

FY 2020 IFRS Results

March 10, 2021



PRESENTATION TEAM



Stanislav Filatov
Vice-president,
CFO



Konstantin Noskov
Vice-president,
Head of Strategy



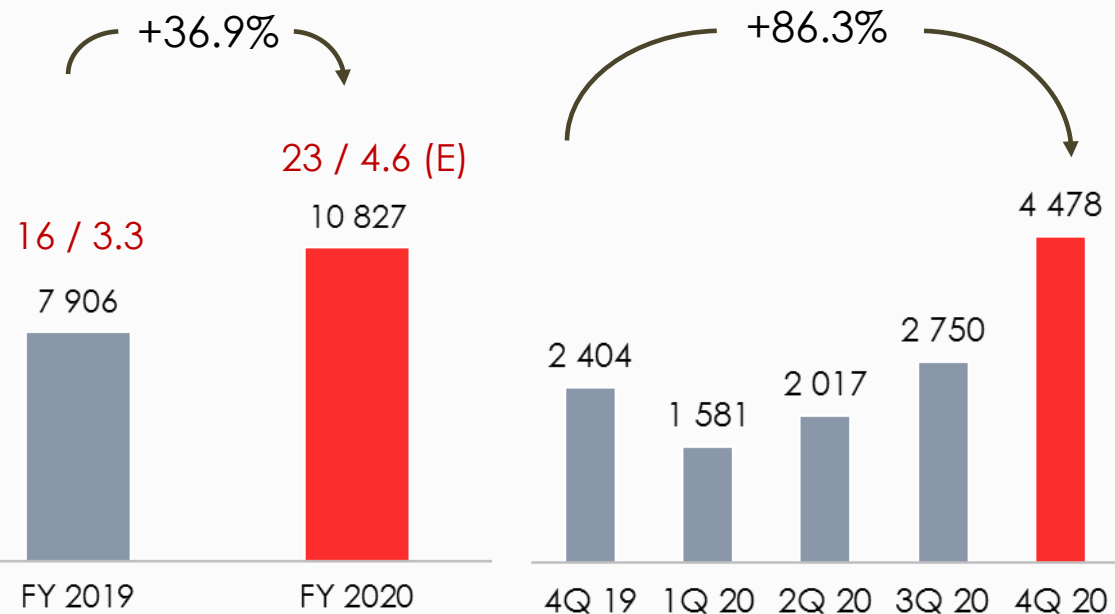
Ruslan Vasilev
Head of IR

HIGHLIGHTS FOR FY 2020

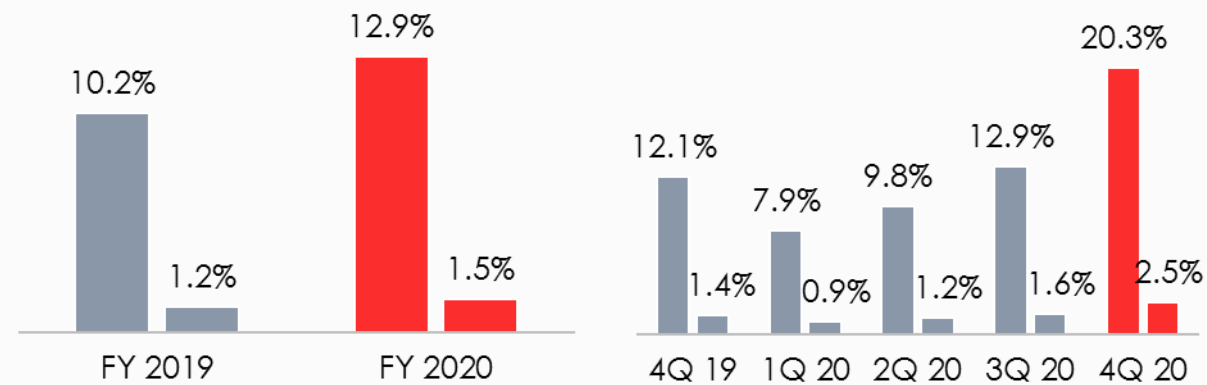
- ✓ Net income increased by **36.9%** y-o-y up to record RUB 10.8 bn in FY 2020, including **86.3%** y-o-y up to RUB 4.5 bn in 4Q 2020
- ✓ FY 2020 ROAE up to **12.9%**, 4Q 2020 ROAE up to **20.3%** - the best quarterly result since 2013
- ✓ Expected DPS (subject to AGM decision) is RUB 4.6, ca. 8% DY
- ✓ Loan portfolio grew by **14.4%** YTD, incl. +12.0% in retail and +15.2% in corporate

PROFITABILITY

Net income dynamics, RUB mln



ROAE/ROAA, %



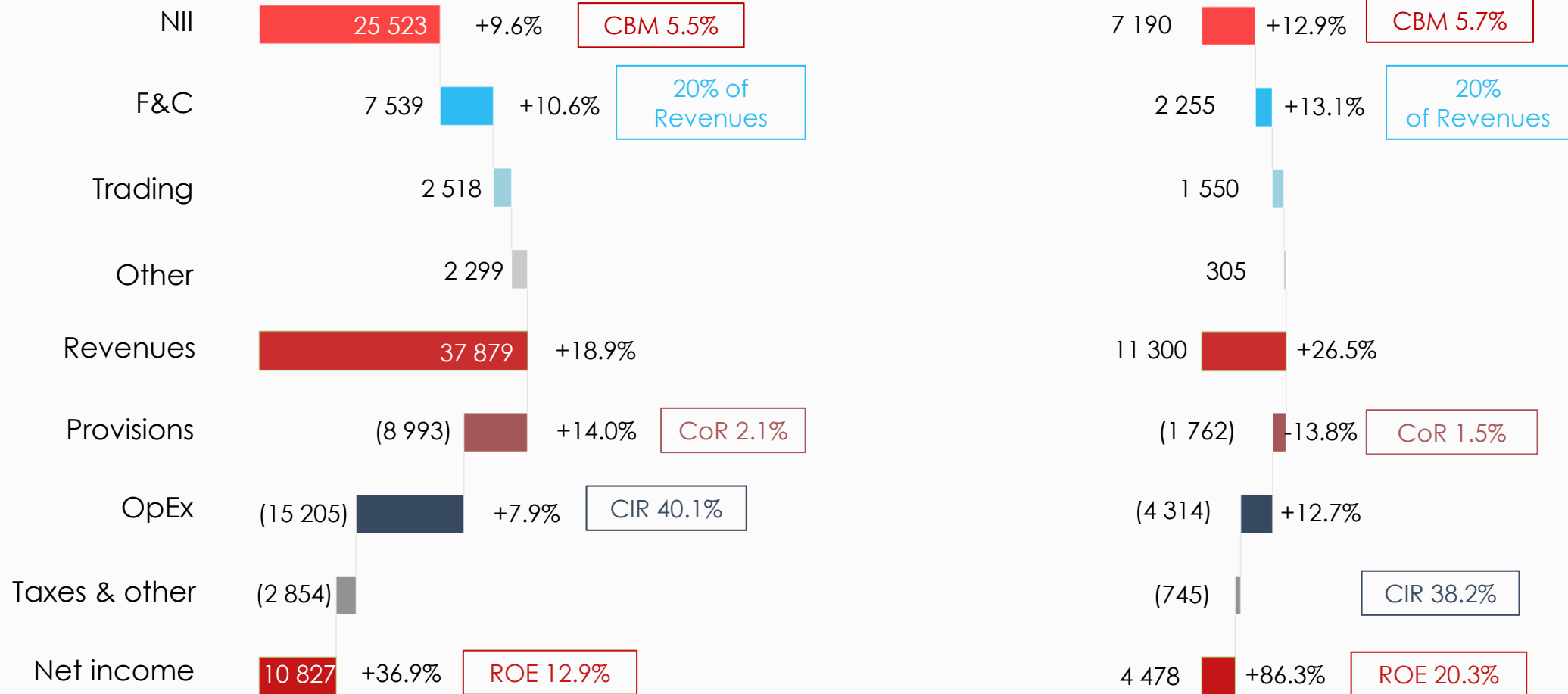
Earnings per share/Dividend per share, RUB

