



BANK SAINT PETERSBURG

9M 2011 IFRS Results



December 2, 2011

Regional leader

- A leading privately-owned universal bank in St. Petersburg and the Leningrad region
- St. Petersburg market share as at October 1, 2011*:
 - Assets: 12.3%
 - Loans: 14.4% - corporate, 4.9% - retail
 - Deposits: 10.7% - corporate, 8.3% - retail

Focused on North-West

As at November 1, 2011

- Client base: over 1.1 million retail and 35.7 thousand corporate customers
- 37 branches and outlets (primarily in St. Petersburg), 500 ATMs

Selected financial and operational results

As at October 1, 2011:

- 16th largest bank by assets and 14th by retail deposits among the Russian banks**
- Ratings: Moody's Ba3 (Stable outlook)
- Total assets: RUB 305.8 bn (USD 9.5 bn)
- Total capital: RUB 43.6 bn (USD 1.4 bn)
- Net income: RUB 5.6 bn (USD 175.6 mln)
- Cost/Income ratio: 32.6%
- ROAE: 23.3%
- Total capital adequacy: 13.5%
- 2,734 employees

* Association of North-West banks, Bank Saint Petersburg own estimates

** Interfax

In RUB bn	Jan. 1, 2011	Oct. 1, 2011	YTD	Oct. 1, 2010	Jul. 1, 2011	Oct. 1, 2011	y-o-y	q-o-q
Total assets	272.61	305.82	+12.2%	247.43	292.06	305.82	+23.6%	+4.7%
Gross Loans	202.25	223.70	+10.6%	196.49	217.96	223.70	+13.8%	+2.6%
Customer Deposits*	202.17	221.95	+9.8%	179.04	212.23	221.95	+24.0%	+4.6%
Total Capital	35.87	43.60	+21.6%	34.50	39.14	43.60	+26.4%	+11.4%
	9M 2010	9M 2011	y-o-y	3Q 2010	2Q 2011	3Q 2011	y-o-y	q-o-q
Net Interest Income	9.05	10.34	+14.2%	2.77	3.52	3.55	+19.5%	+0.8%
Net Fee and Commission Income	1.18	1.46	+24.0%	0.42	0.50	0.53	+25.9%	+5.1%
Revenues**	11.18	12.25	+9.6%	3.5	4.2	3.8	+8.3%	-8.9%
Net Income	1.13	5.64	+145.1%	1.17	2.41	1.14	-2.6%	-52.5%
	9M 2010	9M 2011	y-o-y	3Q 2010	2Q 2011	3Q 2011	y-o-y	q-o-q
Net Interest Margin	5.21%	5.00%	-21 BP	5.09%	5.21%	4.98%	-23 BP	-11 BP
Cost/Income Ratio	28.15%	32.60%	+4.45 PP	34.21%	30.15%	41.97%	+11.82 PP	+7.76 PP
ROAE	11.82%	23.30%	+11.48 PP	17.78%	30.66%	13.25%	-17.41 PP	-4.53 PP

* Customer accounts are calculated as a sum of customer deposits and promissory notes and bills of exchange (other debt securities in issue)

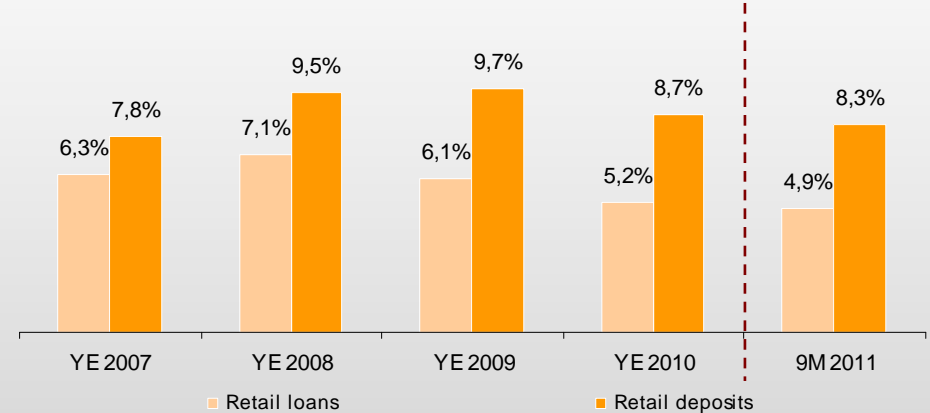
** Revenues calculation: gains from investment securities available for sale are excluded from revenues as one-off

-  I. Bank's market position
- II. Financial highlights and business overview
- III. Recent developments and prospects

