



**BANK
SAINT PETERSBURG**

Investor Presentation

Analyst Day

April 10, 2015

Agenda

Bank Saint-Petersburg today

Strategy 2014 – 2017

Key financials

Resume

Bank Saint Petersburg at a glance

Regional leader

- The leading privately-owned universal bank in St. Petersburg and Leningrad region

Focused on the North-West

- Client base: 1,400,000 retail and 55,000 corporate customers
- 5 branches and 44 outlets (primarily in St. Petersburg), 658 ATMs

Operating and Financial Highlights

FY 2014

- 16th largest bank by assets and 17th by retail deposits in Russia ¹
- Ratings: Fitch BB- (Negative), Moody's B1 (Negative)
- Total assets: RUB 521.6 bn
- Total capital: RUB 62.7 bn
- Total capital adequacy ratio (calculated under Basel I): 13.3%
- Net income: RUB 4.8 bn
- Cost/Income ratio²: 41.9%
- ROAE: 9.7%
- 3,400 employees

Note 1: According to Interfax

Note 2: Cost/Income ratio is calculated is as follows: operating expenses divided by sum of net interest income, net trading income, net fee and commission income and other net operating income

Saint Petersburg: the dynamic home market

Geography

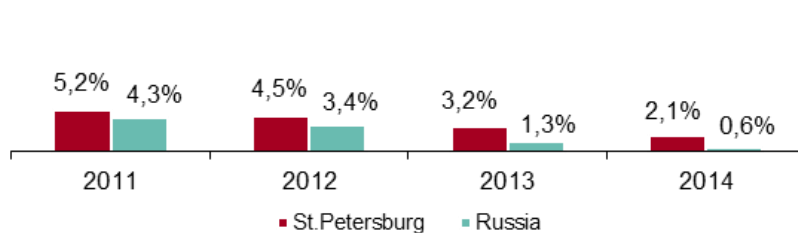
- St. Petersburg and the Leningrad region population – 6.7 million
- 4th largest city in Europe

Economy

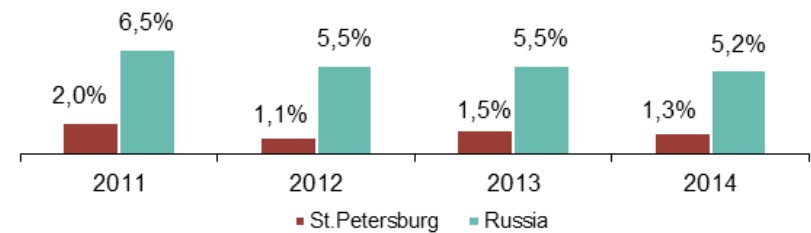
- GRP growth consistently outperforms national average
- Low unemployment (unemployment rate in 2014 only 1.3%)
- Major trade gateway – sea and river ports
- Industrial centre for car manufacturing, heavy machinery and shipbuilding
- Well developed construction sector
- Cultural center and a major tourist destination
- Highly skilled workforce