FY 2020 AND 4Q 2020 FINANCIAL RESULT

RUB mln, %, YoY

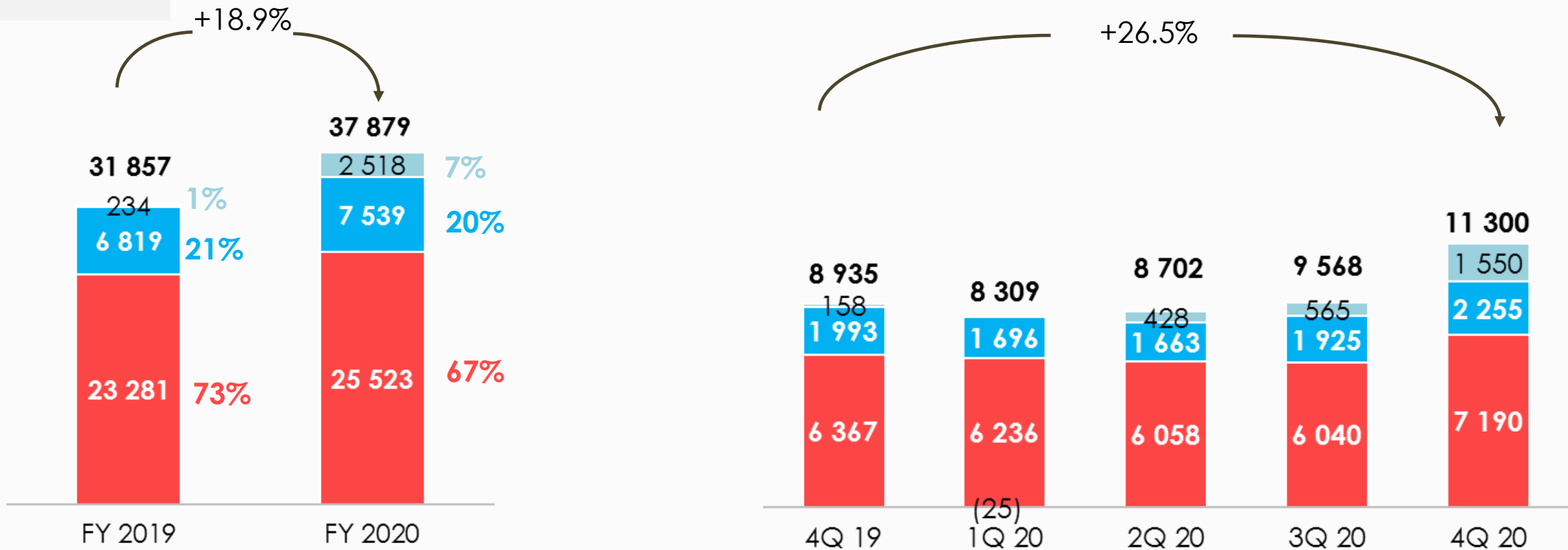
FY 2020

4Q 2020



REVENUES

RUB mln

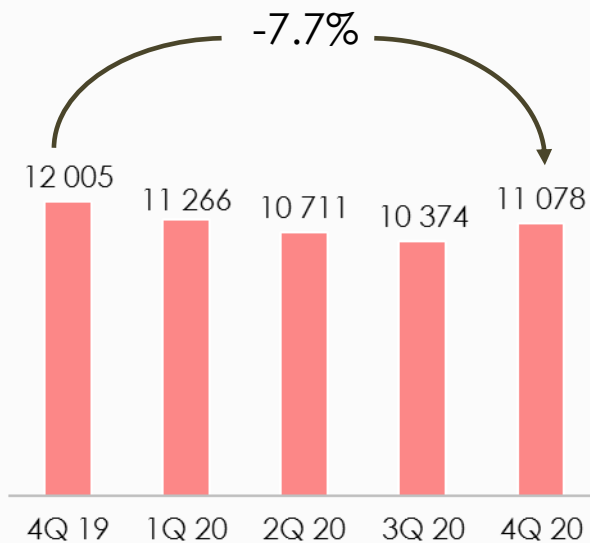


■ Net Interest Income ■ Net Fee and Commission Income ■ Net Trading Income

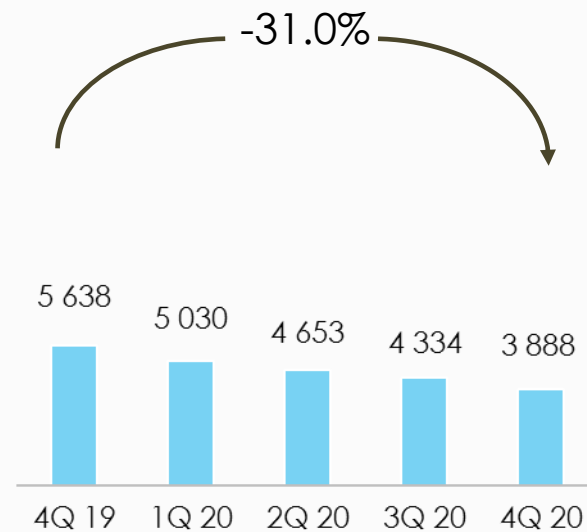
- ✓ Core banking keep growing
- ✓ Trading is visible again in revenues structure