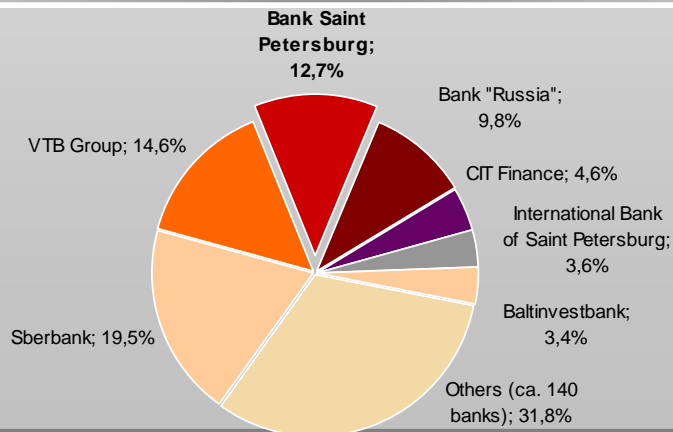
Client base, thou



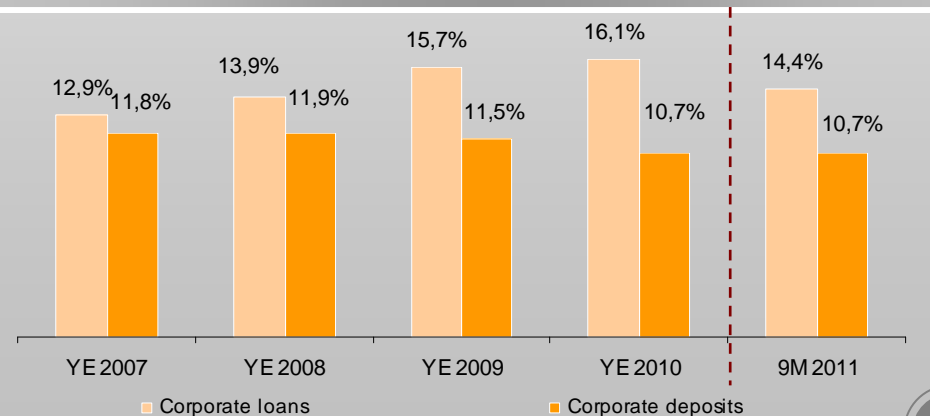
Market share in St. Petersburg as at October 1, 2011: Retail banking*



Loans, market share as at July 1, 2011*



Market share in St. Petersburg as at October 1, 2011: Corporate banking*



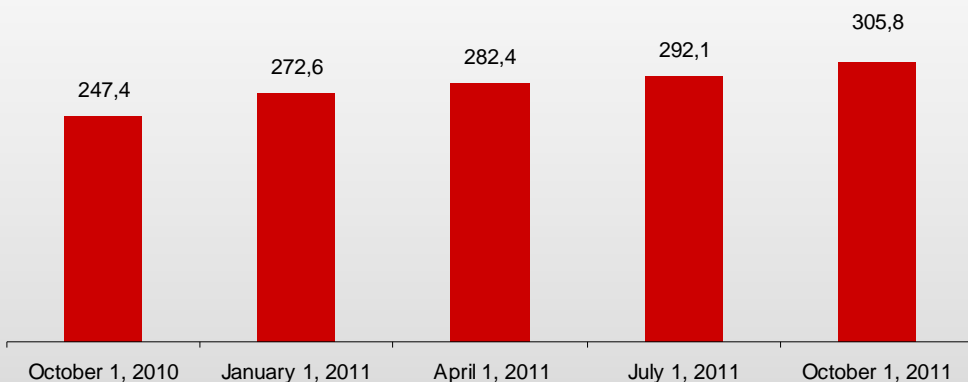
* Central Bank of Russia, Association of North-West banks, Bank Saint Petersburg own estimates

I. Bank's market position

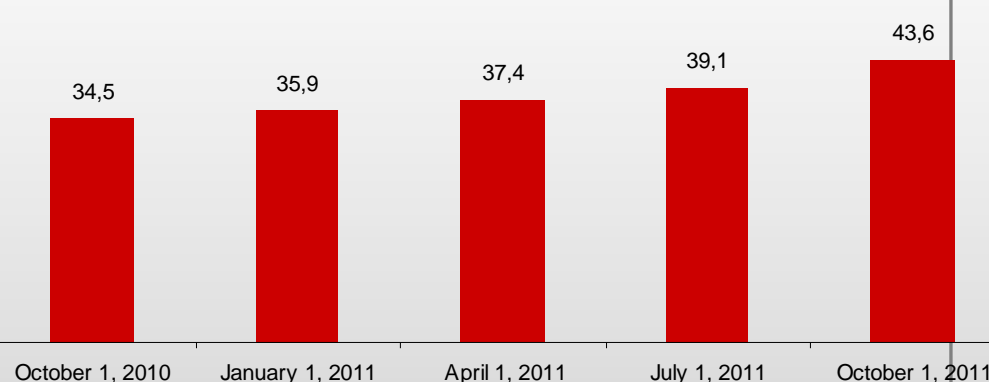
 II. Financial highlights and business overview

