

**BANK
SAINT PETERSBURG**

9M 2015 IFRS Results

November 27, 2015

Highlights for 9M and 3Q 2015

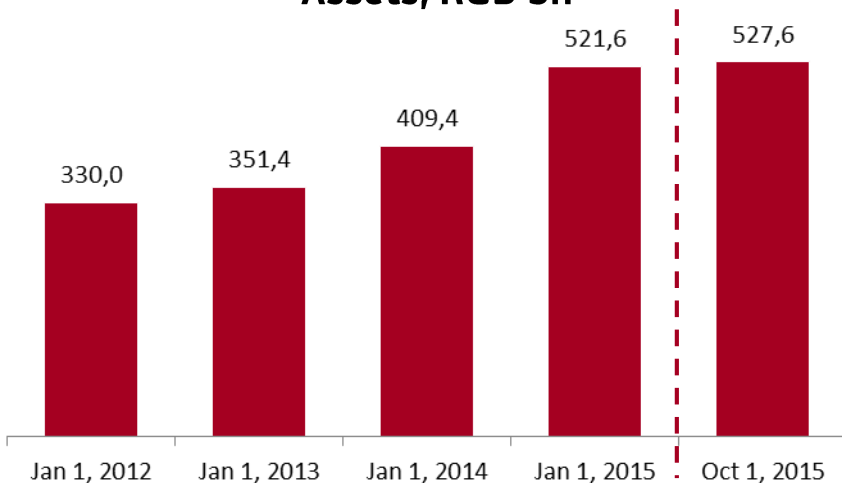
- Record revenues **RUB 7.2 bn** for 3Q 2015 (+34% comp. with 3Q 2014) resulted in solid revenues **RUB 19.8 bn** for 9M 2015 (+22% y-o-y),
- Strong trading (**RUB 4.3 bn** for 9M 2015) offset credit and interest rate risks effects
- Growth re-launched in retail lending (+6% q-o-q)
- Bank attracted new capital: **RUB 14.6 bn** in a form of Tier 2 subdebt from DIA
- 9M 2015 comprehensive income **RUB 4.6 bn** exceeded FY 2014 result

Overview of Key Financials

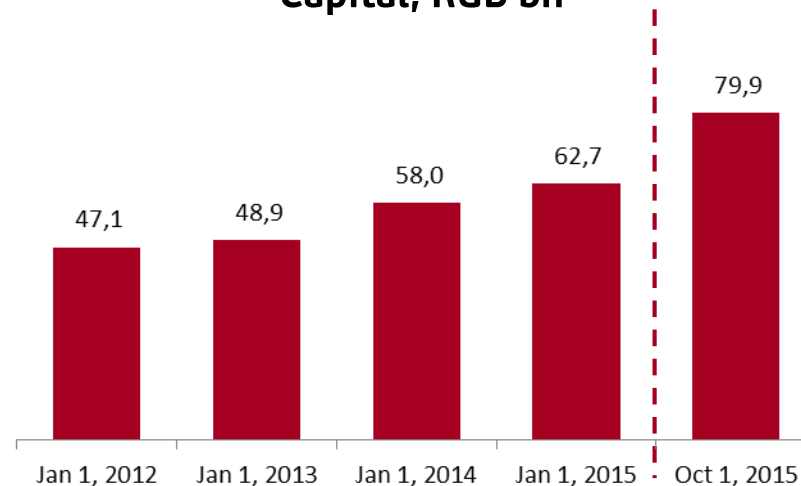
In RUB bn	Jan. 1, 2015	Oct 1, 2015	YTD	Oct 1, 2014	July 1, 2015	Oct 1, 2015	q-o-q	y-o-y
Total assets	521.60	527.57	+1.14%	448.29	520.26	527.57	+1.40%	+17.69%
Gross Loans	343.74	352.67	+2.60%	302.66	334.39	352.67	+5.47%	+16.52%
Customer Deposits*	324.89	328.39	+1.08%	284.44	314.27	328.39	+4.49%	+15.45%
Total Capital	62.69	79.90	+27.46%	59.34	64.43	79.90	+24.02%	+34.65%
	9M 2014	9M 2015		3Q 2014	2Q 2015	3Q 2015	q-o-q	y-o-y
Net Interest Income	12.97	12.32	-5.02%	4.47	4.12	4.08	-0.85%	-8.68%
Net Fee and Commission Income	2.65	2.90	+9.43%	0.96	1.03	1.03	+0.74%	+7.49%
Revenues	16.29	19.81	+21.63%	5.41	7.04	7.23	+2.74%	+33.64%
Net Income	4.10	2.69	-34.52%	1.19	1.00	1.12	+12.14%	-5.49%
	9M 2014	9M 2015		3Q 2014	2Q 2015	3Q 2015	q-o-q	y-o-y
Net Interest Margin	4.40%	3.49%	-0.91 PP	4.37%	3.46%	3.36%	-0.10 PP	-1.01 PP
Cost/Income Ratio	41.73%	37.71%	-4.02 PP	42.95%	38.22%	34.73%	-3.49 PP	-8.22 PP
ROAE	11.07%	6.71%	-4.36 PP	9.25%	7.44%	8.07%	+0.63 PP	-1.18 PP