NET INTEREST INCOME STRUCTURE

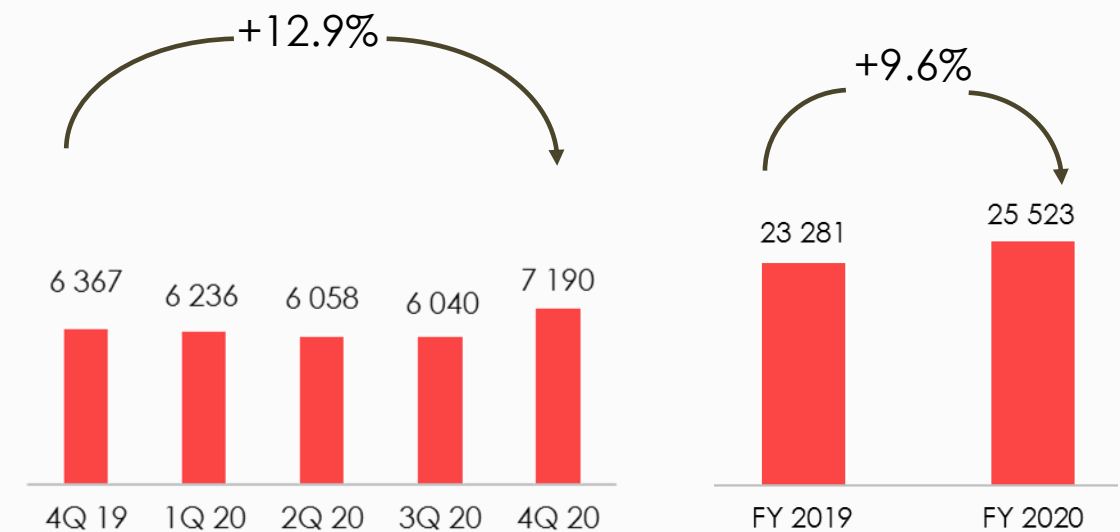
Interest income



Interest expenses



Net interest income

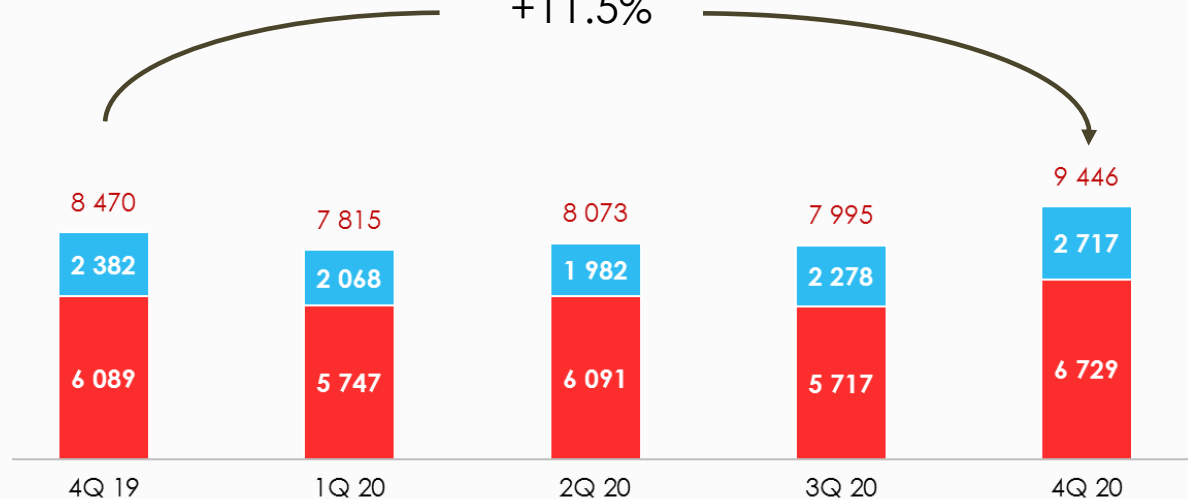


✓ Interest income decline is much slower than interest expenses', resulting in Net interest income growth

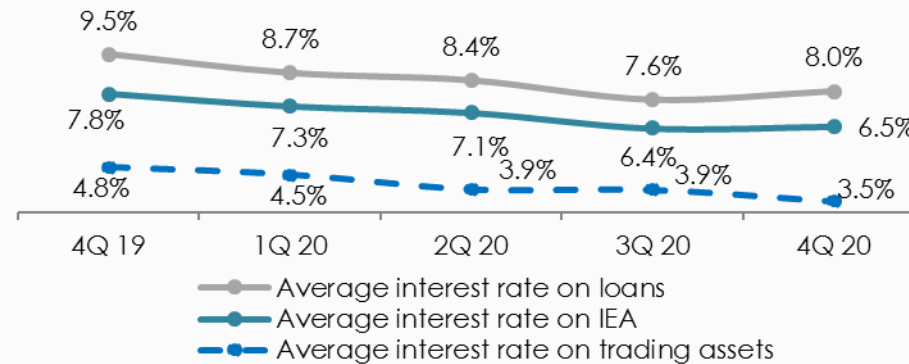
CORE BANKING PERFORMANCE AND INTEREST RATES

Core Banking Results, RUB mln

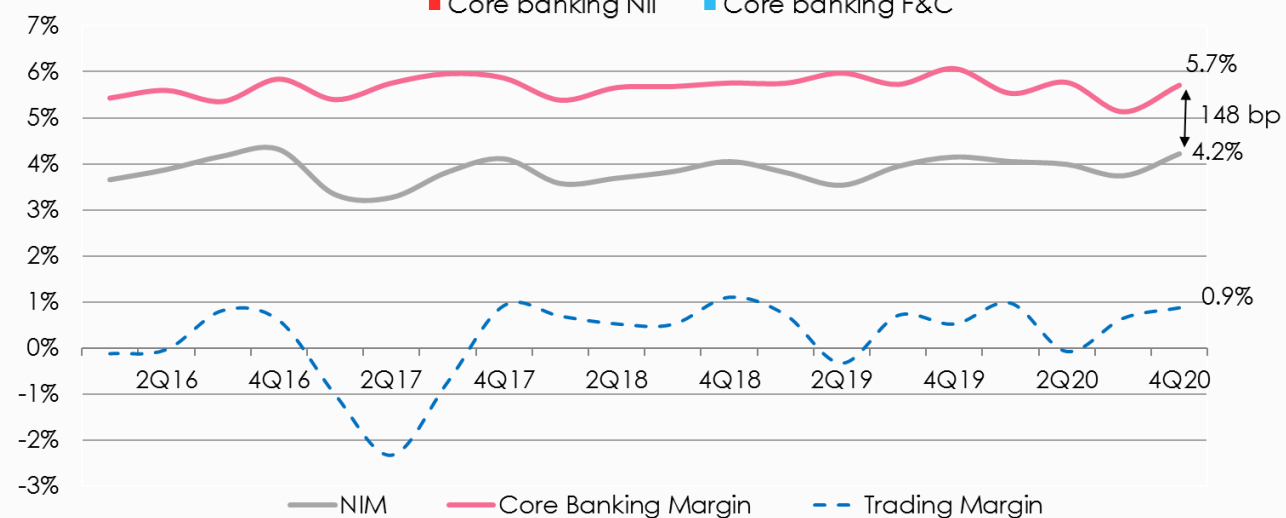
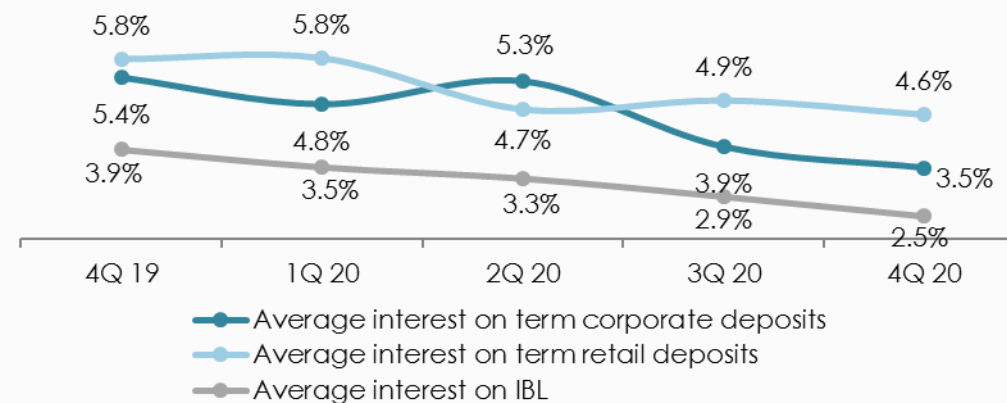
+11.5%