III. Recent developments and prospects

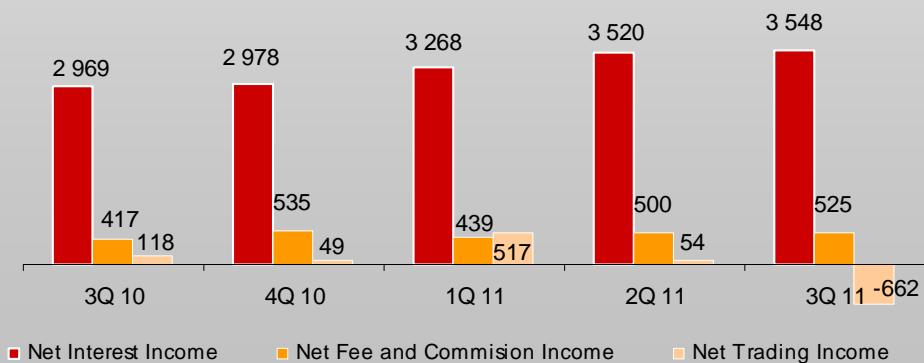
Assets, RUB, bn



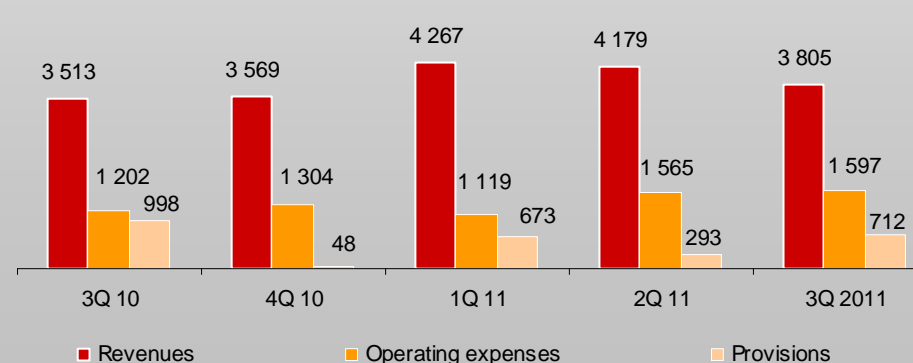
Capital, RUB, bn



Income dynamics, RUB, mln*



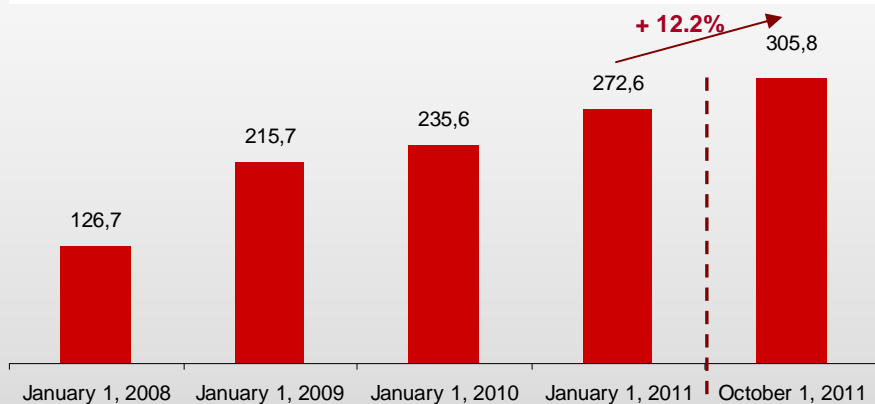
Income and expenses data**, RUB, mln



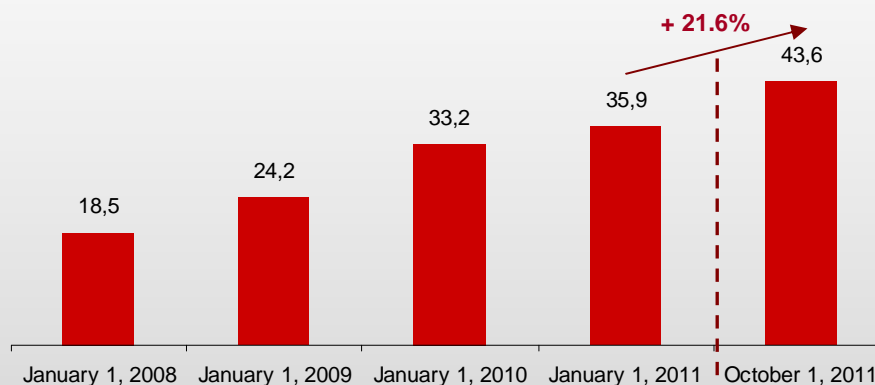
* Net trading income includes gains from derivatives in the amount of USD 341 mln for 9M 2011 (in 9M 2011 P&L statement included in Other Income).

** Results calculation: the expenses /gains from recognition of loans granted at below market rates are included in provisions