Financial Highlights, 9M 2015

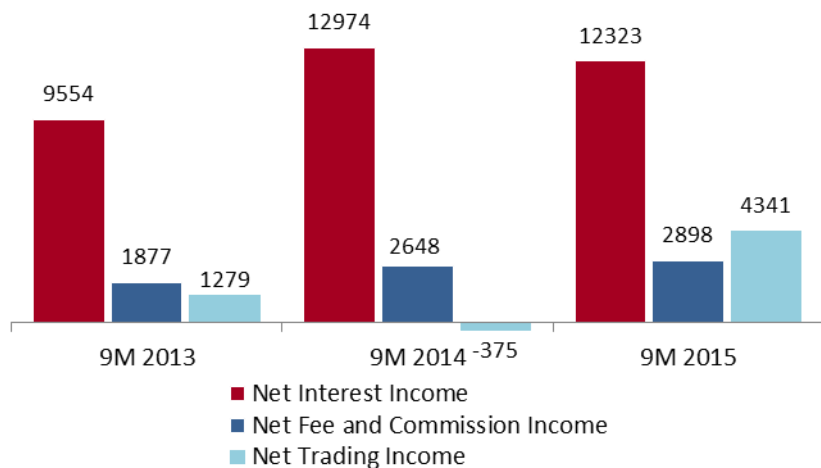
Assets, RUB bn



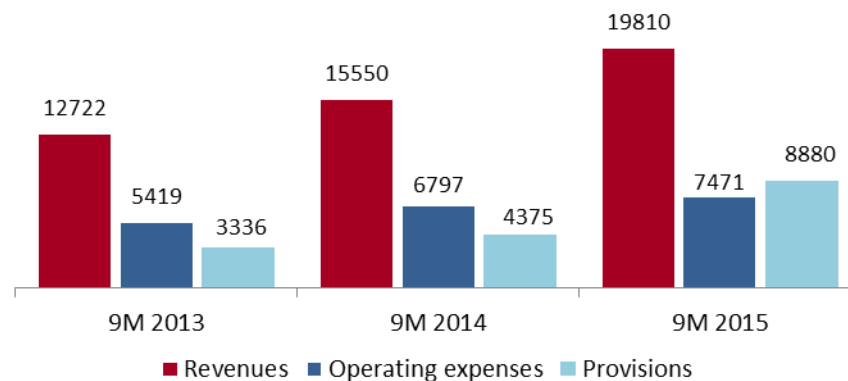
Capital, RUB bn



Income structure, RUB mln



Income and expenses data*, RUB mln

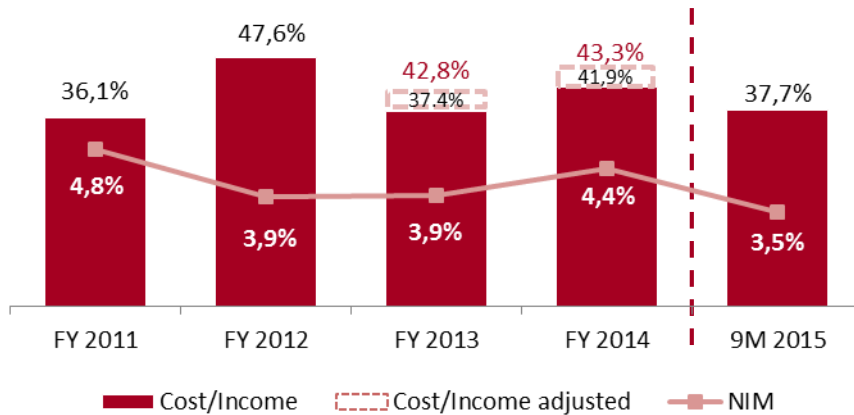


* Revenues calculation:

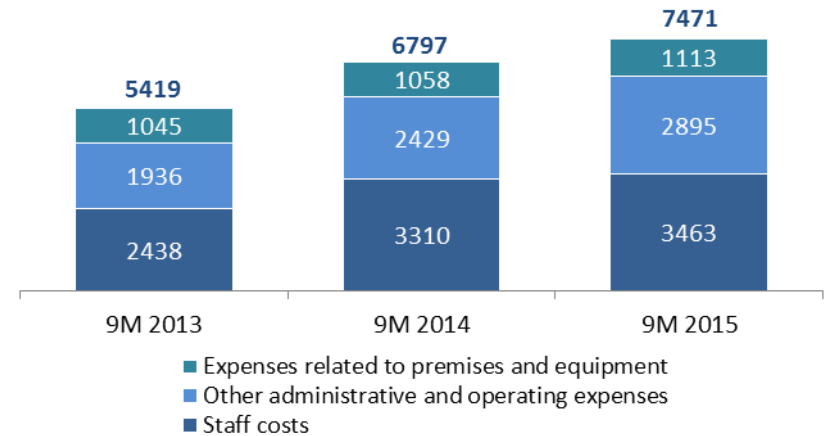
- net gains/losses from investment securities available-for-sale are excluded from revenues as one-off (9M14: RUB 249mln);
- acquisition gain is excluded from revenues as one-off (9M14: RUB 489 mln)