Avg. Interest rates on assets

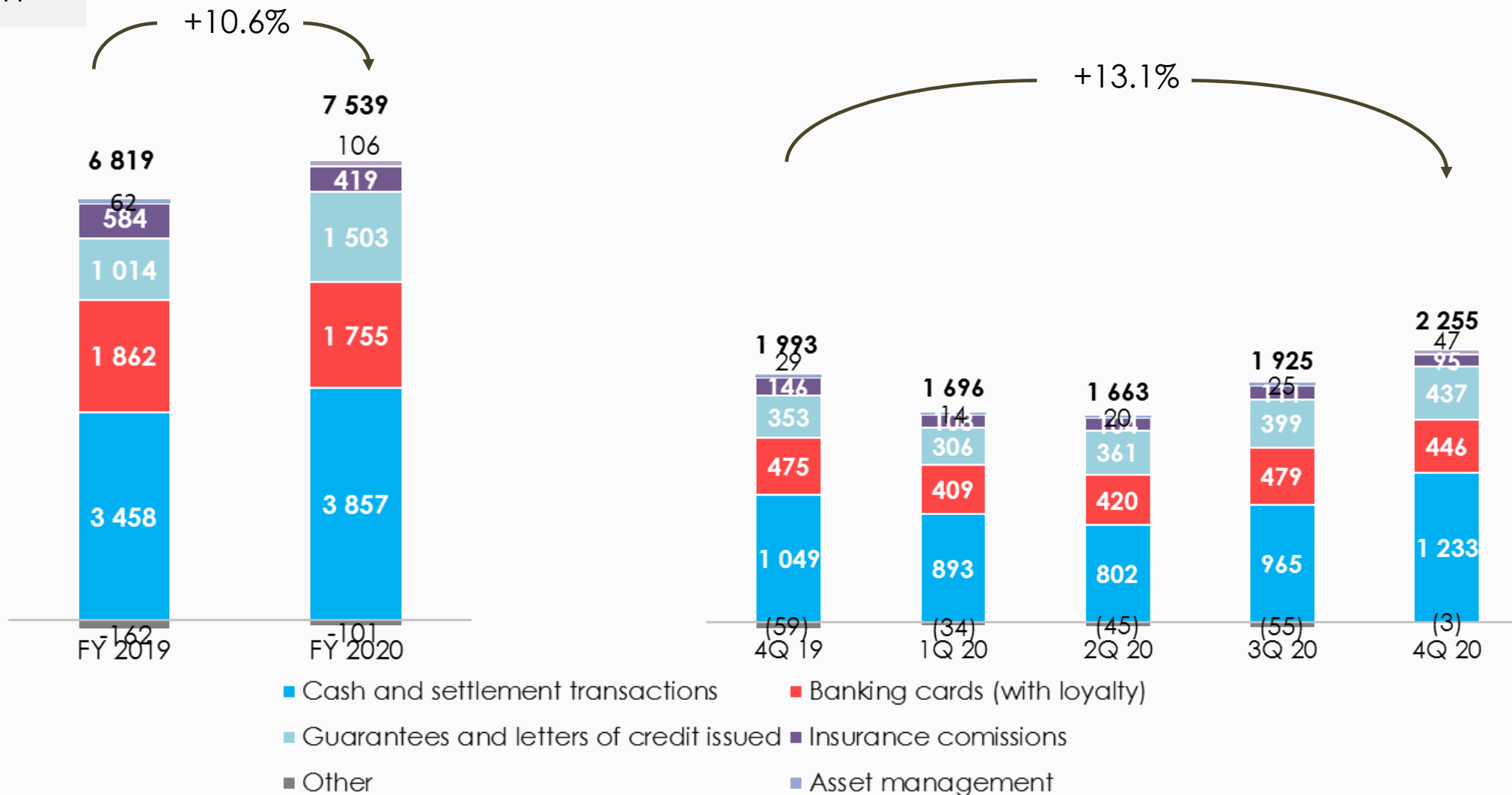


Avg. Interest rates on liabilities



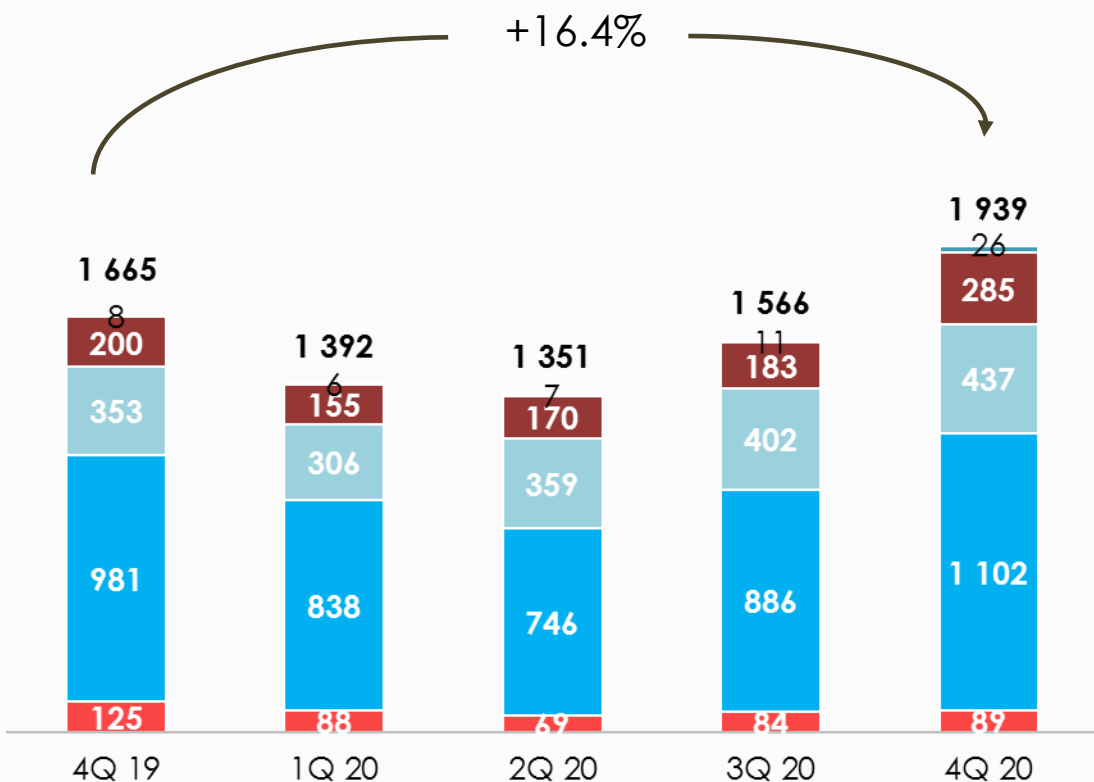
NET FEE & COMMISSION INCOME STRUCTURE 1/2