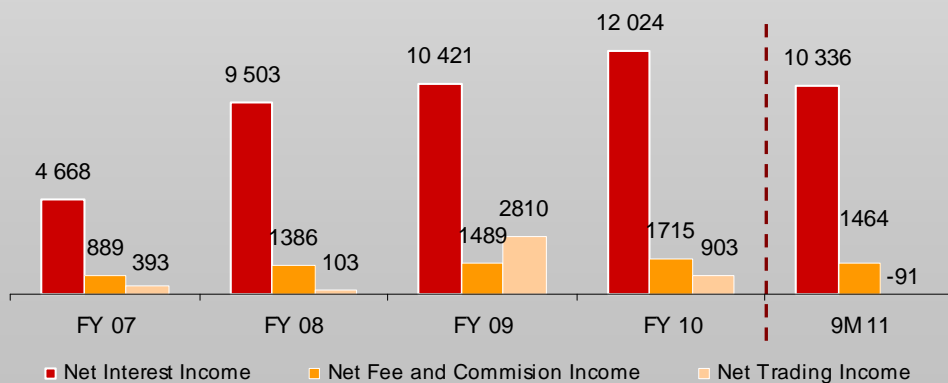
Assets, RUB, bn



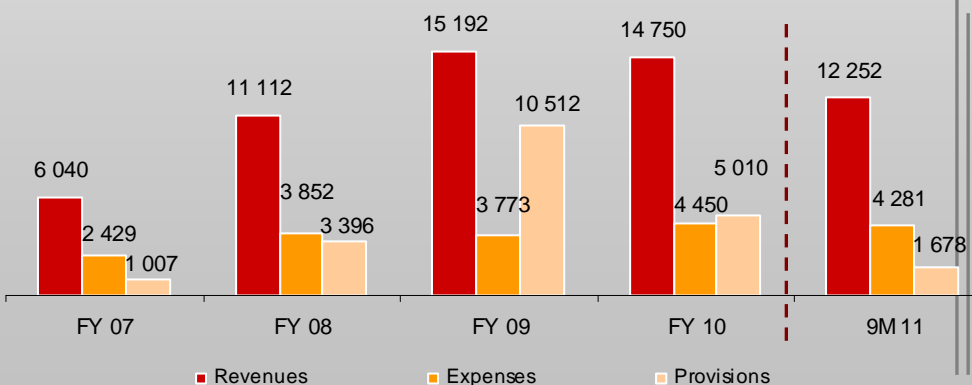
Capital, RUB, bn



Income dynamics, RUB, mln*



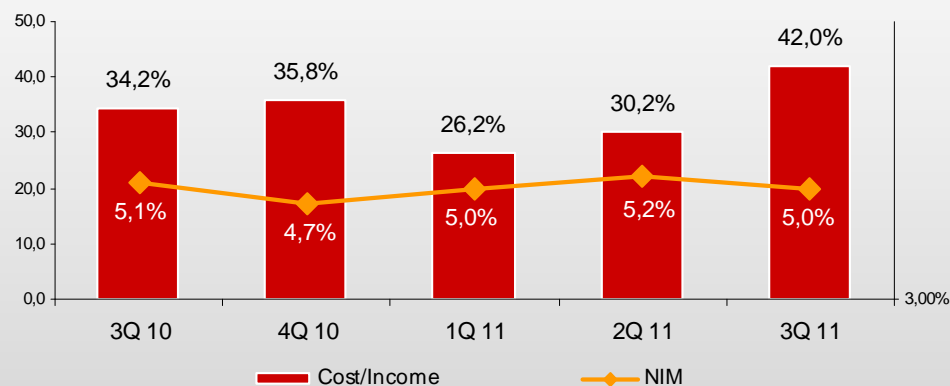
Income and expenses data**, RUB, mln



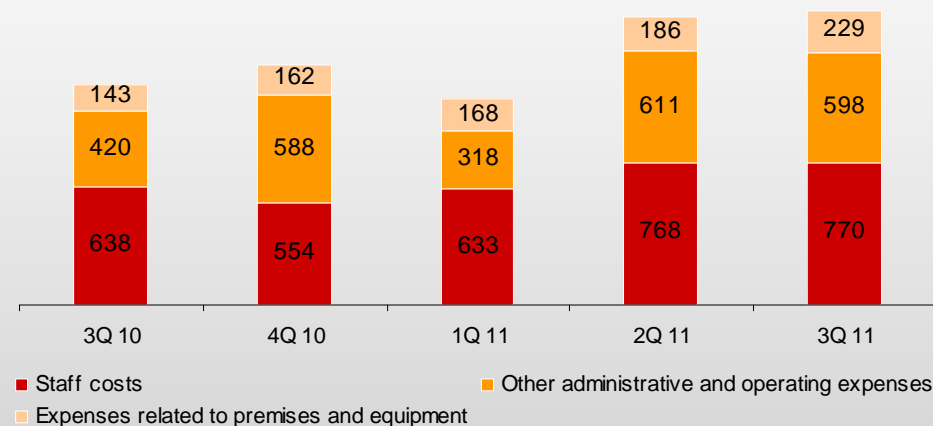
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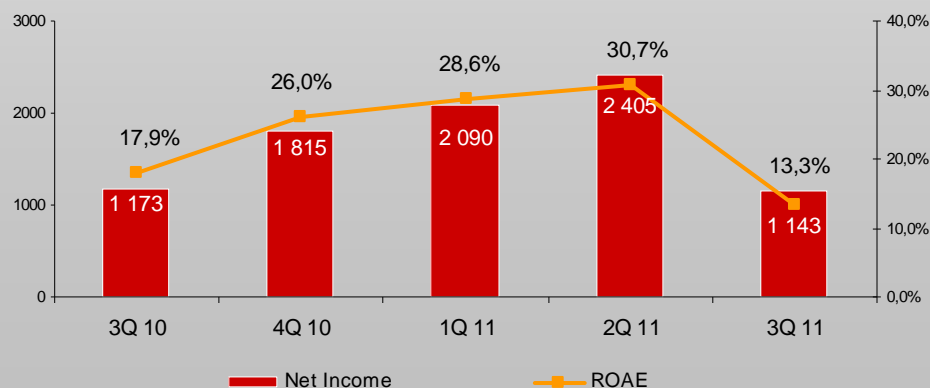
Cost/income and NIM, %



Operating expenses, RUB, mln



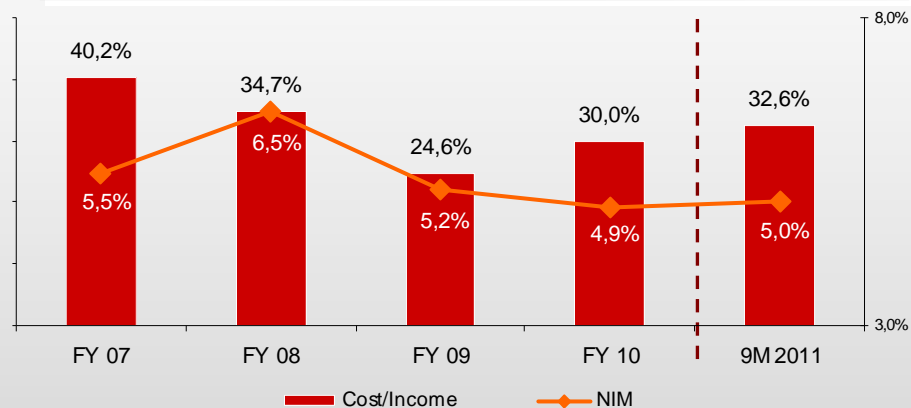
Net income dynamics, RUB, mln



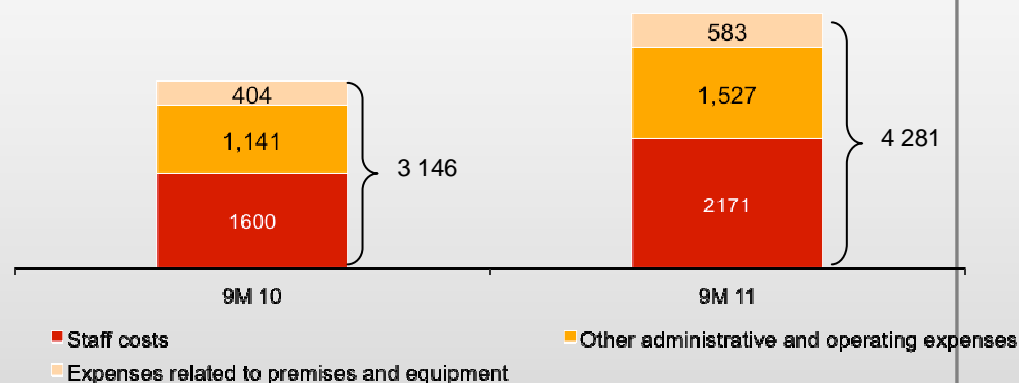
Comments

- **Steady growth of net interest income and fee&commission income;**
- **Q-o-Q operating costs are flat;**
- **3Q 2011 Cost/Income Ratio is up at the back of negative result from trading operations;**
- **3Q 2011 ROAE is down due to the negative result from trading operations and increased provisions**