Gross domestic/regional product, y-o-y growth

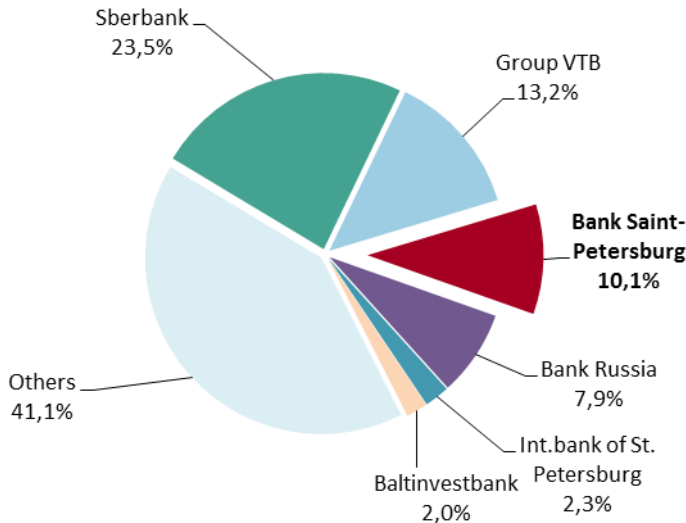


Unemployment, % of economically active population

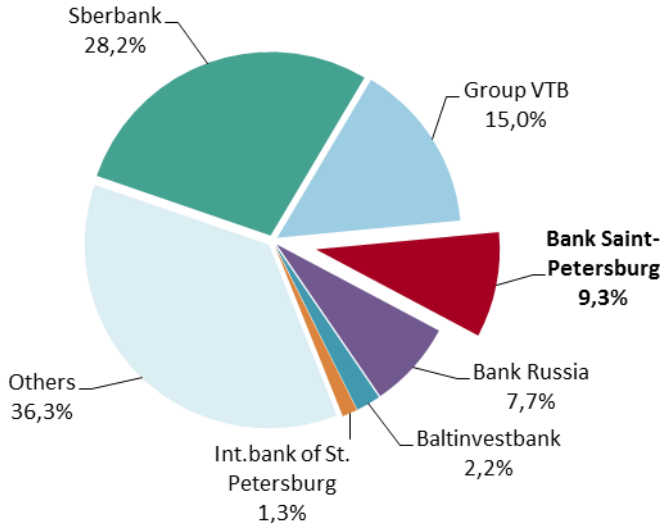


The Leading Universal Bank in St Petersburg

Loans, market share*



Deposits, market share*

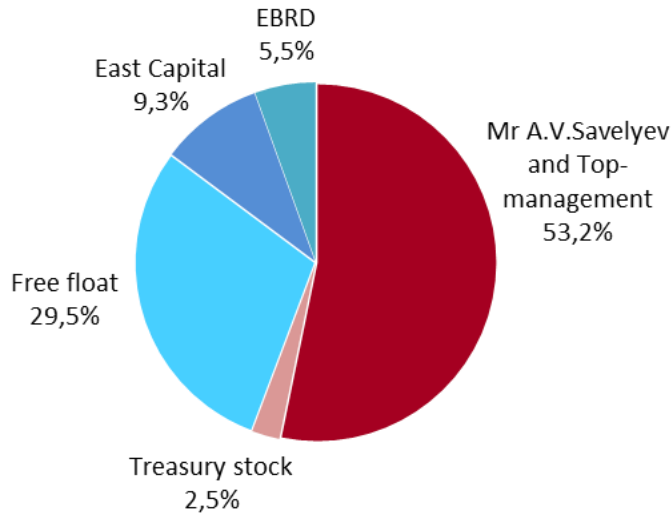


- The market in St. Petersburg and the Leningrad region is fragmented with local banks playing dominant role in its development
- BSPB is a top-3 bank in St. Petersburg in terms of loans and deposits

* As at October 1, 2014. Source: Central Bank of Russia’s statistics, Association of North-West banks, Bank Saint Petersburg own estimates

Shareholders structure

Shareholders' structure



ca. 11,500 shareholders
*acc. to the latest available information

Key Personalities



Alexander Savelyev
Chairman of the Supervisory Board

- CEO in 2001-2014
- Focused on strategic management
- Continues to play an integral role on the senior management team



Vladislav Guz
Chairman of the Management Board

- Deputy Chairman of the Management Board since 2004
- Mr. Guz was in charge of corporate and Moscow-based businesses
- Appointed as CEO in August 2014 in line with the succession plan
- More than 20 years of banking experience in St Petersburg region

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Competitive advantages of the Bank



Strong position in challenging environment

No FX debt to refinance

- Outstanding eurobonds < 5% of liabilities
- Maturity 2017+

Capital cushion

- Basel III Total CAR (N1.0) - ca 13% (min 10%)
- Basel III Core Tier 1 CAR (N1.1) - ca 8% (min 5%)