Results for 9M 2015

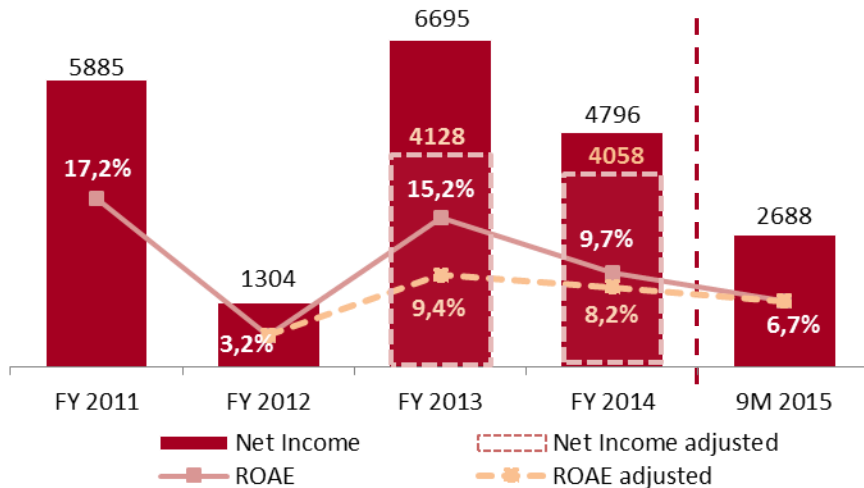
Cost/Income and NIM, %



Operating expenses*, RUB mln



Net income dynamics, RUB mln

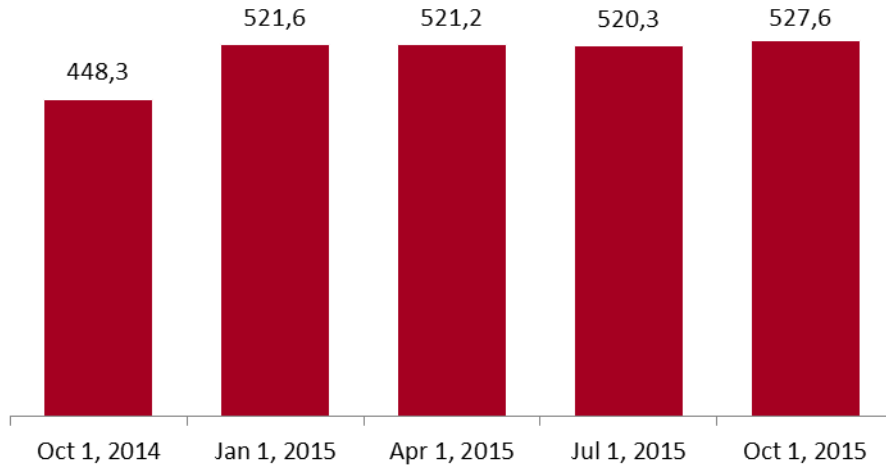


Comments

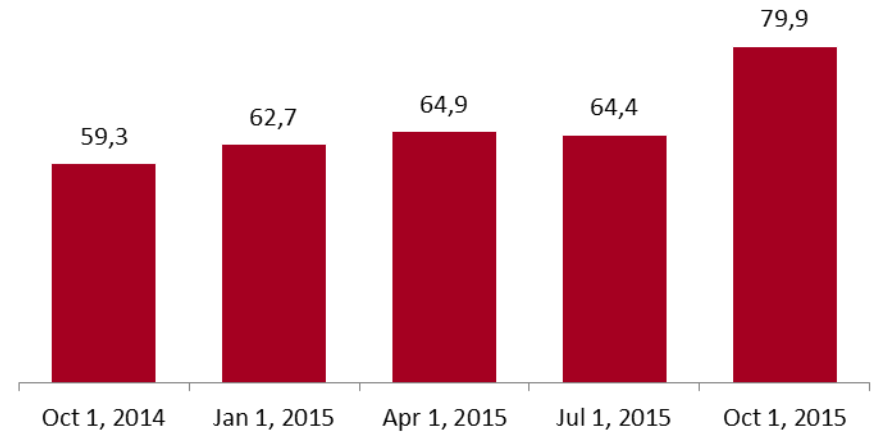
- Strong revenues driven by trading income and F&C income growth
- Interest rate risk affected net interest income and NIM
- 10% y-o-y costs growth is in line with the guidance