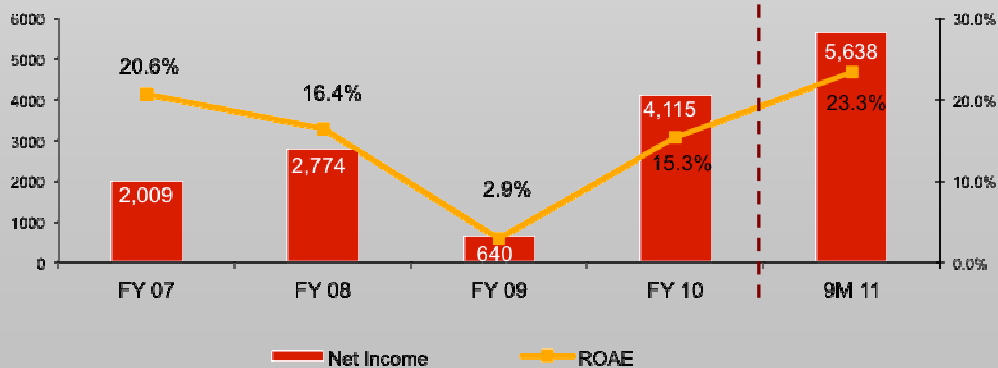
Cost/income and NIM



Operating expenses, RUB, mln



Net income dynamics, RUB, mln

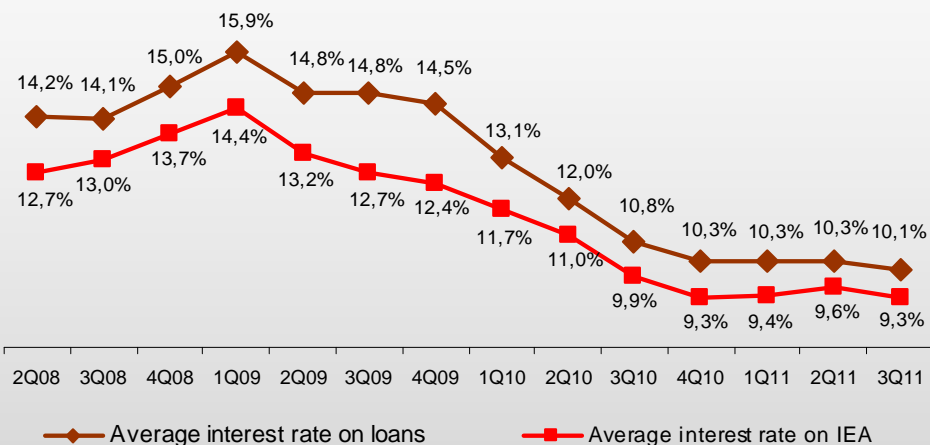


Comments

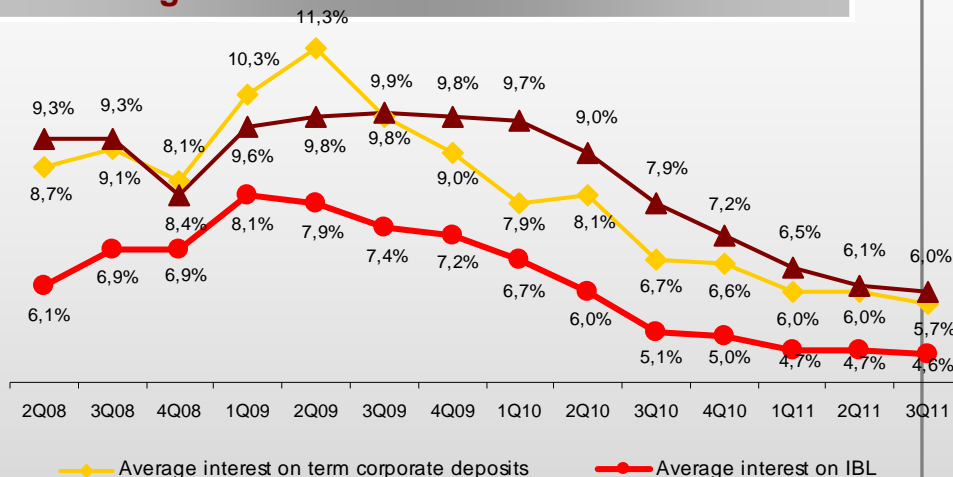
- **Strong core income generation**
- **All 9M 2011 key ratios are in line with the Bank's target:**
 - ROAE > 20%
 - NIM ar. 5%
 - Cost/Income Ratio within the range of 30-35%