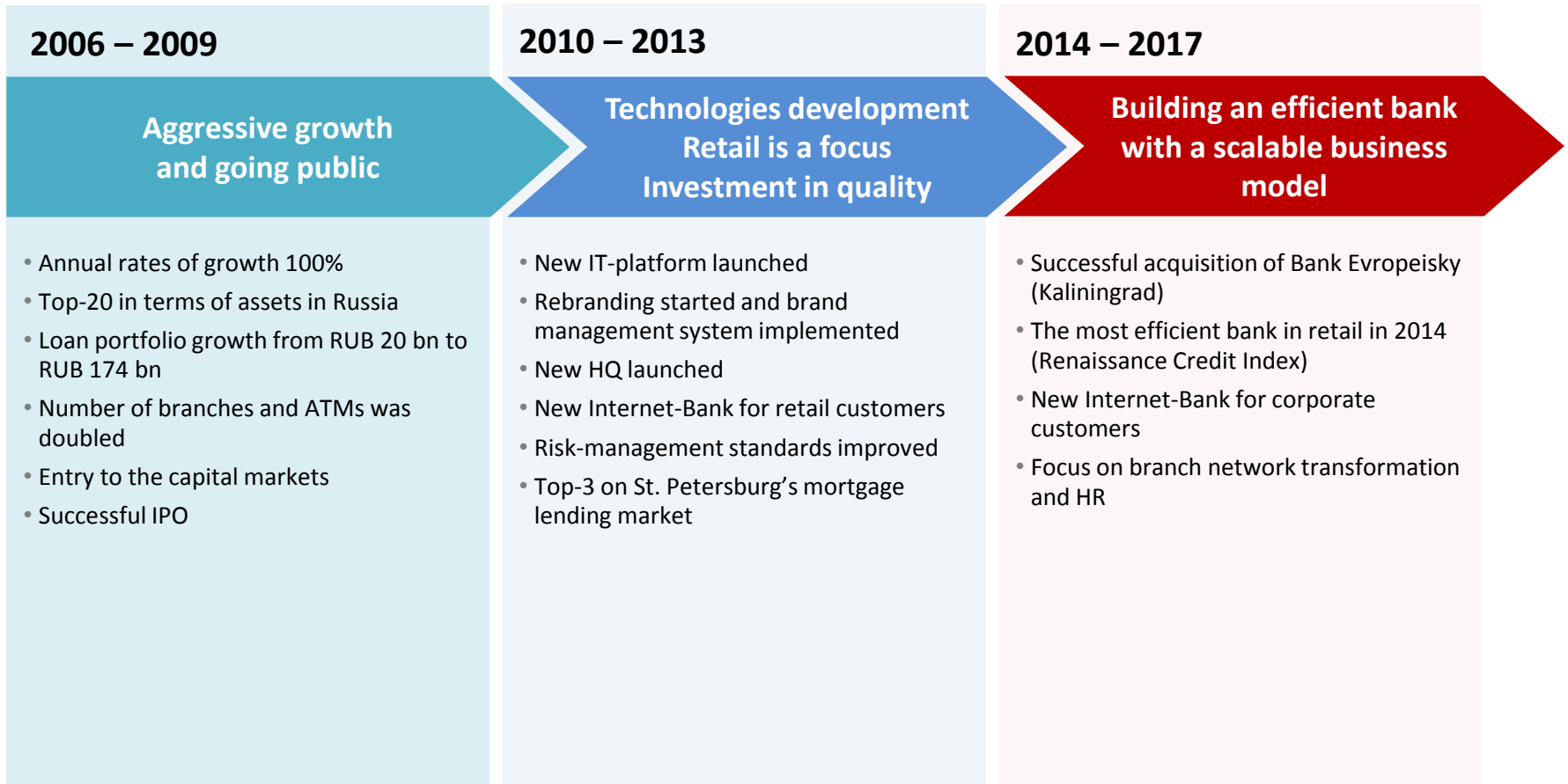
Stable customer base

- Individuals – ca 50% of customer deposits
- Insignificant outflow in volatile environment

