842</b>    | <b>27 747 041 426</b> |                       |       |
|   | <b>2012</b>              | 2011                  |                       |       |
| <b>Balance at January 1,</b>  | 27 747 041 426           | 27 918 650 643        |                       |       |
| Difference to principal   | -2 890 340 113           | -1 884 474 933        |                       |       |
| <b>Principal at January 1,</b>  | 24 856 701 313           | 26 034 175 711        |                       |       |
| Exchange rate difference  | -275 323 341             | -72 281 572           |                       |       |
| Financing during the year   | 2 703 024 701            | 3 355 654 280         |                       |       |
| Redemptions during the year   | -4 242 654 145           | -4 460 847 105        |                       |       |
| <b>Principal at December 31,</b>  | 23 041 748 528           | 24 856 701 313        |                       |       |
| Difference to book value  | 3 084 360 314            | 2 890 340 113         |                       |       |
| <b>Balance at December 31,</b>  | <b>26 126 108 842</b>    | <b>27 747 041 426</b> |                       |       |
| The structure according to the maturities was as follows:                       | <b>December 31, 2012</b> | December 31, 2011     |                       |       |
| - less than 1 year  | 2 793 620 477            | 12 %                  | 3 216 467 029         | 13 %  |
| - from 1 to 5 years   | 9 881 324 157            | 43 %                  | 10 121 994 450        | 41 %  |
| - more than 5 years   | 10 366 803 893           | 45 %                  | 11 518 239 835        | 46 %  |
| <b>Total principal</b>  | <b>23 041 748 528</b>    | 100 %                 | <b>24 856 701 313</b> | 100 % |

The maturity structure allocates the outstanding principal of each deal according to its settlement dates.



**Listed bond issues**

| Maturity   | Interest rate in % | Year of issuance |     | Principal in currency units at<br>December 31, 2012 | Book value in currency units at<br>December 31, 2012 |
|------------|--------------------|------------------|-----|---|--|
| <b>AUD</b> |                    |                  |     |   |  |
| 28.01.2014 | 6                  | 2004             | (1) | 1 300 000 000                                       | 1 365 487 126  |
| 29.07.2015 | 5.625              | 2005             | (1) | 225 000 000   | 245 122 905  |
| 24.10.2016 | 5.625              | 2005             | (1) | 1 100 000 000                                       | 1 209 133 968  |
| 28.12.2018 | 6.25               | 2003             | (1) | 1 650 000 000                                       | 1 902 187 989  |
| 30.06.2020 | 5.5                | 2005             | (1) | 750 000 000   | 844 410 169  |
| 30.03.2022 | 6                  | 2007             | (1) | 200 000 000   | 238 230 629  |
| <b>CAD</b> |                    |                  |     |   |  |
| 12.05.2014 | 4.875              | 2004             | (1) | 100 000 000   | 107 265 217  |
| 13.12.2019 | 5.15               | 2004             | (1) | 250 000 000   | 303 703 300  |
| 30.03.2027 | 4.55               | 2007             | (1) | 300 000 000   | 376 963 414  |
| <b>CHF</b> |                    |                  |     |   |  |
| 19.06.2015 | 2.75               | 2003             |     | 565 000 000   | 610 648 532  |
| 15.06.2016 | 2.25               | 2005             |     | 350 000 000   | 379 774 603  |
| 10.11.2017 | 2.125              | 2009             |     | 270 000 000   | 294 506 192  |
| 28.12.2018 | 3.25               | 2003             |     | 450 000 000   | 524 665 851  |
| 03.08.2020 | 2.375              | 2005             |     | 595 000 000   | 648 728 036  |
| 29.12.2020 | 3.375              | 2004             |     | 365 000 000   | 441 134 195  |
| 22.05.2024 | 3                  | 2007             |     | 600 000 000   | 739 509 795  |
| 15.05.2026 | 3                  | 2006             |     | 1 000 000 000                                       | 1 249 747 045  |
| 04.02.2030 | 2.875              | 2005             |     | 450 000 000   | 570 530 031  |
| <b>EUR</b> |                    |                  |     |   |  |
| 16.12.2013 | FRN                | 2011             | (1) | 120 000 000   | 120 402 511  |
| 18.11.2014 | 11                 | 1994             | (2) | 120 202 400   | 145 650 790  |
| 03.11.2015 | 10.68              | 1995             | (2) | 120 202 000   | 156 843 850  |
| 23.12.2015 | FRN                | 2011             | (1) | 125 000 000   | 125 688 054  |
| 05.11.2018 | FRN                | 2010             | (1) | 32 500 000  | 33 022 923   |
| 21.10.2019 | 4.375              | 2004             | (1) | 650 000 000   | 796 617 432  |
| 28.11.2019 | 2.73               | 2011             | (1) | 6 800 000   | 6 873 027  |
| 23.11.2020 | 3                  | 2010             | (1) | 40 000 000  | 45 382 040   |
| 27.10.2021 | 4                  | 2009             | (1) | 1 000 000 000                                       | 1 225 166 656  |
| 15.11.2022 | 3.125              | 2010             | (1) | 800 000 000   | 920 686 919  |
| 28.07.2023 | 3.25               | 2010             | (1) | 50 000 000  | 58 782 677   |