Financial Highlights, 3Q 2015

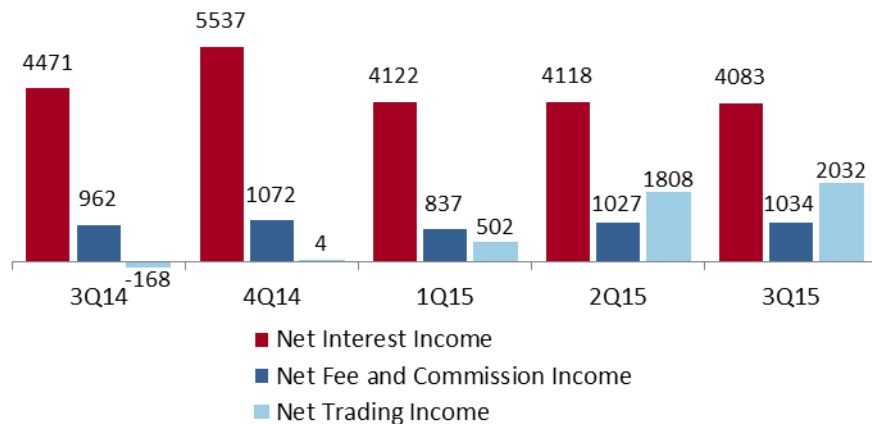
Assets, RUB bn



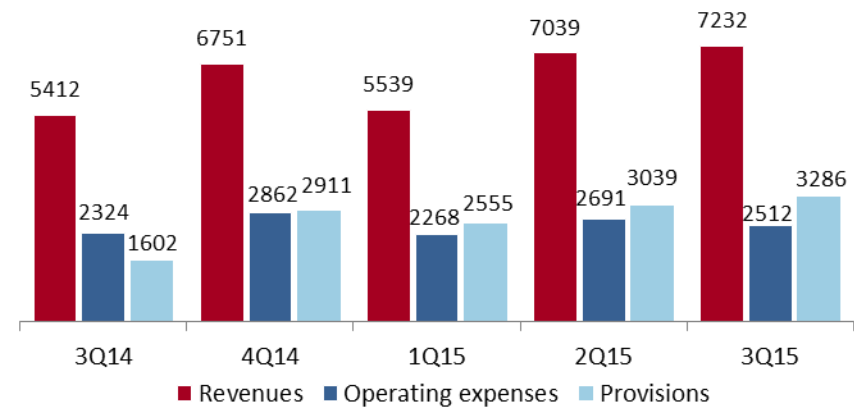
Capital, RUB bn



Income structure*, RUB mln

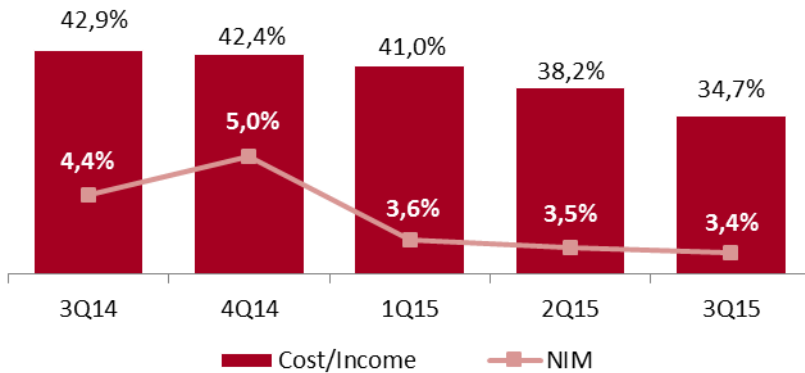


Income and expenses data*, RUB mln

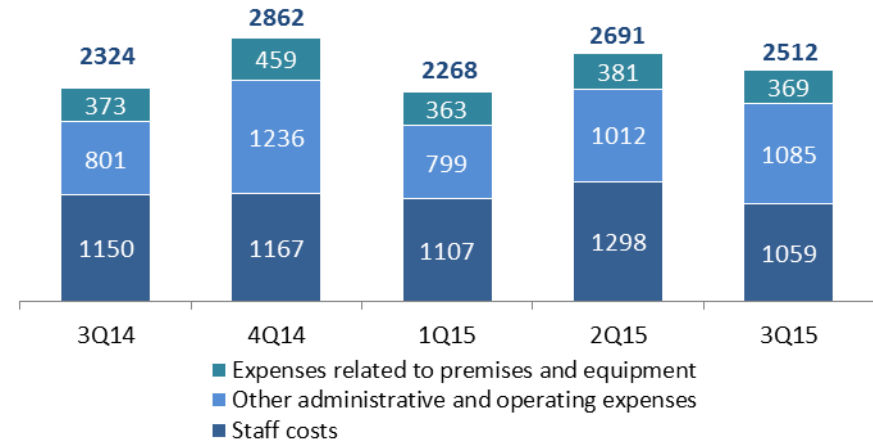


Results for 3Q 2015

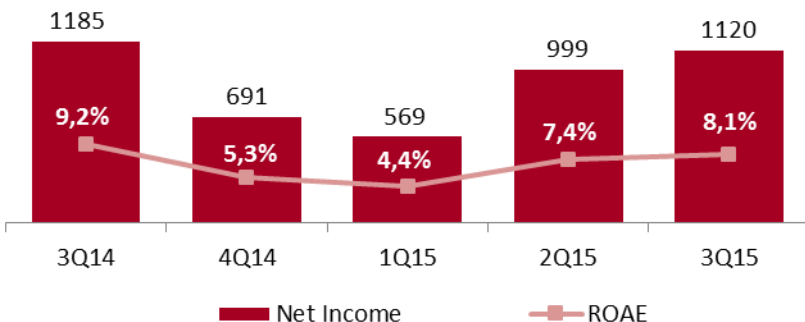
Cost/Income and NIM, %



Operating expenses*, RUB mln



Net income dynamics, RUB mln



Comments



- Record trading income supports revenues
- NIM stabilized
- Provisions remain high putting pressure on ROAE
- Profitability recovered
- F&C income growth driven by risk-free products




Main Factors affected NIM in 3Q 2015

2Q 2015 NIM – 3.46%

Average interest rate

Contribution to NIM change:



Loans and advances to customers		-15 bp
Amounts receivable under reverse repo		-6 bp