Liquidity position

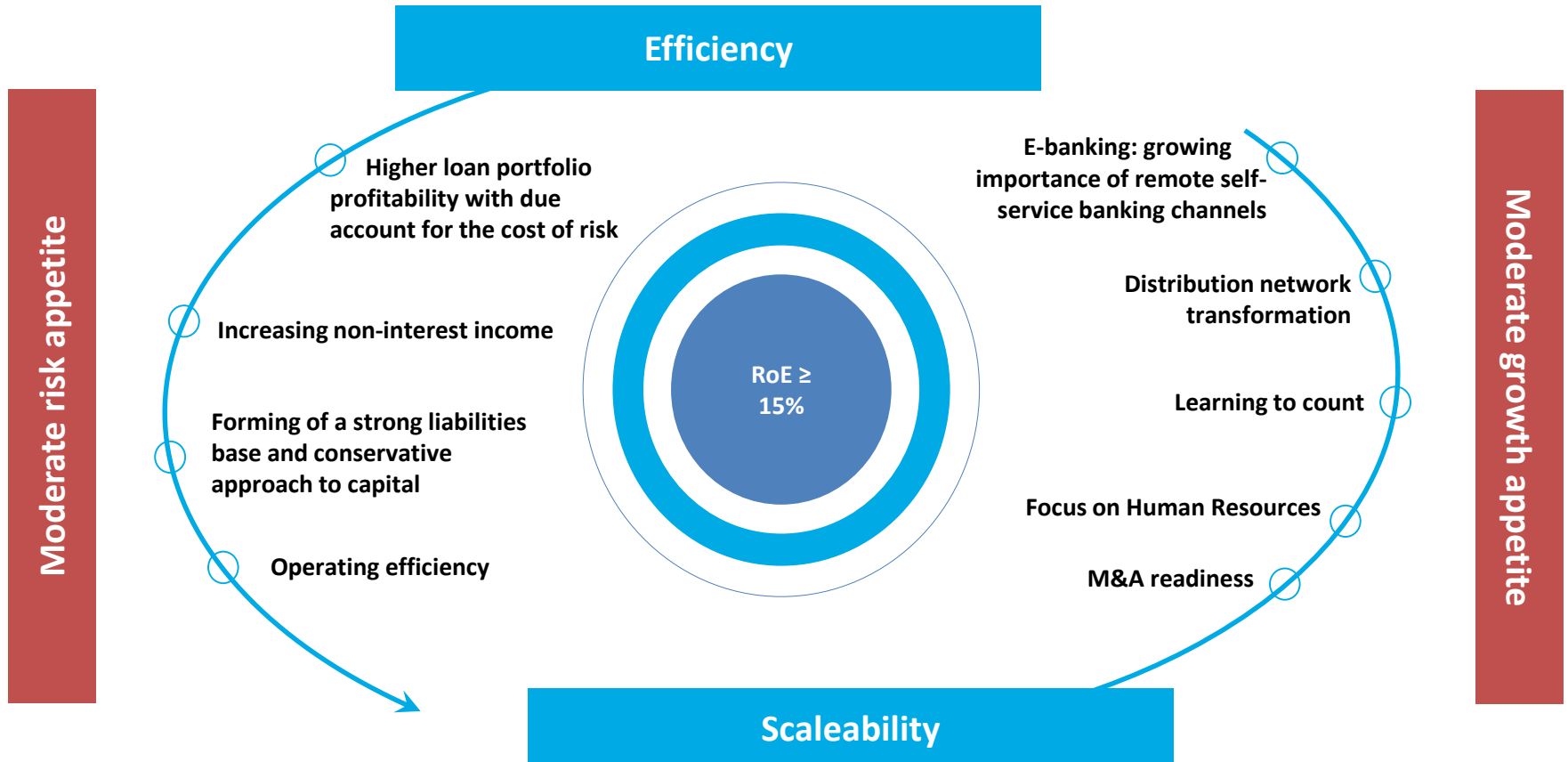
- Liquid assets significantly exceed short-term liabilities
- One of the most liquid institution in the market

Stages of Strategic Development



Efficient bank with a scalable business model

The principal strategic goal for 2014-2017 is to build an efficient bank with a scalable business model