RUB mln

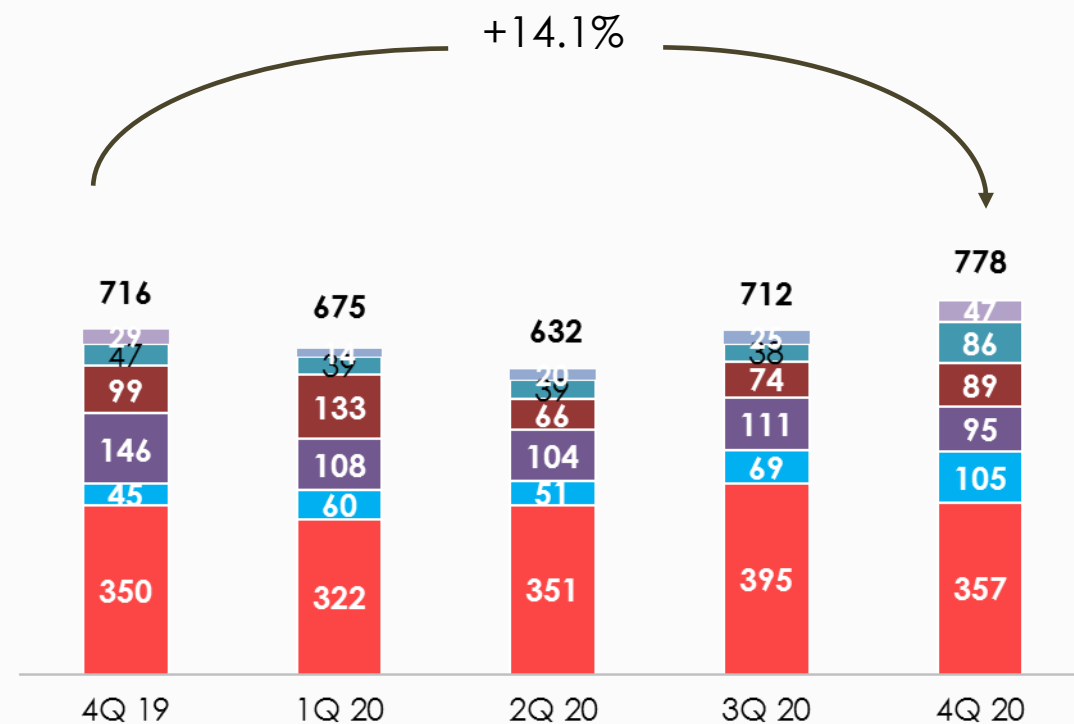


NET FEE & COMMISSION INCOME STRUCTURE 2/2

Corporate Net F&C income, RUB mln



Retail Net F&C income, RUB mln

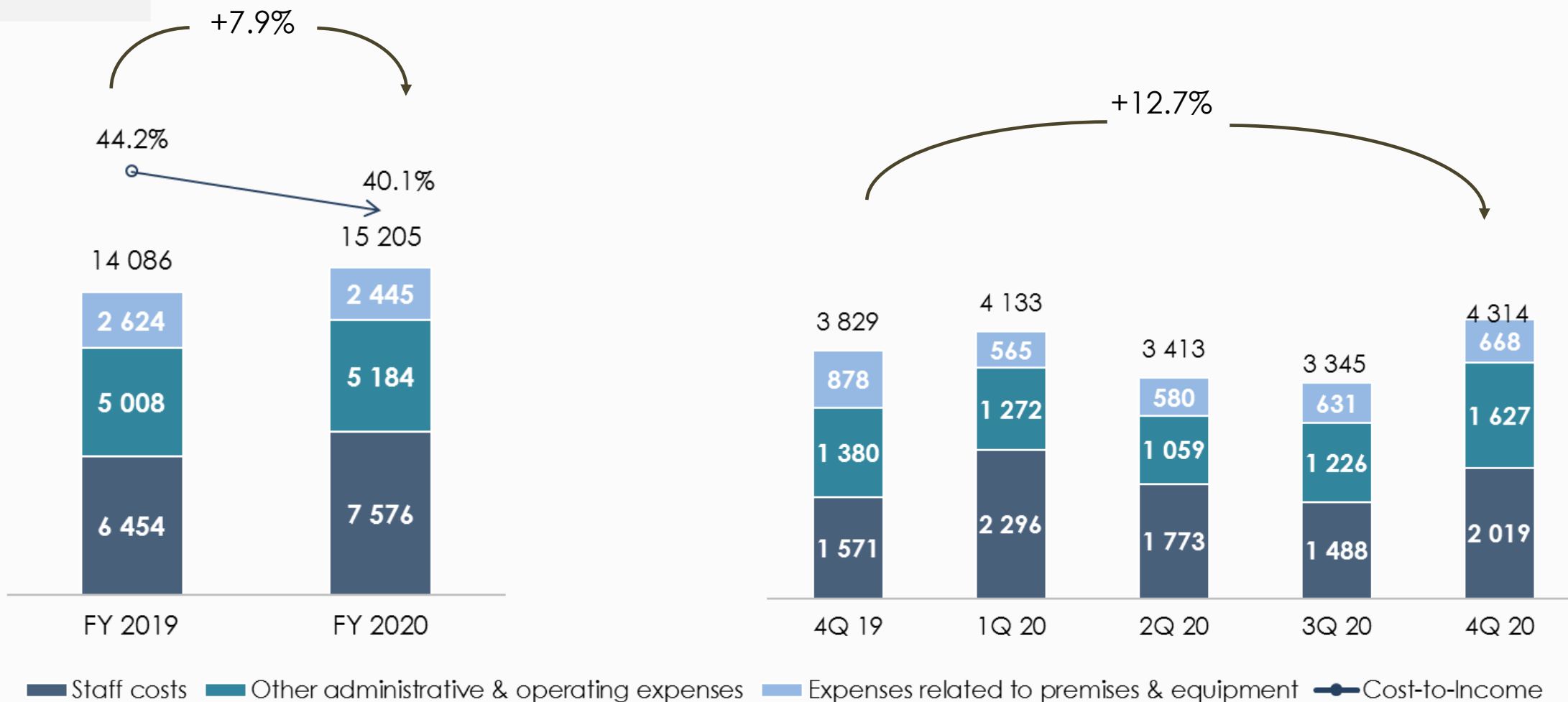


- Banking cards (with loyalty)
- Guarantees and letters of credit issued
- Customers' FX
- Asset management