Retail term deposits		+6 bp
Corporate term deposits		+24 bp
Bonds issued		-15 bp

Total -6 bp

Average balance

Contribution to NIM change:

Loans and advances to customers		+11 bp
Securities pledged under repo		+12 bp

Retail term deposits		-16 bp
Corporate term deposits		-9 bp

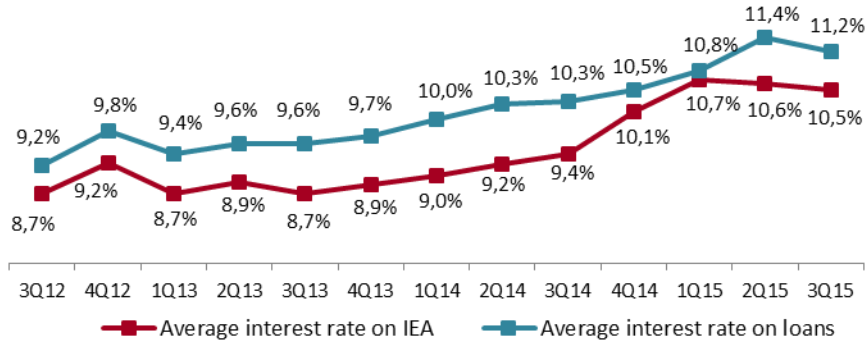
Total -2 bp

Other factors: -2 bp

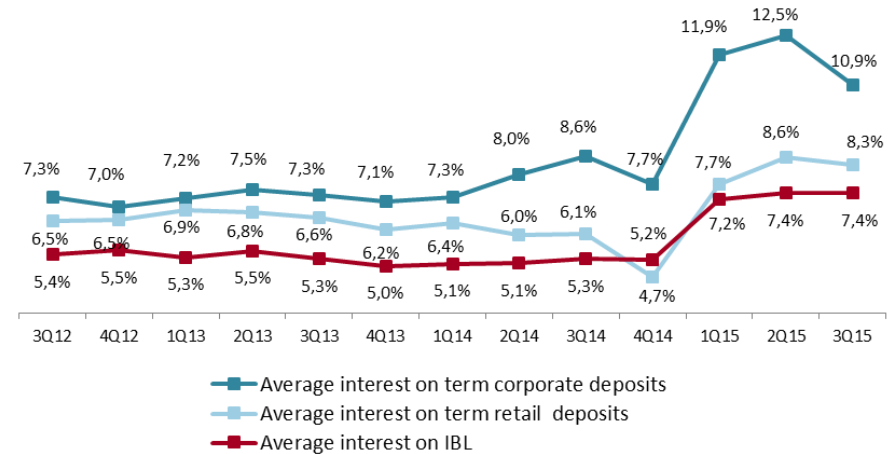
3Q 2015 NIM – 3.36%

Interest Rates and Assets/Liabilities Ratios

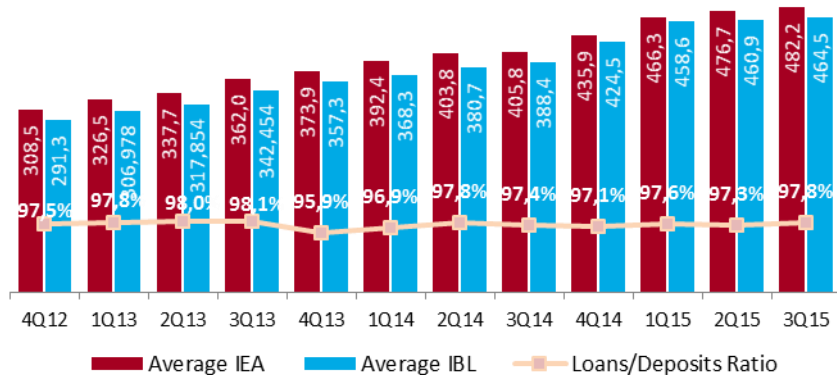
Average interest rates on the assets side*



Average interest rates on the liabilities side**



Average IEA and IBL (RUB bn)