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Bank Saint-Petersburg today

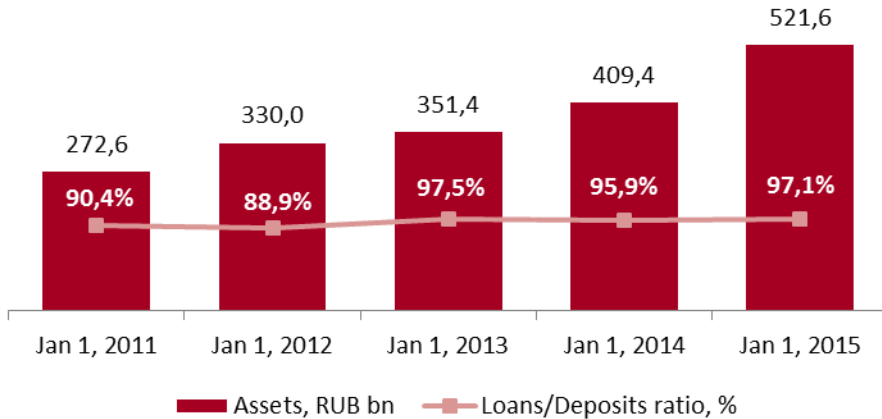
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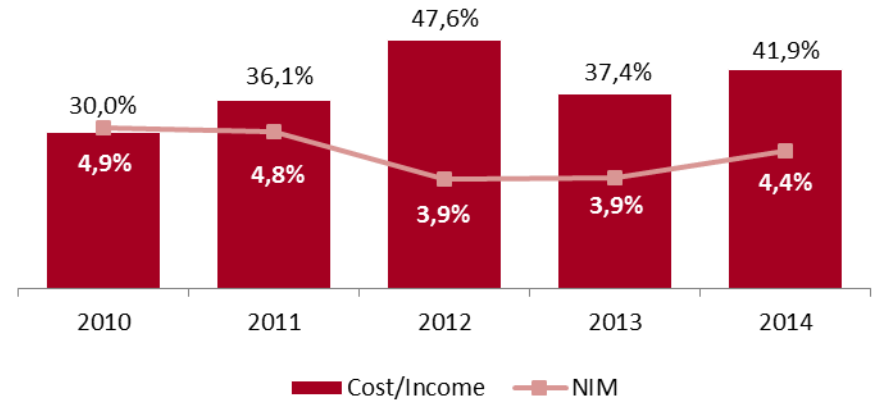
Resume