- Cash and Settlement transactions
- Insurance commissions
- Other

OPERATING EXPENSES

RUB mln

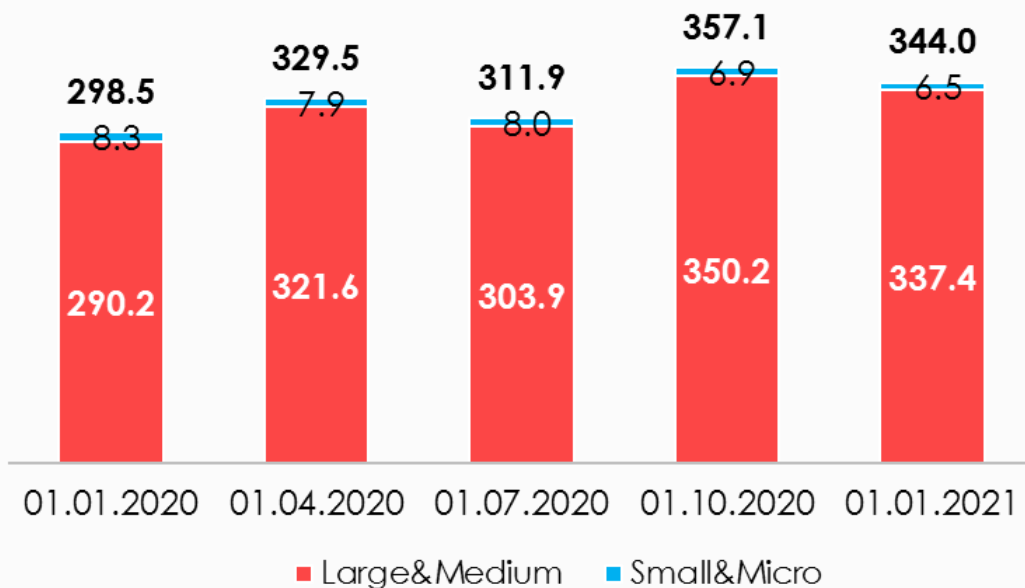


LOAN PORTFOLIO AND QUALITY 1/3

Corporate loan portfolio

RUB bn

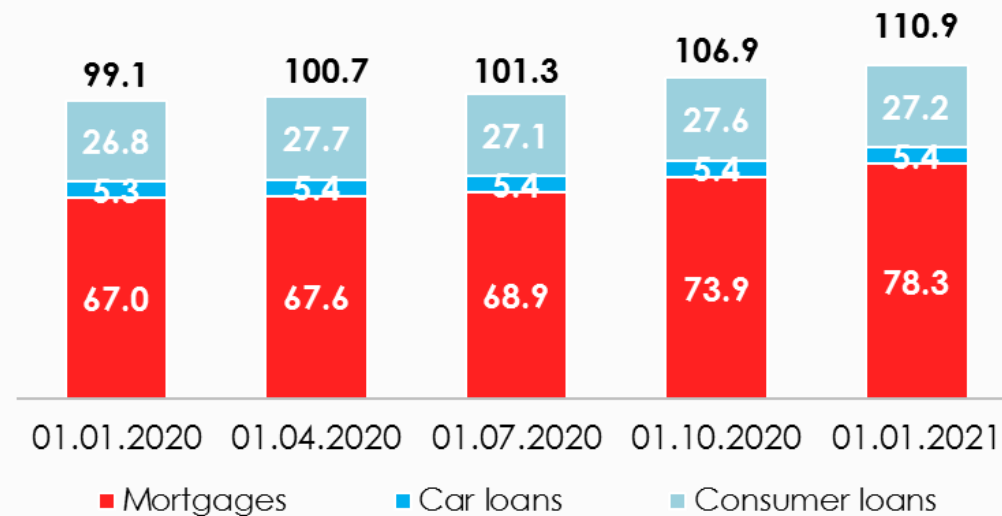
+15.2%



Retail loan portfolio

RUB bn

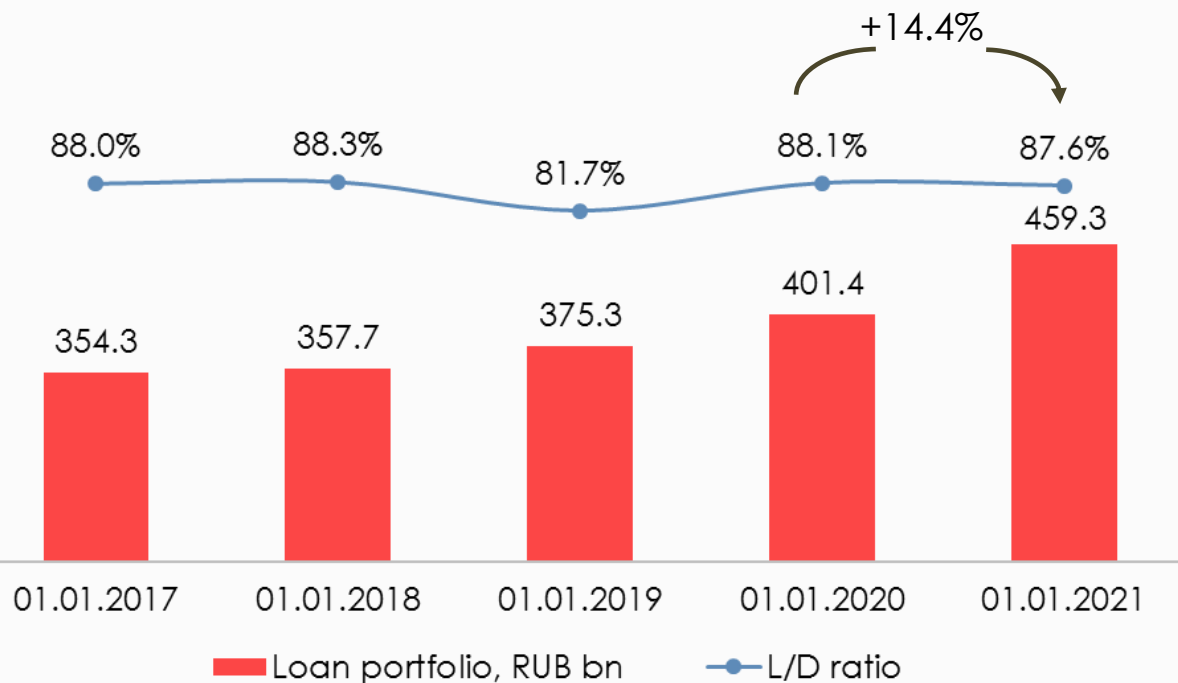
+11.9%



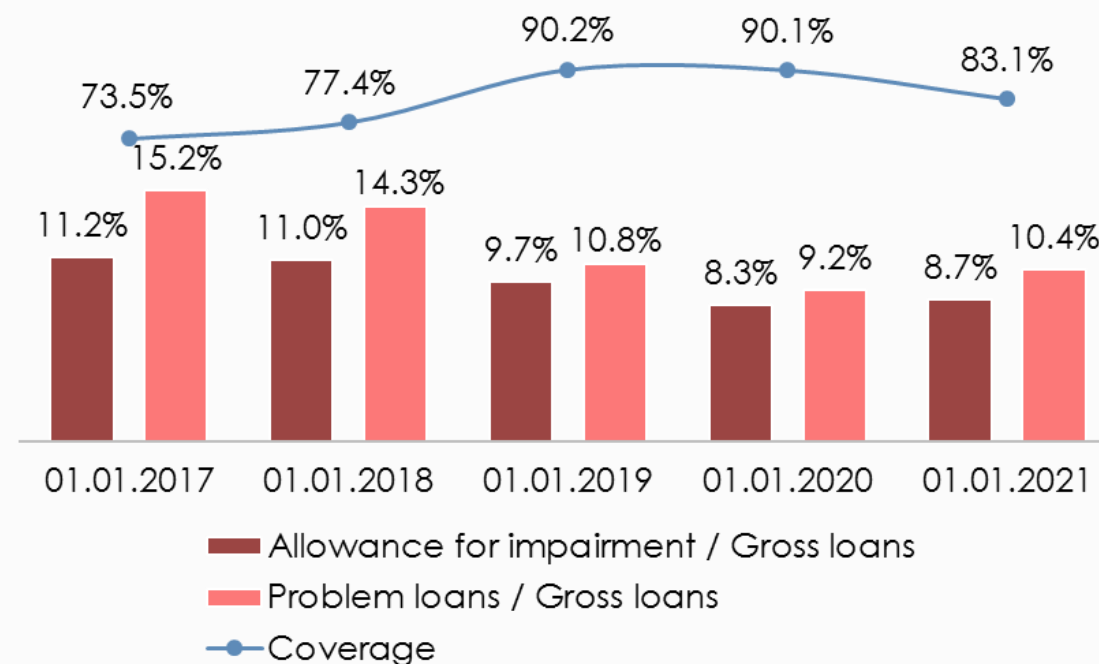
- ✓ Large corporate portfolio back on track in 2H2020
- ✓ Growth in mortgages resumed in 2H2020 mostly due to mortgage subsidy program

LOAN PORTFOLIO AND QUALITY 2/3

Loan Portfolio



Coverage

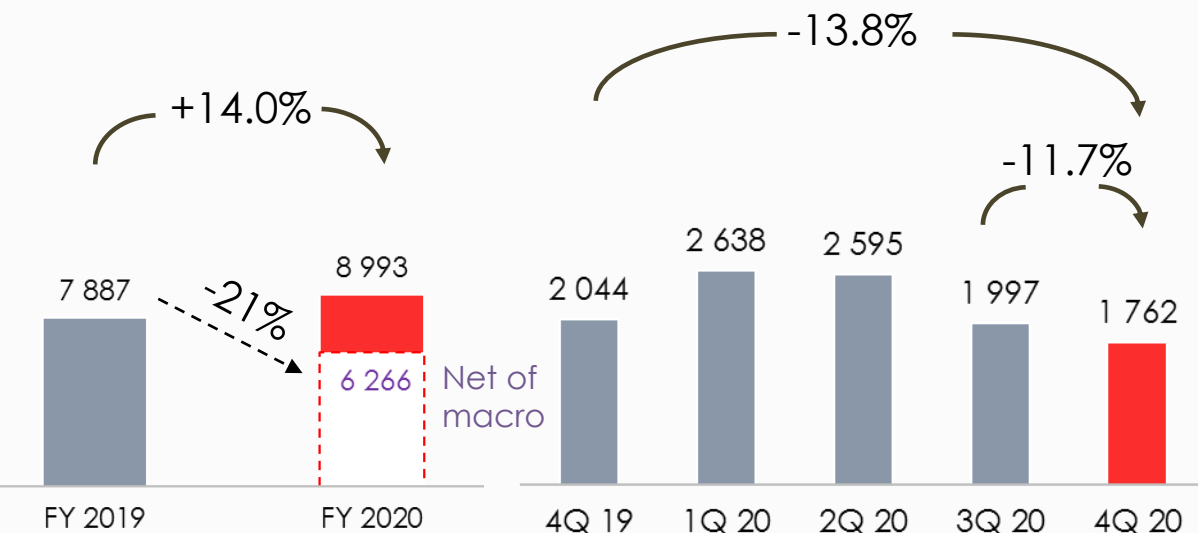


✓ Loan portfolio growth +14.4% YTD (+9.4% YTD net of FX-revaluation)