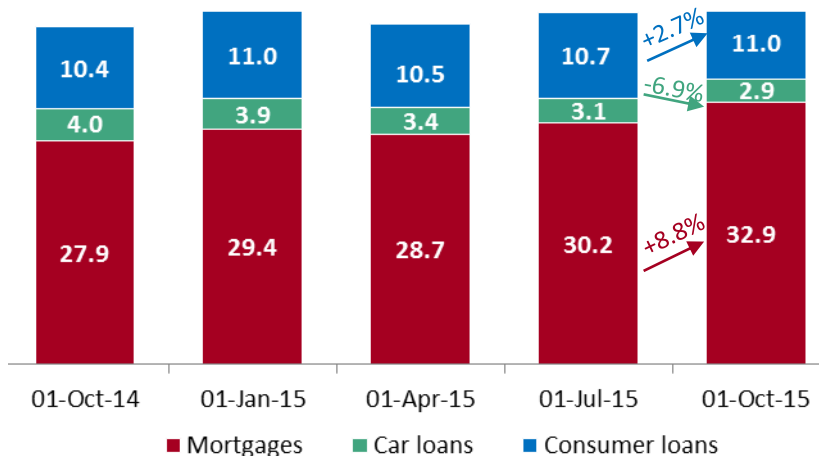


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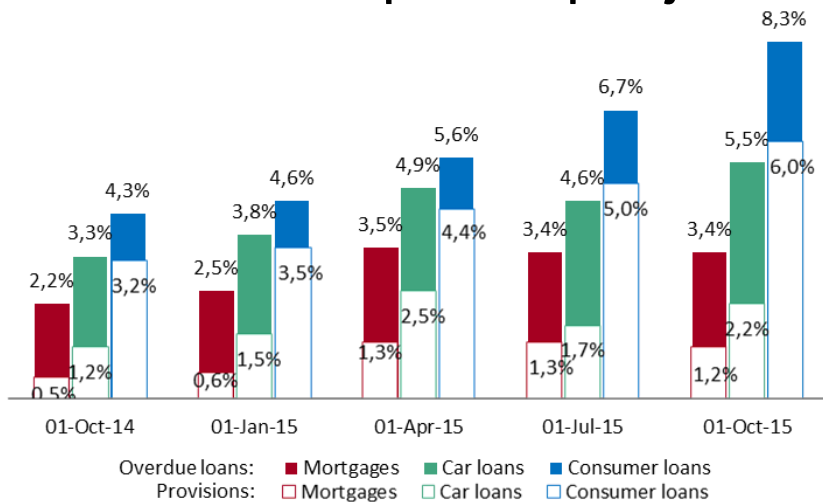
- Loans/Deposits Ratio close to targeted 100%

Business highlights: retail banking

Retail loan portfolio growth, RUB bn



Retail loan portfolio quality



- Large customer base: 1,600,000 retail customers
- Number of cards issued – 1,000,000
- 10 new offices in the pipeline in 2015 making up a total of 59 offices

Retail lending:

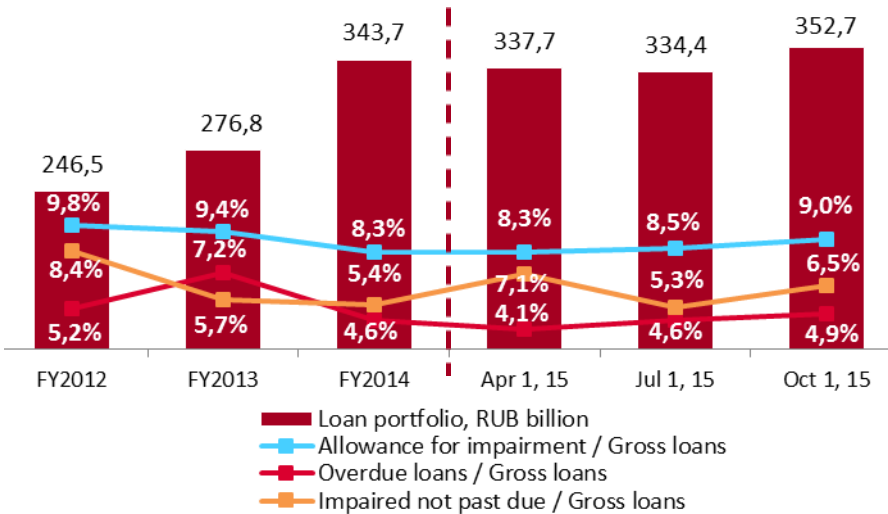
- Retail loans 11% growth y-o-y*
- Re-launched growth in both consumer lending and mortgages
- Top-3 player participating in Mortgage Subsidy Government Program (limit is RUB 10.6 bn)
- The Bank #7 in the Russia' mortgage lending market in 1H 2015

E-banking:

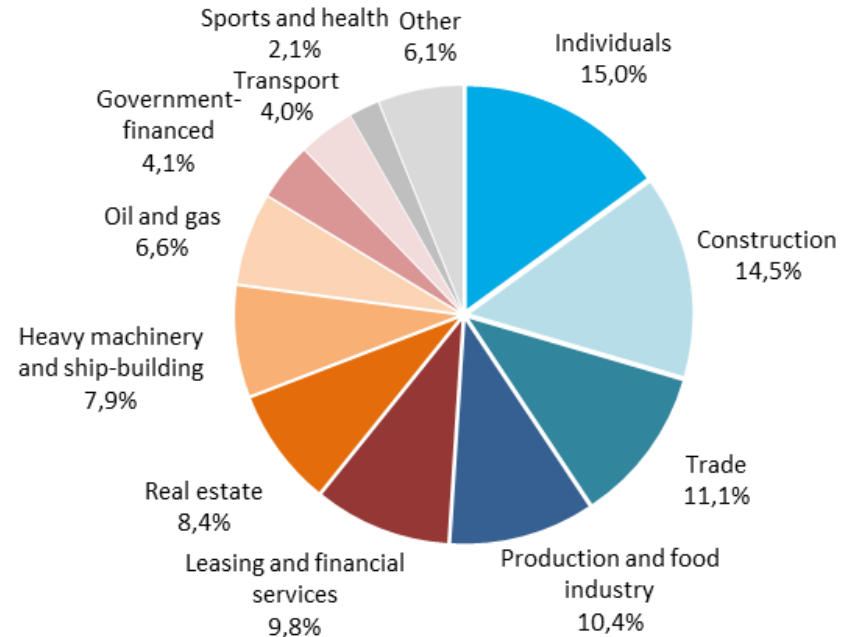
- Successful internet bank platform – 529,000 users
- During 9M 2015:
 - ✓ 49% of the total retail deposits are online deposits
 - ✓ 68% of consumer loans originated through the Internet Bank
 - ✓ 96% of payments were made through digital channels (Internet Bank, ATMs and payment kiosks)