| Maturity                                 | Interest rate in % | Year of issuance |     | Principal in currency units at<br>December 31, 2012 | Book value in currency units at<br>December 31, 2012 |
|--|--------------------|------------------|-----|---|--|
| <b>GBP</b>                               |                    |                  |     |   |  |
| 11.02.2013                               | 4.375              | 2003             | (1) | 100 000 000   | 104 314 994  |
| 14.10.2014                               | 6.125              | 1999             | (1) | 265 000 000   | 293 519 223  |
| 07.06.2032                               | 5.5                | 2001             | (1) | 150 000 000   | 220 259 297  |
| <b>JPY</b>                               |                    |                  |     |   |  |
| 16.12.2013                               | FRN                | 2011             | (1) | 3 200 000 000                                       | 3 200 513 532  |
| <b>NZD</b>                               |                    |                  |     |   |  |
| 22.05.2013                               | 7.125              | 2008             | (1) | 275 000 000   | 281 638 792  |
| <b>USD</b>                               |                    |                  |     |   |  |
| 28.05.2013                               | 1.875              | 2010             | (1) | 1 000 000 000                                       | 1 017 026 843  |
| 05.09.2013                               | 4.25               | 2008             | (1) | 1 000 000 000                                       | 1 038 019 838  |
| 04.02.2014                               | 4.25               | 2004             | (1) | 1 000 000 000                                       | 1 075 831 865  |
| 24.02.2014                               | FRN                | 2012             | (1) | 100 000 000   | 100 611 085  |
| 06.03.2015                               | 4.5                | 2005             | (1) | 1 000 000 000                                       | 1 125 393 867  |
| 27.03.2015                               | FRN                | 2012             | (1) | 750 000 000   | 755 167 683  |
| 07.04.2016                               | 5.25               | 2006             | (1) | 1 000 000 000                                       | 1 191 172 637  |
| 03.04.2017                               | 5                  | 2007             | (1) | 1 000 000 000                                       | 1 218 100 444  |
| <b>Total listed bond issues (in CHF)</b> |                    |                  |     | <b>21 174 155 085</b>                               | <b>24 125 880 004</b>                                |

(1) Issued under the Programme for the Issuance of Debt Instruments

(2) Redenominated



**Other debts evidenced by certificates**

|  | <b>Book value at<br/>December 31, 2012</b> | Book value at<br>December 31, 2011 |
|--|--|------------------------------------|
| Unlisted stand-alone issues  | 492 645 324                                | 553 115 251                        |
| Unlisted issues under the Programme for the Issuance of Debt Instruments | 1 205 705 366                              | 1 340 051 673                      |
| Commercial paper   | 301 878 148                                | 468 166 477                        |
| <b>Total other debts evidenced by certificates</b>                       | <b>2 000 228 838</b>                       | <b>2 361 333 402</b>               |

**Note 15: Derivative financial instruments – liabilities**

|  | <b>December 31, 2012</b> | December 31, 2011    |
|--|--------------------------|----------------------|
| Derivative financial instruments with negative fair value included in liabilities: |                          |                      |
| Forex forward  | 8 255                    | 14 729               |
| Forex swap   | 2 032 351                | 448 462              |
| Forex swap forward   | 584 196                  | 0                    |
| Cross currency swap  | 1 177 570 678            | 2 003 514 284        |
| Interest rate swap   | 264 901 243              | 198 730 124          |
| Other  | 359 566                  | 420 205              |
| <b>Total book value</b>  | <b>1 445 456 289</b>     | <b>2 203 127 803</b> |

The item "Other" includes transactions which were traded with a forward period and not settled at year end.