Interest Rates and Assets/Liabilities Ratios

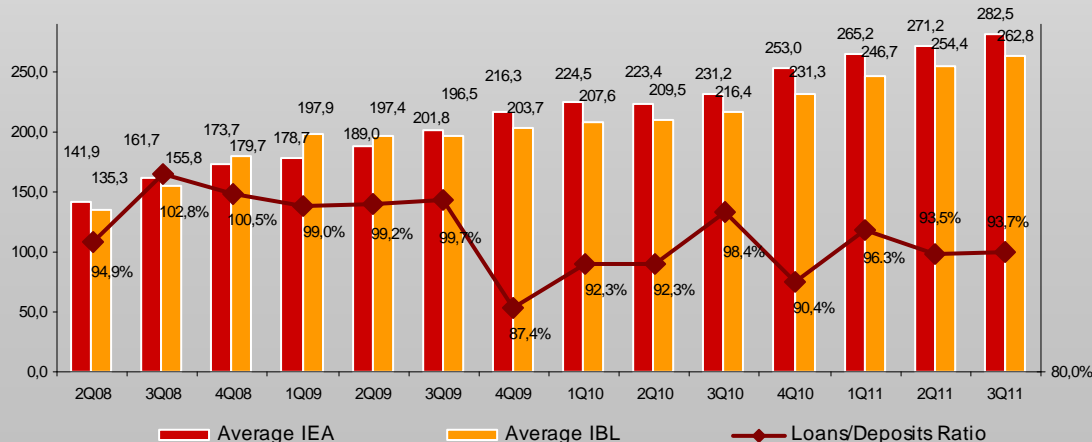
Average interest rates on the liabilities side*



Average interest rates on the assets side**



Average IEA and IBL (RUB bn)



Comments

- Interest rates are stable
- Loans to deposits ratio is close to the target

*Average liabilities: due to banks, customer accounts including current accounts, debt securities in issue

** Average assets: loans, due from banks, securities portfolio, correspondent accounts


Main Factors affected NIM in 3Q 2011


2Q 2011 NIM – 5.21%

Average interest rate

Contribution to NIM change:

Loans and advances to customers  -13 bp


Trading securities portfolio  -11 bp

Corporate term deposits  +7 bp


-17 bp

Average balance

Contribution to NIM change:

Correspondent accounts  -7 bp

Loans and advances to customers  +11 bp

Due to banks  +5 bp

Retail term deposits  -8 bp

+1 bp

Other factors

- 7 bp

3Q 2011 NIM – 4.98%

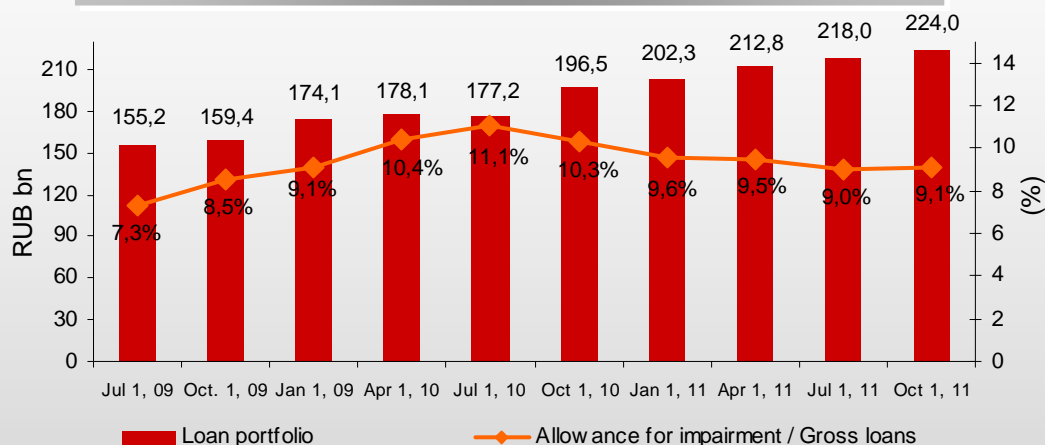
Financial Summary (RUB), 3Q 2010 – 3Q 2011

RUB bn	3Q 2010	4Q 2010	1Q 2011	2Q 2011	3Q 2011
Loans and Advances to Customers	176.25	182.82	192.58	198.35	203.37
Total Assets	247.43	272.61	282.43	292.06	305.82
Customer Deposits	179.04	202.17	200.01	212.23	221.95
Total Liabilities	220.68	244.04	251.78	259.79	269.68
Total Shareholders' Equity	26.75	28.56	30.66	32.27	36.14
Total Capital	34.50	35.87	37.43	39.14	43.60
Net profit	1.17	1.82	2.09	2.41	1.14
Net Interest margin	5.09%	4.67%	5.00%	5.21%	4.98%
Capital Adequacy	13.73%	12.96%	12.65%	12.54%	13.45%
Cost-to-Income ratio	34.21%	35.80%	26.21%	30.15%	41.97%
Allowance for loan imp. / Gross loans	10.30%	9.61%	9.48%	9.00%	9.09
Loans / Deposits	98.44%	90.43%	96.29%	93.46%	93.70%
ROAA	1.91%	2.77%	3.05%	3.36%	1.52%
ROAE	17.78%	26.03%	28.63%	30.66%	13.25%