Loan portfolio and quality

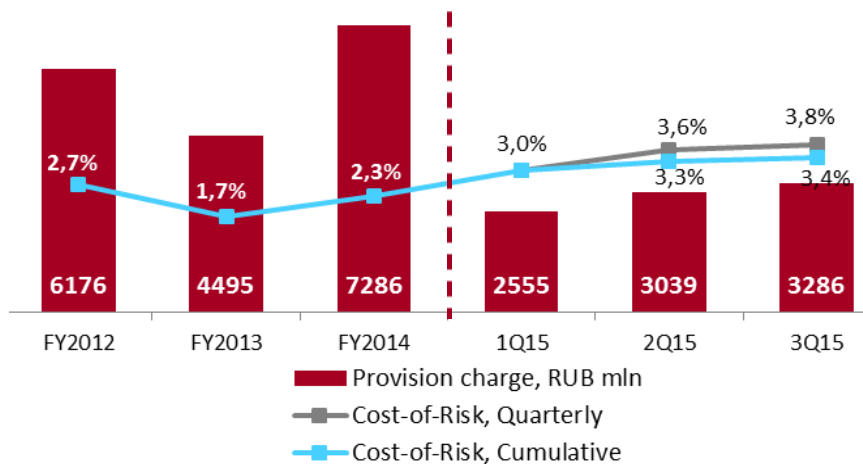
Loan portfolio quality



Loan portfolio by sector, October 1, 2015



Provision charge, RUB mln, and CoR, %

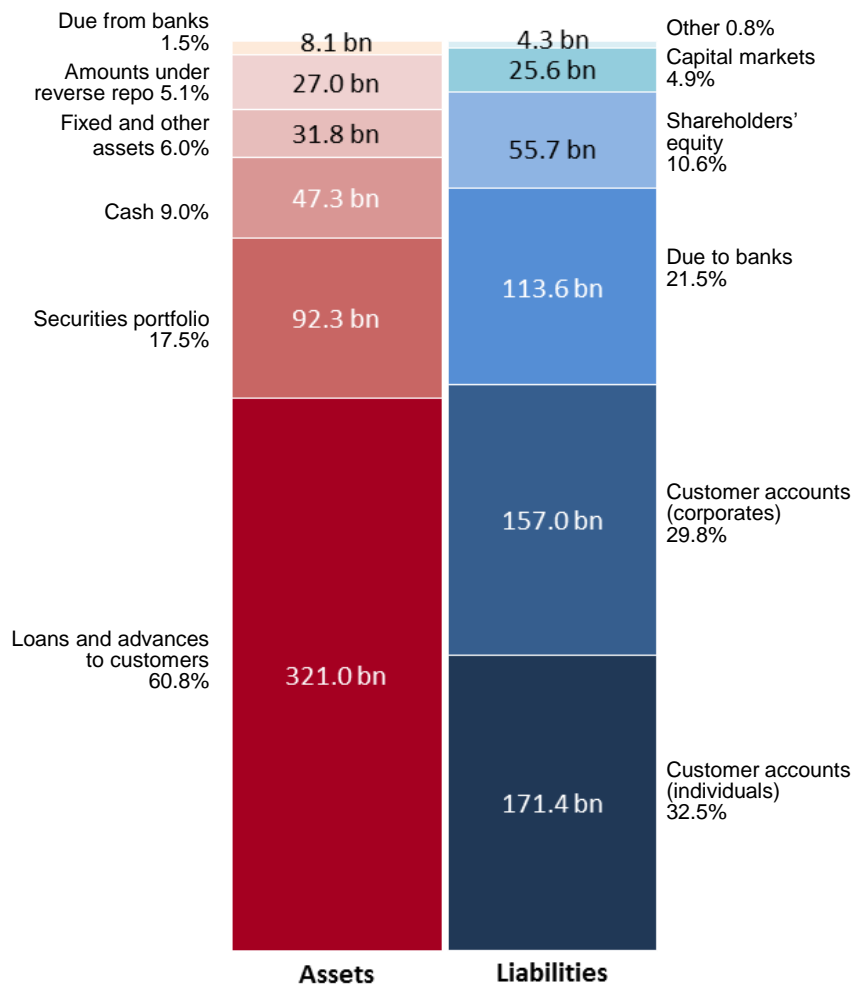


Comments

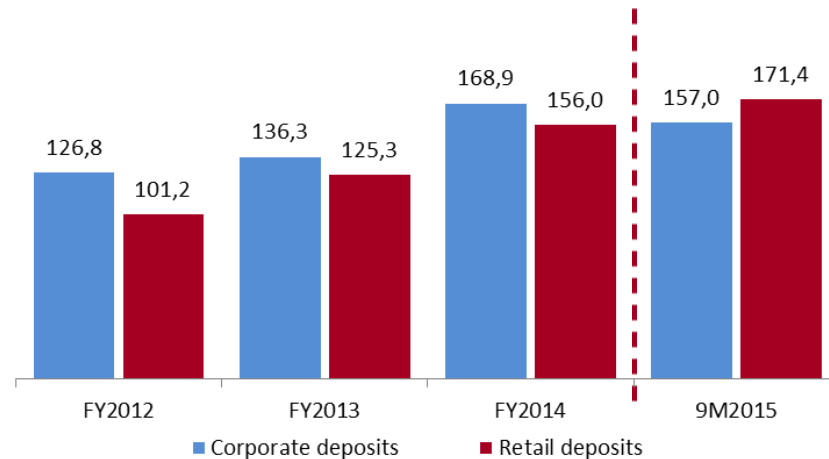
- Gross loan portfolio increased by 2.6%
- Loans to individuals is a major segment of loan portfolio
- RUB 5.6 bn of the loan portfolio written off in 9M 2015