Derivative financial instruments are carried at fair value in the balance sheet net per contract. Derivative financial instruments with a positive net fair value are reported under assets.

**Note 16: Accrued expenses and deferred income**

|   | <b>December 31, 2012</b> | December 31, 2011 |
|---|--------------------------|-------------------|
| Accrued general administrative expenses           | 719 090                  | 647 119           |
| Other accrued expenses and deferred income        | 0                        | 0                 |
| <b>Total accrued expenses and deferred income</b> | <b>719 090</b>           | <b>647 119</b>    |

**Note 17: Statutory reserves**

|                                 | <b>December 31, 2012</b> | December 31, 2011  |
|---------------------------------|--------------------------|--------------------|
| Ordinary reserve                | 71 244 000               | 69 214 000         |
| Guarantee reserve               | 590 500 000              | 556 000 000        |
| <b>Total statutory reserves</b> | <b>661 744 000</b>       | <b>625 214 000</b> |

According to Article 29 of the Statutes 5 % of the annual profit is to be allocated to the ordinary reserve until the ordinary reserve has reached 20 % of the paid-in share capital.

**Note 18: Other comprehensive income – available-for-sale financial assets**

|   | <b>2012</b>       | 2011           |
|---|-------------------|----------------|
| Changes in fair value during the financial year                               | 21 865 596        | 3 626 737      |
| Realized net gains transferred to the income statement                        | –2 930 575        | –3 663 758     |
| <b>Total other comprehensive income – available-for-sale financial assets</b> | <b>18 935 021</b> | <b>–37 021</b> |

**Note 19: Maturity profile**

(all amounts in million CHF)