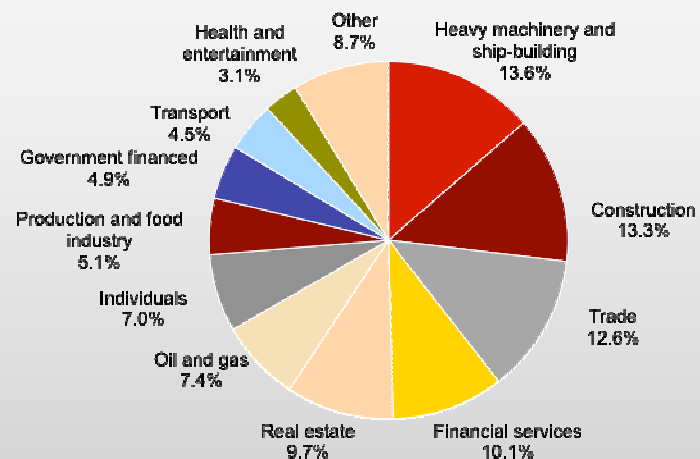
Financial Summary (RUB), 2007 – 9M 2011

RUB bn	2007	2008	2009	2010	9M 2011
Loans and Advances to Customers	91.73	144.88	158.20	182.82	203.37
Total Assets	126.66	215.72	235.61	272.61	305.82
Customer Deposits	96.15	144.16	181.14	202.17	221.95
Total Liabilities	111.65	196.91	210.32	244.04	269.68
Total Shareholders' Equity	15.00	18.81	25.28	28.56	36.14
Total Capital	18.51	24.23	33.22	35.87	43.60
Net profit	2.00	2.77	0.64	4.11	5.64
Net Interest margin	5.46%	6.47%	5.22%	4.94%	5.00%
Capital Adequacy	16.41%	14.15%	15.19%	12.96%	13.45%
Cost-to-Income ratio	40.21%	34.66%	24.62%	30.03%	32.60%
Allowance for loan imp. / Gross loans	2.75%	3.88%	9.14%	9.61%	9.09%
Loans / Deposits	95.40%	100.51%	87.36%	90.43%	93.70%
ROAA	2.15%	1.62%	0.28%	1.62%	2.61%
ROAE	20.60%	16.41%	2.90%	15.28%	23.30%

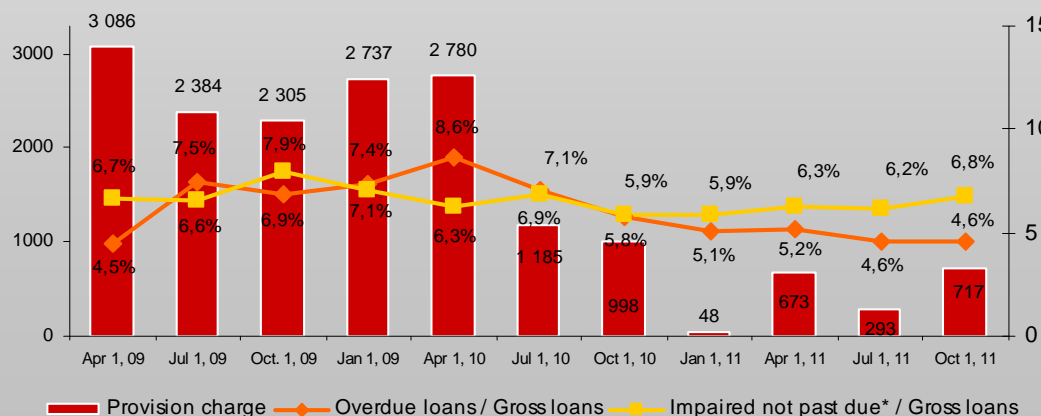
Loan portfolio and allowance for loan impairment



Loan portfolio by sector, October 1, 2011



Provision charge (RUB mln)* and problem loans**, %



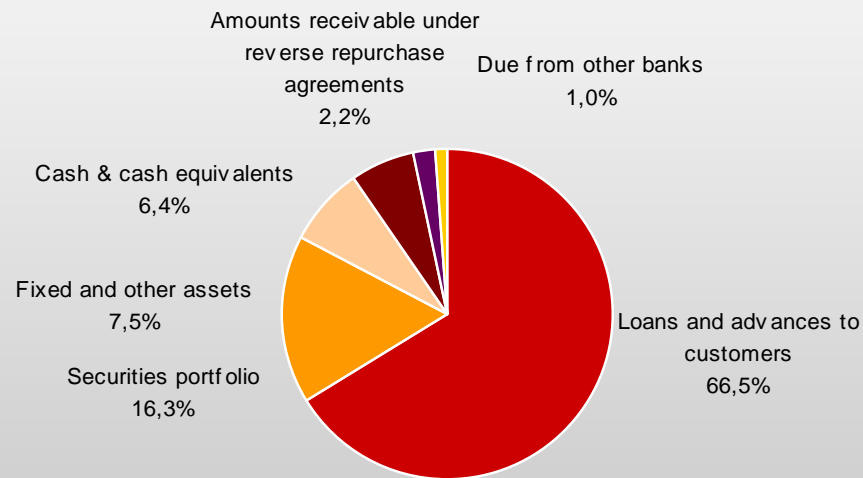
Comments

- **Loan portfolio growth in 9M 2011:**
Before provisions: +10.6% compared with January 1, 2011
After provisions: +11.2% compared with January 1, 2011
- **As at October 1, 2011:**
- Corporate overdue loans – 4.36% (4.80% as at January 1, 2011)
- Retail overdue loans – 7.23% (8.77% as at January 1, 2011)
- **RUB 776 mln of the loan portfolio written off in 9M 2011**

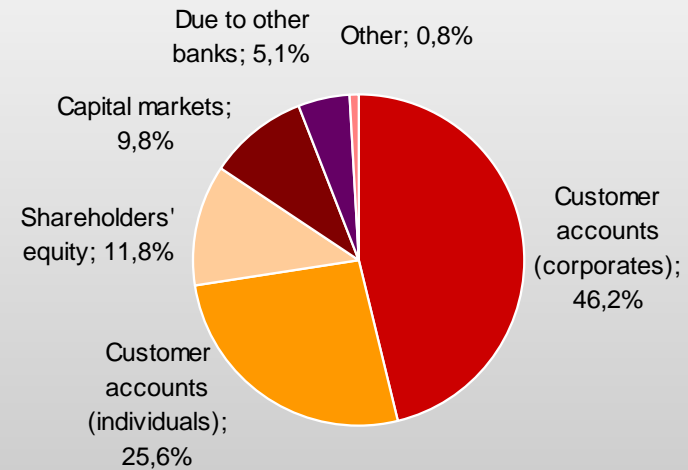
* Provision charge calculation: the losses / gains on loans granted at below market rates are included in provision charge

** Ratios for April 1, July 1, and October 1, 2009 are ratios for restructured loans; overdue loans include and impaired not past due loans the whole principle of loan at least one day overdue or impaired