Assets and liabilities structure

Assets and liabilities structure, October 1, 2015



Customer deposits*, RUB bn

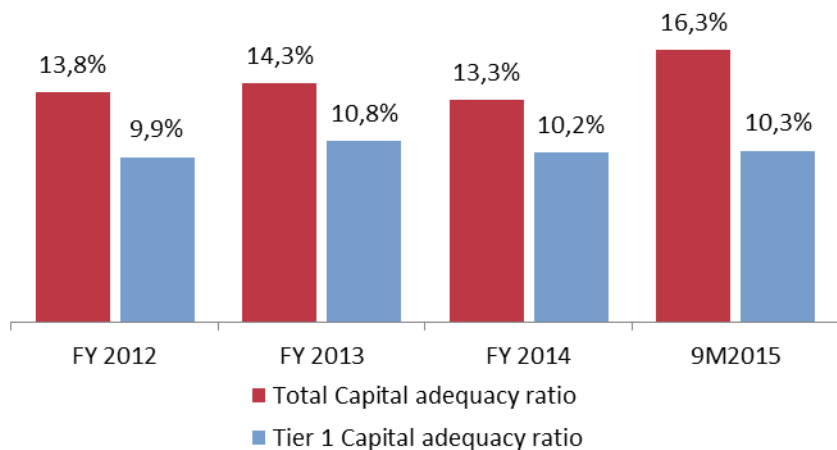


Comments

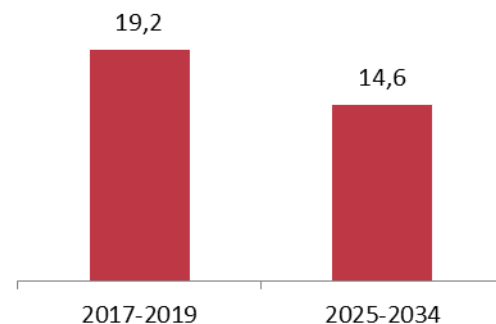
- Retail deposits represent 52% of total customer deposits
- Conservative approach to risk: approximately 95% of the debt securities belong to the CBR Lombard list
- Average duration of the bonds portfolio is 1.1 years

Capital and funding

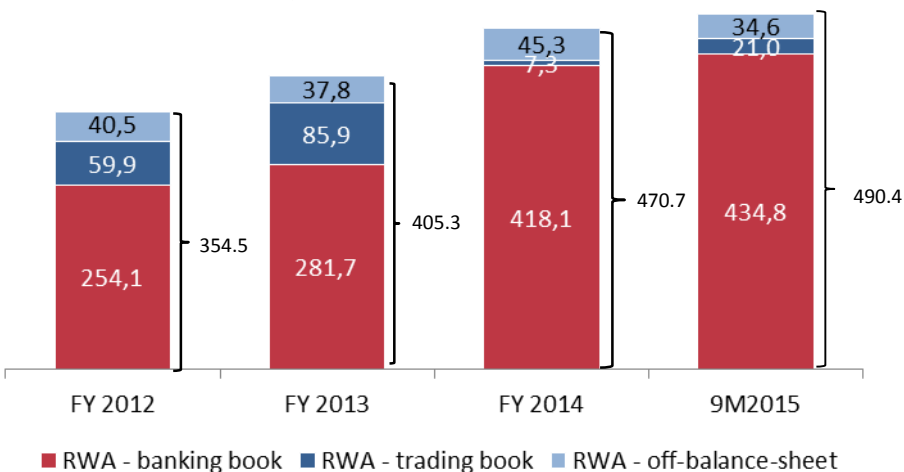
Capital adequacy, %



Repayment schedule for 2017+, RUB bn



Risk-weighted assets (RWA), RUB bn



Comments

- CAR under the CBR regulations (Basel III) as at Oct 1, 2015:
 - ✓ Core Tier 1 CAR (N1.1) – 8.4% (min 5.0%)
 - ✓ Tier 1 CAR (N1.2) – 8.4% (min 6.0%)
 - ✓ Total CAR (N1.0) - 14.8% (min 10%)
- In October 2015 Bank attracted new capital:
 - ✓ RUB 14.6 bn in a form of Tier 2 subdebt from DIA

Guidance for 2015

FY 2015 guidance

- ✓ Loan portfolio growth 5-8%
- ✓ Revenues growth 15%
- ✓ Cost of Risk 330-350 bp
- ✓ Costs growth 12%
- ✓ ROAE 6-7%

Presentation team



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Konstantin Noskov
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Elena Demicheva
Head of IR

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

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