Financial Highlights

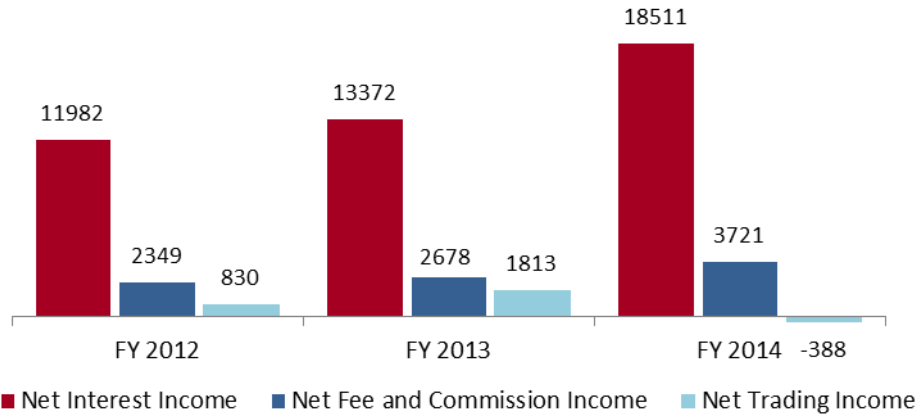
Assets and Loans/Deposits ratio



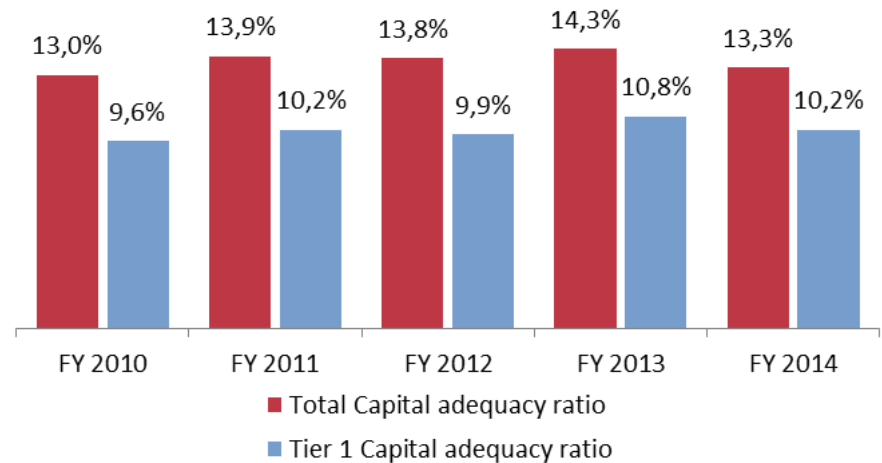
Cost/Income and NIM, %



Income structure, RUB mln

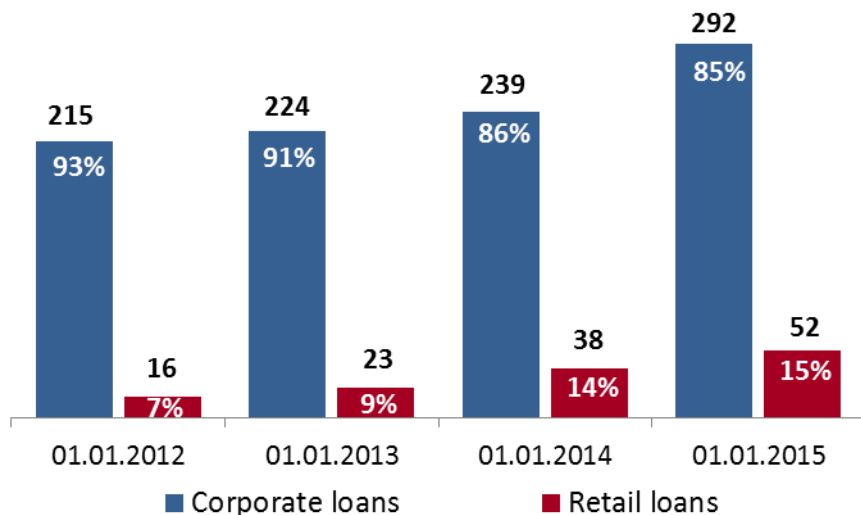


Capital adequacy ratios

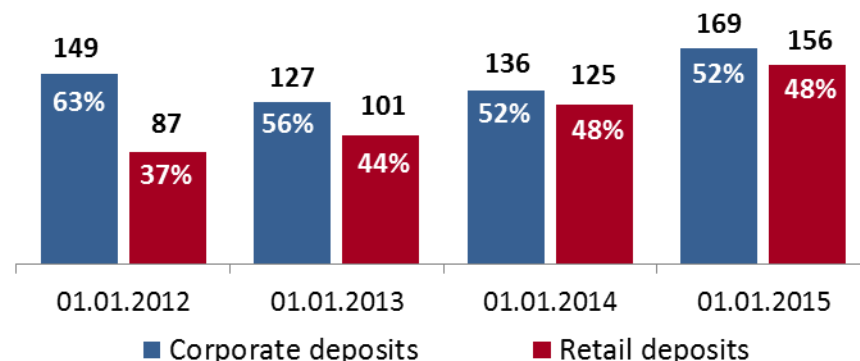


Corporate vs. retail banking

Loans, RUB bn



Deposits, RUB bn



Corporate banking

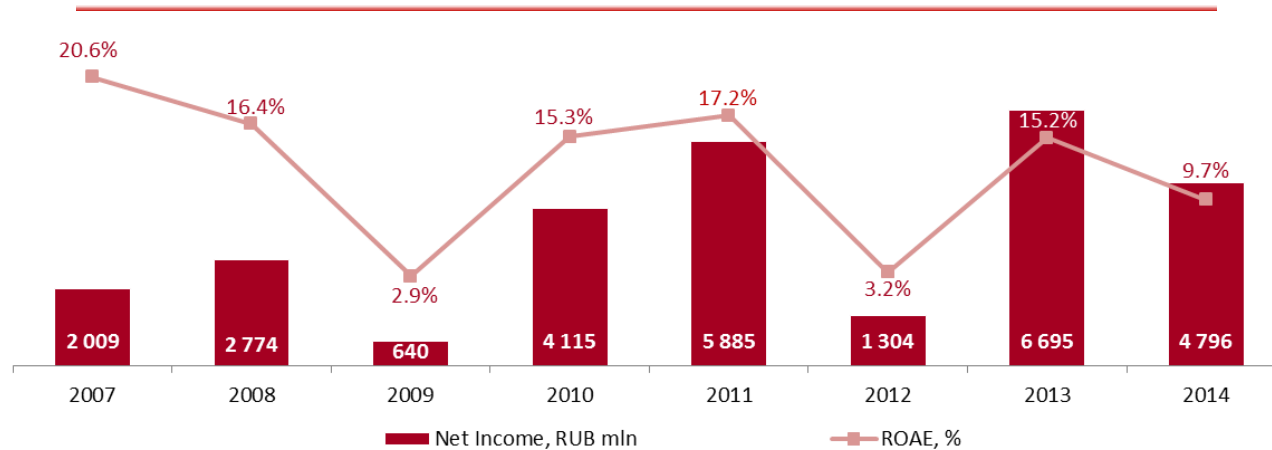
- Large and growing client base – 55,000 corporates
- Core activity of the Bank