| <b>December 31, 2012</b>                            | 0-3<br>months | 3-6<br>months | 6-12<br>months | 1-5<br>years  | 5-10<br>years | More than<br>10 years | Undefined    | Total         | Difference to<br>book value | Book<br>value |
|---|---------------|---------------|----------------|---------------|---------------|-----------------------|--------------|---------------|-----------------------------|---------------|
| <b>Assets</b>                                       |               |               |                |               |               |                       |              |               |                             |               |
| Cash and cash equivalents                           | 1 408         | 0             | 0              | 0             | 0             | 0                     | 211          | 1 618         | 0                           | 1 618         |
| Financial investments                               | 402           | 478           | 92             | 1 249         | 408           | 35                    | 0            | 2 664         | -90                         | 2 575         |
| Placements with credit<br>institutions              | 116           | 7             | 0              | 0             | 0             | 0                     | 0            | 123           | 0                           | 123           |
| Debt securities                                     | 285           | 471           | 92             | 1 249         | 408           | 35                    | 0            | 2 541         | -90                         | 2 452         |
| Other   | 0             | 0             | 0              | 0             | 0             | 0                     | 0            | 0             | 0                           | 0             |
| Equipment financing contracts                       | 358           | 301           | 1 064          | 9 281         | 8 706         | 4 932                 | 0            | 24 642        | -2 101                      | 22 541        |
| Derivative financial instruments                    | 74            | 336           | 488            | 2 476         | 1 309         | 532                   | 0            | 5 215         | -658                        | 4 557         |
| Other assets  | 0             | 0             | 0              | 0             | 0             | 0                     | 4            | 4             | 0                           | 4             |
| Accrued income and prepaid expenses                 | 2             | 3             | 10             | 51            | 38            | 7                     | 0            | 111           | -105                        | 6             |
| Fixed assets  | 0             | 0             | 0              | 0             | 0             | 0                     | 8            | 8             | 0                           | 8             |
| <b>Total assets</b>                                 | <b>2 243</b>  | <b>1 118</b>  | <b>1 654</b>   | <b>13 057</b> | <b>10 461</b> | <b>5 506</b>          | <b>223</b>   | <b>34 262</b> | <b>-2 954</b>               | <b>31 308</b> |
| <b>Liabilities</b>                                  |               |               |                |               |               |                       |              |               |                             |               |
| Amounts due to credit institutions<br>and customers | 20            | 12            | 15             | 476           | 1 083         | 814                   | 0            | 2 421         | -236                        | 2 185         |
| Debts evidenced by certificates                     | 672           | 1 500         | 1 563          | 12 448        | 8 713         | 3 407                 | 0            | 28 303        | -2 177                      | 26 126        |
| Senior borrowings                                   | 286           | 1 447         | 1 524          | 11 502        | 8 385         | 3 049                 | 0            | 26 193        | -2 067                      | 24 126        |
| Other debts evidenced<br>by certificates            | 386           | 53            | 39             | 946           | 328           | 358                   | 0            | 2 109         | -109                        | 2 000         |
| Derivative financial instruments                    | 99            | 127           | 112            | -154          | 355           | 1 261                 | 0            | 1 799         | -354                        | 1 445         |
| Other liabilities                                   | 0             | 1             | 0              | 0             | 0             | 0                     | 17           | 18            | 0                           | 18            |
| Accrued expenses and deferred income                | 0             | 0             | 0              | 0             | 0             | 0                     | 1            | 1             | 0                           | 1             |
| Equity  | 0             | 0             | 0              | 0             | 0             | 0                     | 1 533        | 1 533         | 0                           | 1 533         |
| <b>Total liabilities and equity</b>                 | <b>791</b>    | <b>1 640</b>  | <b>1 691</b>   | <b>12 770</b> | <b>10 151</b> | <b>5 482</b>          | <b>1 550</b> | <b>34 074</b> | <b>-2 766</b>               | <b>31 308</b> |
| Net during the period                               | 1 451         | -521          | -36            | 287           | 311           | 24                    | -1 328       | 188           | -188                        | 0             |
| <b>Cumulative net during<br/>the period</b>         | <b>1 451</b>  | <b>930</b>    | <b>894</b>     | <b>1 180</b>  | <b>1 491</b>  | <b>1 515</b>          | <b>188</b>   | <b>188</b>    | <b>-188</b>                 | <b>0</b>      |

The maturity profile allocates the nominal amount of future cash flows according to their settlement dates.



**Note 20: Net currency position**

(all amounts in million CHF)