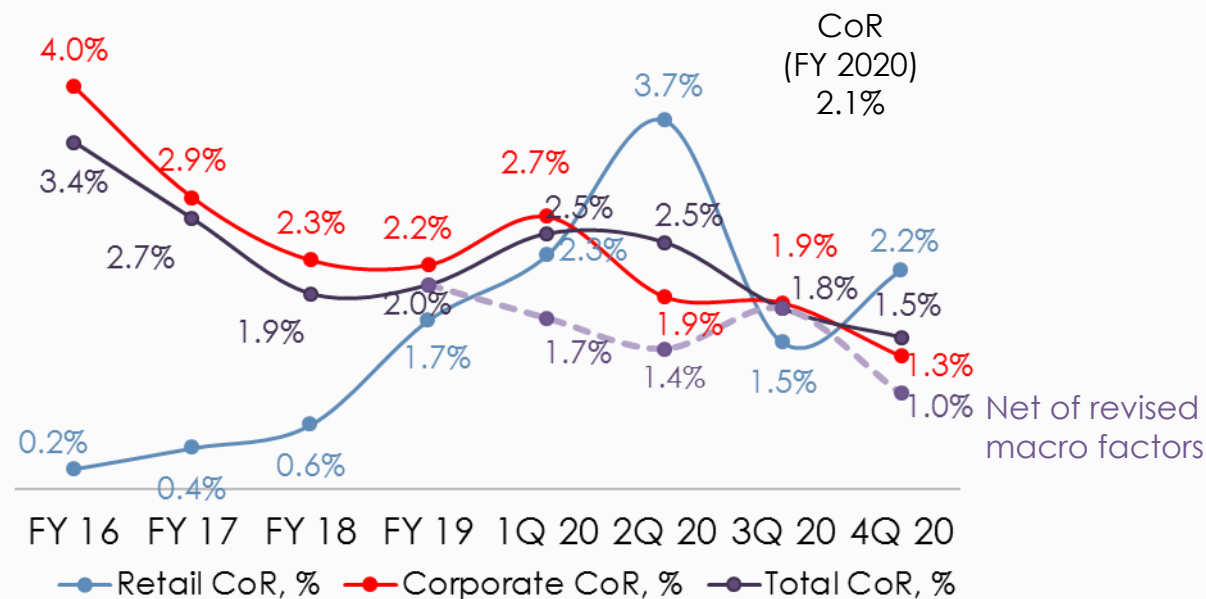
✓ RUB 6.2 bn of the loan portfolio written off in FY20

LOAN PORTFOLIO AND QUALITY 3/3

Provisions, RUB mln



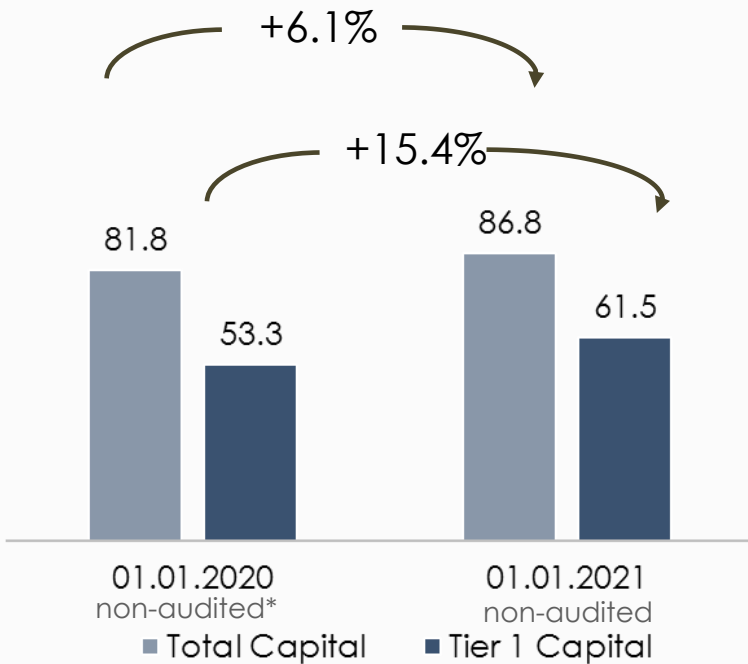
Cost of Risk



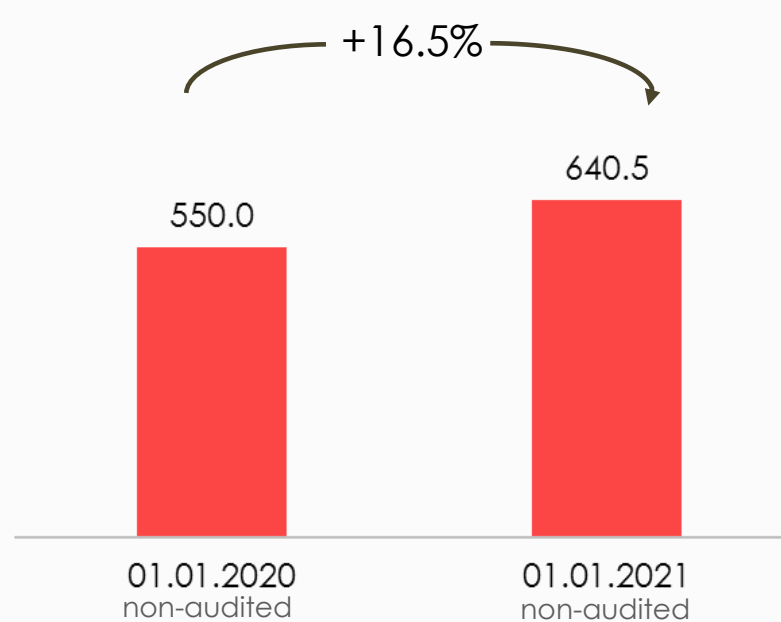
- ✓ Significant amount of provisions charged in FY 20 is due to macro factors recalculations (ca. RUB 2.7 bn of extra provisions)
- ✓ Without macro factors influence provisions are down by 21%

CAPITAL (RAS, BASEL III)

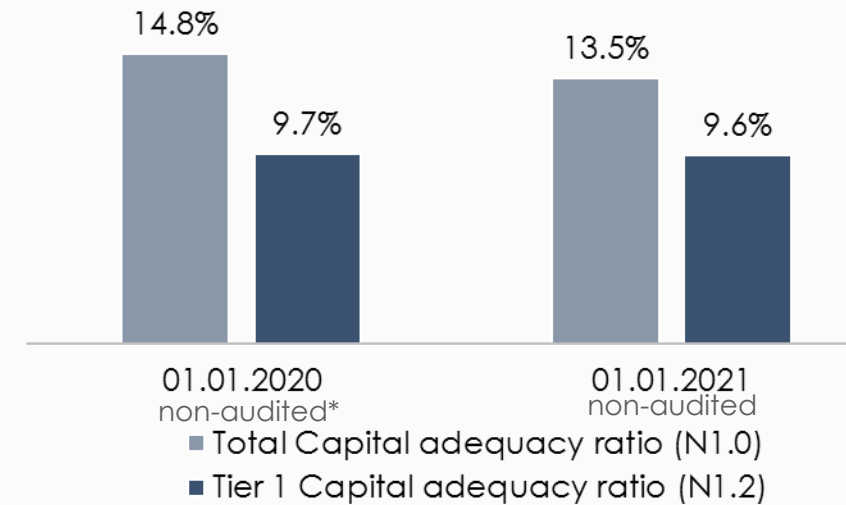
Capital, RUB bn



Risk-Weighted Assets (Tier 1 CAR), RUB bn



Capital Adequacy Ratios



✓ Expected Basel III Tier 1 CAR (N1.2) as at January 1, 2021, with audited FY 2020 net profit is 10.6%

* Tier 1 CAR and capital do not include 2019/2020 net profit

UPCOMING CORPORATE AND IR EVENTS AND RECENT DEVELOPMENTS

AGM 2021

- ✓ April – Dividends recommendation and buyback consideration by the Supervisory Board
- ✓ Expected DPS of RUB 4.6 in 2021 vs RUB 3.3 in 2020 (~8% dividend yield in 2021)
- ✓ May – the AGM 2021

IR Events

- ✓ March 19, 2021 – Virtual Investor Day


Rating actions

- ✓ Fitch Revises Outlook on Bank Saint Petersburg to Stable from Negative; Affirms at 'BB'.