- Typical corporate customer is a local / regional medium-sized company
- New Internet-Bank for corporate customers launched in 2014

Retail banking

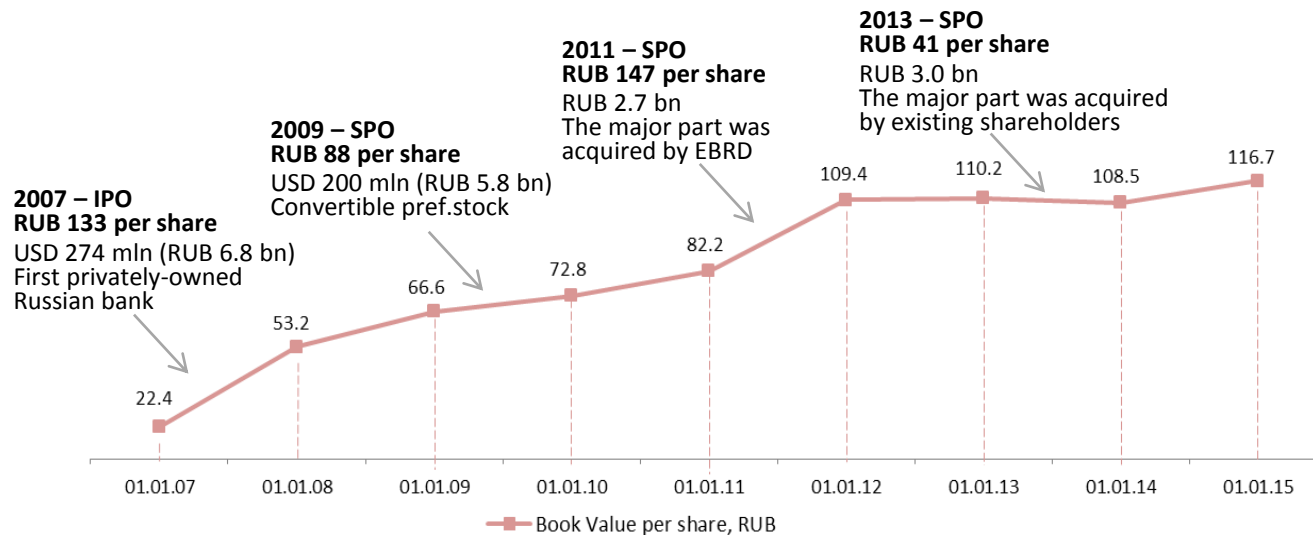
- Large customer base: 1,400,000 retail customers
- Number of cards issued – 947,000
- Successful internet bank platform – 408,000 users
- The best Internet-Bank in Russia (Global Banking and Finance Review Awards)

Post-IPO financial performance

Net income and ROAE dynamics, RUB mln



Book Value per share, RUB



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