| <b>December 31, 2012</b>                         | CHF            | EUR            | USD            | AUD            | JPY            | CAD          | Other        | Total<br>book value |
|--|----------------|----------------|----------------|----------------|----------------|--------------|--------------|---------------------|
| <b>Assets</b>                                    |                |                |                |                |                |              |              |                     |
| Cash and cash equivalents                        | 352.1          | 610.2          | 69.9           | 0.1            | 585.5          | 0.1          | 0.2          | 1 618.0             |
| Financial investments                            |                |                |                |                |                |              |              |                     |
| Placements with credit institutions              | 100.2          | 22.7           | 0.0            | 0.0            | 0.0            | 0.0          | 0.0          | 123.0               |
| Debt securities                                  | 1 044.0        | 843.8          | 476.8          | 0.0            | 87.1           | 0.0          | 0.0          | 2 451.7             |
| Other  | 0.0            | 0.0            | 0.0            | 0.0            | 0.0            | 0.0          | 0.0          | 0.0                 |
| Equipment financing contracts                    | 3 240.3        | 17 250.1       | 1 734.6        | 0.0            | 0.0            | 0.0          | 315.8        | 22 540.8            |
| Derivative financial instruments                 | 4 634.4        | -11 264.7      | 3 994.0        | 5 512.3        | 338.8          | 724.1        | 617.8        | 4 556.7             |
| Other assets                                     | 3.8            | 0.0            | 0.0            | 0.0            | 0.0            | 0.0          | 0.0          | 3.8                 |
| Accrued income and prepaid expenses              | 1.0            | 5.1            | 0.0            | 0.0            | 0.0            | 0.0          | 0.0          | 6.1                 |
| Fixed assets                                     | 8.2            | 0.0            | 0.0            | 0.0            | 0.0            | 0.0          | 0.0          | 8.2                 |
| <b>Total assets</b>                              | <b>9 384.0</b> | <b>7 467.3</b> | <b>6 275.3</b> | <b>5 512.4</b> | <b>1 011.4</b> | <b>724.1</b> | <b>933.8</b> | <b>31 308.3</b>     |
| <b>Liabilities</b>                               |                |                |                |                |                |              |              |                     |
| Amounts due to credit institutions and customers | 417.5          | 19.5           | 793.0          | 0.0            | 916.2          | 0.0          | 39.1         | 2 185.3             |
| Debts evidenced by certificates                  |                |                |                |                |                |              |              |                     |
| Senior borrowings                                | 5 459.2        | 4 388.3        | 6 881.7        | 5 512.3        | 34.0           | 724.1        | 1 126.2      | 24 125.9            |
| Other debts evidenced by certificates            | 445.7          | 647.5          | 318.1          | 58.2           | 389.9          | 0.0          | 140.7        | 2 000.2             |
| Derivative financial instruments                 | 1 509.7        | 2 412.1        | -1 717.2       | -58.2          | -328.5         | 0.0          | -372.4       | 1 445.5             |
| Other liabilities                                | 17.8           | 0.1            | 0.0            | 0.0            | 0.0            | 0.0          | 0.0          | 17.9                |
| Accrued expenses and deferred income             | 0.7            | 0.0            | 0.0            | 0.0            | 0.0            | 0.0          | 0.0          | 0.7                 |
| <b>Total liabilities</b>                         | <b>7 850.7</b> | <b>7 467.6</b> | <b>6 275.7</b> | <b>5 512.3</b> | <b>1 011.6</b> | <b>724.1</b> | <b>933.5</b> | <b>29 775.5</b>     |
| <b>Net currency position</b>                     | <b>1 533.3</b> | <b>-0.3</b>    | <b>-0.4</b>    | <b>0.1</b>     | <b>-0.2</b>    | <b>0.1</b>   | <b>0.3</b>   | <b>1 532.8</b>      |



**Note 21: Assets and liabilities measured at fair value**

**Three-level hierarchy used for fair value measurement disclosures**

Level 1: quoted prices in active markets for identical assets or liabilities

Level 2: inputs other than quoted prices included within Level 1 that are observable for the asset or liability, either directly or indirectly

Level 3: inputs for the asset or liability that are not based on observable market data

**Fair value measurement at end of the reporting period using:**

| (all amounts in CHF)  | <b>December 31, 2012</b> | Level 1              | Level 2               | Level 3  |
|---|--------------------------|----------------------|-----------------------|----------|
| <b>Financial assets at fair value through profit or loss</b>            |                          |                      |                       |          |
| Cash equivalents  | 1 357 233 470            | 0                    | 1 357 233 470         | 0        |
| Financial investments   |                          |                      |                       |          |
| Placements with credit institutions                                     | 22 748 841               | 0                    | 22 748 841            | 0        |
| Debt securities   | 794 005 331              | 273 335 486          | 520 669 845           | 0        |
| Other   | 0                        | 0                    | 0                     | 0        |
| Equipment financing contracts   | 21 965 622 037           | 0                    | 21 965 622 037        | 0        |
| Derivative financial instruments  | 4 556 654 053            | 0                    | 4 556 654 053         | 0        |
| Other assets  | 0                        | 0                    | 0                     | 0        |
| <b>Financial assets at fair value through comprehensive income</b>      |                          |                      |                       |          |
| Financial investments – debt securities                                 | 1 293 920 668            | 1 281 604 550        | 12 316 118            | 0        |
| Other assets  | 0                        | 0                    | 0                     | 0        |
| <b>Total assets measured at fair value</b>                              | <b>29 990 184 399</b>    | <b>1 554 940 036</b> | <b>28 435 244 363</b> | <b>0</b> |
| <b>Financial liabilities at fair value through profit or loss</b>       |                          |                      |                       |          |
| Amounts due to credit institutions and customers                        | 2 183 805 451            | 0                    | 2 183 805 451         | 0        |
| Debts evidenced by certificates   |                          |                      |                       |          |
| Senior borrowings   | 23 918 148 827           | 0                    | 23 918 148 827        | 0        |
| Other debts evidenced by certificates                                   | 1 482 306 816            | 0                    | 1 482 306 816         | 0        |
| Derivative financial instruments  | 1 445 456 289            | 0                    | 1 445 456 289         | 0        |
| Other liabilities   | 0                        | 0                    | 0                     | 0        |
| <b>Financial liabilities at fair value through comprehensive income</b> |                          |                      |                       |          |
| Other liabilities   | 0                        | 0                    | 0                     | 0        |
| <b>Total liabilities measured at fair value</b>                         | <b>29 029 717 383</b>    | <b>0</b>             | <b>29 029 717 383</b> | <b>0</b> |
| <b>Net assets and liabilities measured at fair value</b>                | <b>960 467 016</b>       | <b>1 554 940 036</b> | <b>-594 473 020</b>   | <b>0</b> |