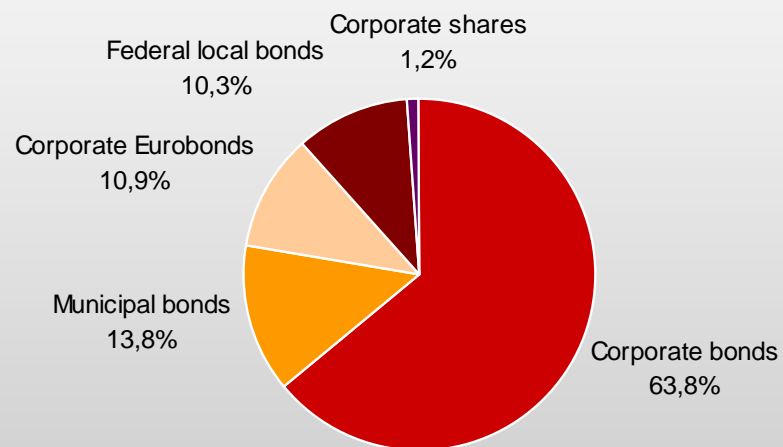
Assets structure, October 1, 2011



Liabilities structure, October 1, 2011



Securities portfolio*, October 1, 2011

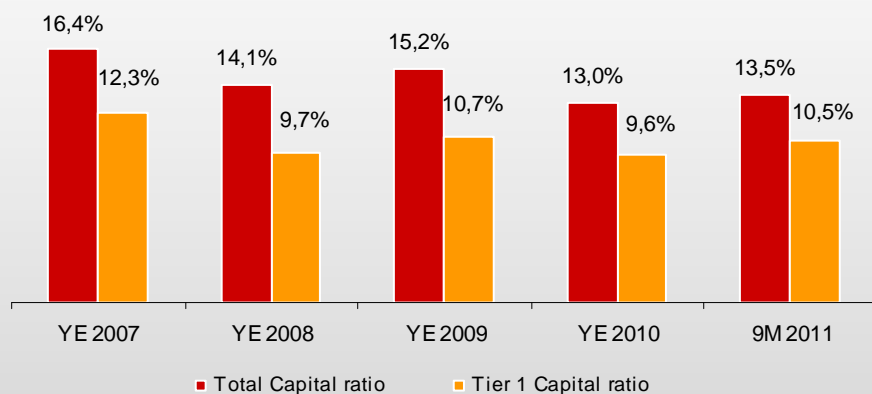


Comments

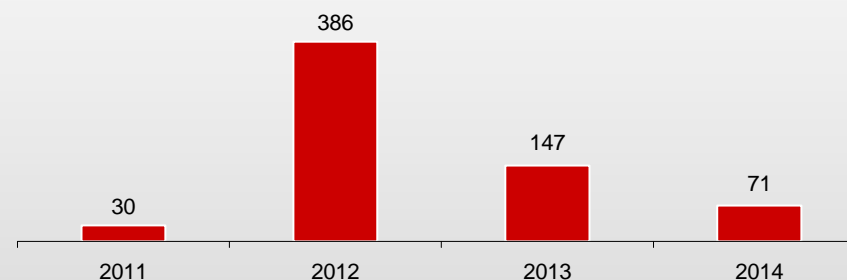
- **Conservative approach to risk:**
- 90%+ of the debt securities belong to the CBR Lombard list;
- **Average duration is 1.5 years;**
- **No exposure to problem European assets**

* Securities portfolio includes trading securities and trading securities pledged under sale and repurchase agreements

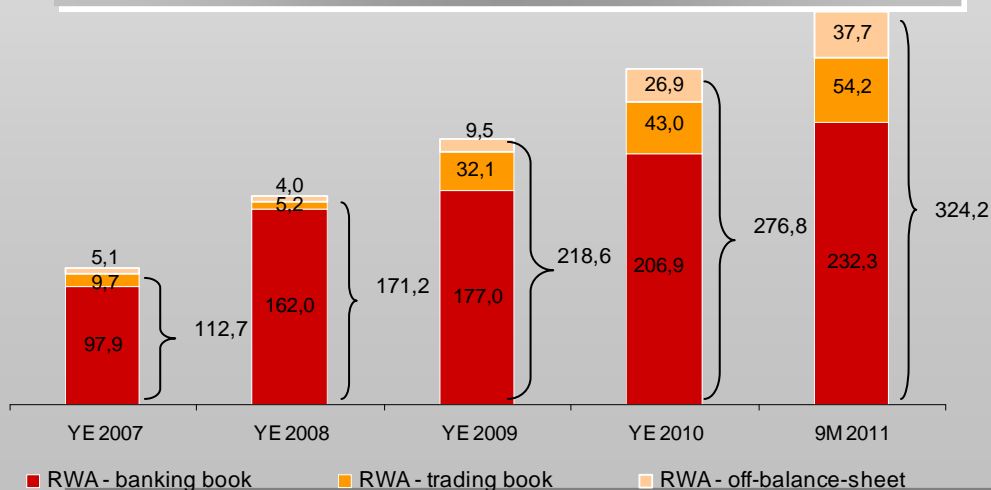
Capital adequacy, %



Repayment schedule for 2011-2014, USD, mln



Risk-weighted assets (RWA), RUB, bn



Comments

- Additional ordinary shares issue successfully completed in November 2011
- Further revaluation of c. 3% stake in the MICEX is a factor

I. Bank's market position

II. Financial highlights

 III. Recent developments and prospects

- ✓ **New share issue successfully completed:**
 - the EBRD is a new shareholder with 6.17% of the voting shares;
 - USD 75 million subordinated debt to be repaid by the end of January 2012
- ✓ **Relocation to the new premises completed**



Konstantin Balandin

Deputy Chairman
of the Management Board



Konstantin Noskov

Director, International Finance
and Financial Institutions



Tatiana Oreshkina

Head of IR

All information for the investors is available on the Bank's web site: <http://en.bspb.ru/204/>

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