**Fair value measurement at end of the reporting period using:**

| (all amounts in CHF)  | December 31, 2011     | Level 1              | Level 2               | Level 3  |
|---|-----------------------|----------------------|-----------------------|----------|
| <b>Financial assets at fair value through profit or loss</b>            |                       |                      |                       |          |
| Cash equivalents  | 989 099 719           | 0                    | 989 099 719           | 0        |
| Financial investments   |                       |                      |                       |          |
| Placements with credit institutions                                     | 85 915 454            | 0                    | 85 915 454            | 0        |
| Debt securities   | 559 829 858           | 200 651 889          | 359 177 969           | 0        |
| Other   | 108 736 912           | 0                    | 108 736 912           | 0        |
| Equipment financing contracts   | 24 620 776 461        | 0                    | 24 620 776 461        | 0        |
| Derivative financial instruments  | 4 915 639 120         | 0                    | 4 915 639 120         | 0        |
| Other assets  | 0                     | 0                    | 0                     | 0        |
| <b>Financial assets at fair value through comprehensive income</b>      |                       |                      |                       |          |
| Financial investments – debt securities                                 | 1 176 750 867         | 1 148 821 404        | 27 929 464            | 0        |
| Other assets  | 0                     | 0                    | 0                     | 0        |
| <b>Total assets measured at fair value</b>                              | <b>32 456 748 392</b> | <b>1 349 473 292</b> | <b>31 107 275 100</b> | <b>0</b> |
| <b>Financial liabilities at fair value through profit or loss</b>       |                       |                      |                       |          |
| Amounts due to credit institutions and customers                        | 2 476 583 741         | 0                    | 2 476 583 741         | 0        |
| Debts evidenced by certificates   |                       |                      |                       |          |
| Senior borrowings   | 25 178 221 175        | 0                    | 25 178 221 175        | 0        |
| Other debts evidenced by certificates                                   | 1 779 592 834         | 0                    | 1 779 592 834         | 0        |
| Derivative financial instruments  | 2 203 127 803         | 0                    | 2 203 127 803         | 0        |
| Other liabilities   | 0                     | 0                    | 0                     | 0        |
| <b>Financial liabilities at fair value through comprehensive income</b> |                       |                      |                       |          |
| Other liabilities   | 0                     | 0                    | 0                     | 0        |
| <b>Total liabilities measured at fair value</b>                         | <b>31 637 525 553</b> | <b>0</b>             | <b>31 637 525 553</b> | <b>0</b> |
| <b>Net assets and liabilities measured at fair value</b>                | <b>819 222 839</b>    | <b>1 349 473 292</b> | <b>-530 250 453</b>   | <b>0</b> |



**Note 22: Foreign exchange rates**

| CHF exchange rates | December 31, 2012 | December 31, 2011 | CHF exchange rates | December 31, 2012 | December 31, 2011 |
|--------------------|-------------------|-------------------|--------------------|-------------------|-------------------|
| 1 AUD              | 0.949654          | 0.955435          | 100 JPY            | 1.062583          | 1.213174          |
| 1 CAD              | 0.918931          | 0.919864          | 100 NOK            | 16.428290         | 15.677070         |
| 100 CZK            | 4.799809          | 4.714003          | 1 NZD              | 0.752384          | 0.726295          |
| 100 DKK            | 16.180137         | 16.351457         | 100 SEK            | 14.066651         | 13.640036         |
| 1 EUR              | 1.207200          | 1.215600          | 1 USD              | 0.914961          | 0.939485          |
| 1 GBP              | 1.479230          | 1.455286          |                    |                   |                   |
| 1 HKD              | 0.118052          | 0.120943          |                    |                   |                   |

EUROFIMA uses the official foreign exchange rates published by the European Central Bank.

**Note 23: Off-balance sheet business**

|   | December 31, 2012  |                    | December 31, 2011  |                    |
|---|--------------------|--------------------|--------------------|--------------------|
|   | Principal          | Fair value         | Principal          | Fair value         |
| Contingent liabilities  | 0                  | 0                  | 0                  | 0                  |
| Off-balance liabilities for which recourse is limited to or which are offset by a matching off-balance asset of the company | 401 385 125        | 529 257 608        | 506 401 722        | 638 183 484        |
| <b>Total</b>  | <b>401 385 125</b> | <b>529 257 608</b> | <b>506 401 722</b> | <b>638 183 484</b> |

**Note 24: Proposed appropriation of the surplus**

With last year's unappropriated surplus of 781 944 carried forward and the net profit for the financial year 2012 of 33 446 030, the surplus to be distributed is 34 227 974. In accordance with Article 29 of the Statutes, the Board of Directors proposes the following allocation of the surplus to the General Assembly:

|  |            |
|--|------------|
| Appropriation to the ordinary reserve  | 1 673 000  |
| Dividend of 0 % (statutory maximum is 4 %) on the paid-in share capital of 520 million | 0          |
| Appropriation to the guarantee reserve   | 28 000 000 |
| Appropriation to the fund for general risks  | 4 000 000  |
| Unappropriated surplus to be carried forward   | 554 974    |



## Auditors' reports

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Report of the independent auditors to the  
Board of Directors and the Auditors Committee  
of EUROFIMA European Company for the  
Financing of Railroad Rolling Stock  
Basle

### **Report of the independent auditors on the financial statements**

In accordance with the mandate given to us, according to Article 21 of the Statutes, we have audited the financial statements of EUROFIMA, which comprise the income statement, the balance sheet, the statement of comprehensive income, the statement of changes in equity, the statement of cash flows and the notes to the financial statements for the year ended December 31, 2012 (on pages 18 to 48).

#### *Board of Directors' Responsibility*

The Board of Directors is responsible for the preparation and the fair presentation of the financial statements in accordance with the European Council directives, the accounting and valuation principles described in the annual report, the requirements of the international Convention for the establishment of the company, the Statutes and Swiss law. This responsibility includes designing, implementing and maintaining an internal control system relevant to the preparation of financial statements that are free from material misstatement, whether due to fraud or error. The Board of Directors is further responsible for selecting and applying appropriate accounting policies and making accounting estimates that are reasonable in the circumstances.

#### *Independent Auditor's Responsibility*

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

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

#### *Opinion*

In our opinion, the financial statements for the year ended December 31, 2012 give a true and fair view of the financial position, the results of operations and the cash flows in accordance with the European Union Council directives and the accounting and valuation principles described in the annual report.

PricewaterhouseCoopers AG, St. Jakobs-Strasse 25, Postfach, 4002 Basel  
Telephone: +41 58 792 51 00, Facsimile: +41 58 792 58 82, [www.pwc.ch](http://www.pwc.ch)

PricewaterhouseCoopers Ltd is a member of a global network of companies that are legally independent of one another.



Furthermore, the financial statements comply with the international Convention for the establishment of the company, the Statutes and Swiss law.

**Report on other legal requirements**

We confirm that we meet the legal requirements on licensing according to the Auditor Oversight Act (AOA) and independence (article 728 CO and article 11 AOA) and that there are no circumstances incompatible with our independence.

In accordance with article 728a paragraph 1 item 3 CO and Swiss Auditing Standard 890, we confirm that an internal control system exists which has been designed for the preparation of financial statements according to the instructions of the Board of Directors.

We recommend that the financial statements submitted to you be approved.

PricewaterhouseCoopers AG

Enrico Strozzi  
Audit expert  
Auditor in charge

Diego J. Alvarez  
Audit expert

Basel, March 1, 2013



## Report of the Auditors Committee

to the General Assembly of the shareholders of EUROFIMA European Company for the Financing of Railroad Rolling Stock, Basel.

As auditors of your company, elected by the General Assembly according to Article 27 of the Statutes, we have audited the accounting records and the financial statements, consisting of the income statement, the balance sheet, the statement of comprehensive income, the statement of changes in equity, the statement of cash flows and the notes to the financial statements for the year ended December 31, 2012.

The preparation and the fair presentation of the financial statements are the responsibility of the Board of Directors. Our responsibility is to express an opinion on these financial statements based on our audit. We confirm that we have the professional qualification and independence necessary to fulfill this task.

We believe that our own examination and the review of the independent auditor's report of March 1, 2013 prepared by PricewaterhouseCoopers AG, Basel, constitute a reasonable basis for our opinion.

In our opinion, the financial statements for the year ended December 31, 2012 give a true and fair view of the financial position, the results of operations and the cash flows in accordance with the general principles of the European Parliament and European Union Council directive on the annual accounts of banks and other financial institutions (Directive 86/635/EEC) and the significant accounting policies described in note 1 to the financial statements. Furthermore, the financial statements comply with the international Convention for the establishment of EUROFIMA, the Statutes and Swiss law in a subsidiary manner.

We recommend that the financial statements submitted to you be approved.

José Antonio Alonso  
Martin-Loeches

Roberto Mannozi

Kurt Röck

Gilbert Schock

Dick Snel

Basel, March 1, 2013



## Milestones in development

- 1957** First issue in Swiss francs
- 1961** First issue in Dutch guilders
- 1962** First share capital increase from 50 to 100 million Swiss francs
- 1964** First issue in Deutsche Mark
- 1967** First issue in US dollars
- 1970** Second share capital increase from 100 to 300 million Swiss francs
- 1971** First issue in French francs  
First issue in Luxembourg francs
- 1972** First issue in Belgian francs
- 1976** Third share capital increase from 300 to 500 million Swiss francs
- 1978** First issue in Yen in the "Samurai" market
- 1979** First issue in Austrian shillings
- 1982** First issue in Sterling
- 1984** Extension of the duration of the company for another 50 years, until 2056  
Fourth share capital increase from 500 to 750 million Swiss francs
- 1986** First issue in Italian lira
- 1987** EUROFIMA opens the Spanish "Matador" market  
First issue in Australian, Canadian and New Zealand dollars
- 1989** First issue in Swedish krona  
First issue in Portuguese escudos
- 1990** Fifth share capital increase from 750 to 1 050 million Swiss francs
- 1992** Admission of the Hungarian State Railways (MÁV)
- 1993** Sixth share capital increase from 1 050 to 2 100 million Swiss francs
- 1994** Admission of the Croatian (HŽ) and the Slovenian (SŽ) Railways
- 1995** First issue in Hong Kong dollars
- 1996** Admission of the Railways of Bosnia and Herzegovina (ŽBH) and the Railways of the Former Yugoslav Republic of Macedonia (CFARYM)
- 1997** First issue in South African rand  
Seventh share capital increase from 2 100 to 2 600 million Swiss francs
- 1998** First issue in Czech koruna  
First issue in Polish zlotys  
First issue in Greek drachmas
- 1999** First issue in euro  
Admission of the Bulgarian State Railways (BDZ)
- 2001** Admission of the Railways of the Slovak Republic (ŽSSK)  
First domestic "Kangaroo" issue in Australian dollars
- 2002** First issue in Norwegian krona  
Admission of the Railways of the Czech Republic (ČD)
- 2004** First US dollar 1 billion benchmark issue
- 2005** First issue in Mexican pesos  
First issue in Turkish lira  
First domestic "Maple" issue in Canadian dollars
- 2006** First issue in Icelandic krona
- 2007** First Swiss franc 1 billion benchmark issue
- 2008** First domestic "Kauri" issue in New Zealand dollars  
First issue in the Japanese "Uridashi" market
- 2009** First equipment financing with Danish State Railways
- 2010** First euro 1 billion benchmark issue





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