FY 2021 GUIDANCE

ROAE
12%

- ✓ Loan portfolio growth 10%
- ✓ Cost of Risk 200 bps
- ✓ Core Banking Margin 5%+
- ✓ F&C Income growth 15%
- ✓ Costs growth 10%
- ✓ C/I ratio 40% area



Q&A



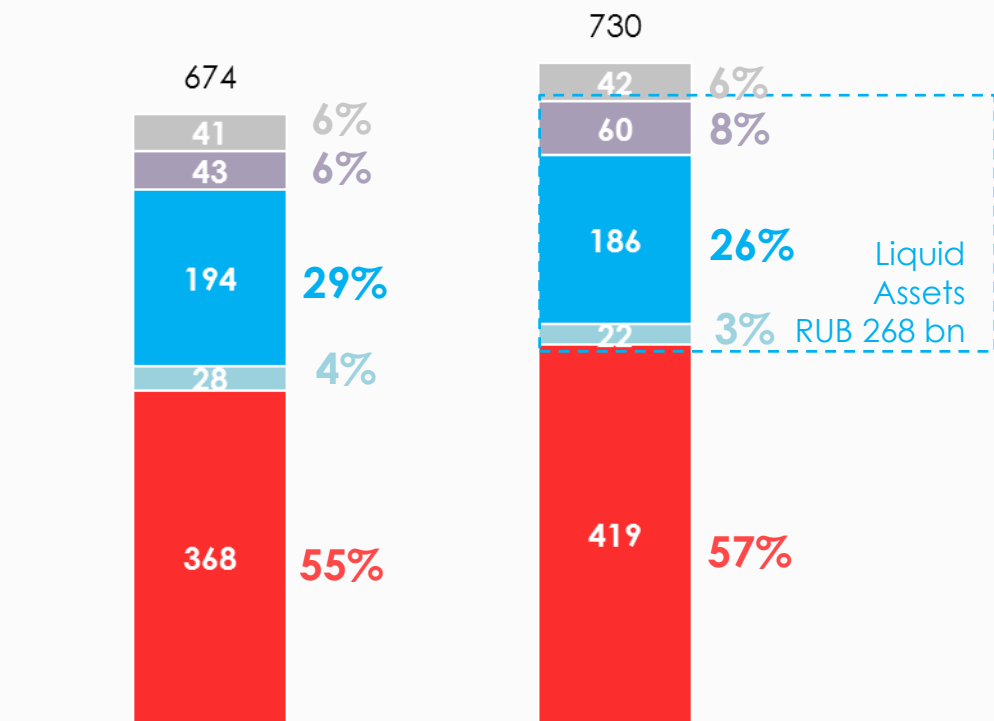
Appendix

OVERVIEW OF KEY FINANCIALS

<i>In RUB bn</i>	Jan 1, 2020	Jan 1, 2021	YTD		Oct 1, 2020	Jan 1, 2021	q-o-q	
Total assets	673.65	730.23	+8.4%		720.77	730.23	+1.31%	
Gross Loans	401.45	459.27	+14.4%		468.65	459.27	-2.00%	
Customer Deposits*	417.57	479.07	+14.73%		474.84	479.07	+0.89%	
Shareholders' Equity	79.37	88.69	+11.75%		86.54	88.69	+2.49%	
	FY 2019	FY 2020	y-o-y	4Q 2019	3Q 2020	4Q 2020	q-o-q	y-o-y
Net Interest Income	23.28	25.52	+9.63%	6.37	6.04	7.19	+19.03%	+12.92%
Net Fee and Commission Income	6.82	7.54	+10.56%	1.99	1.92	2.25	+17.16%	+13.12%
Revenues	31.86	37.88	+18.9%	8.93	9.57	11.30	+18.09%	+26.47%
Net Income	7.91	10.83	+36.95%	2.40	2.75	4.48	+62.84%	+86.3%
	FY 2019	FY 2020	y-o-y	4Q 2019	3Q 2020	4Q 2020	q-o-q	y-o-y
Net Interest Margin	3.71%	3.92%	+0.21 PP	4.15%	3.74%	4.22%	+0.48 PP	+0.07 PP
Cost/Income Ratio	44.22%	40.14%	-4.08 PP	42.85%	34.96%	38.18%	+3.22 PP	-4.67 PP
ROAE	10.20%	12.88%	+2.68 PP	12.06%	12.86%	20.33%	+7.47 PP	+8.27 PP

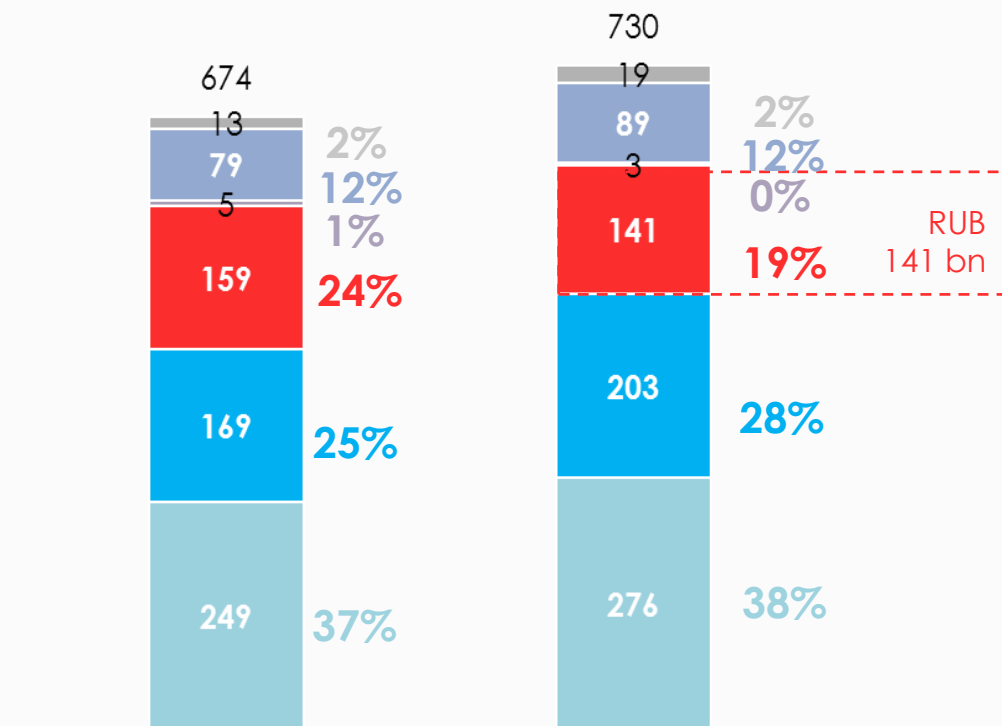
ASSETS AND LIABILITIES

Assets, RUB bn



- 01.01.2020
- 01.01.2021
- Fixed and other assets
- Cash & cash equivalents
- Securities portfolio and repo
- Due from banks
- Loans and advances to customers

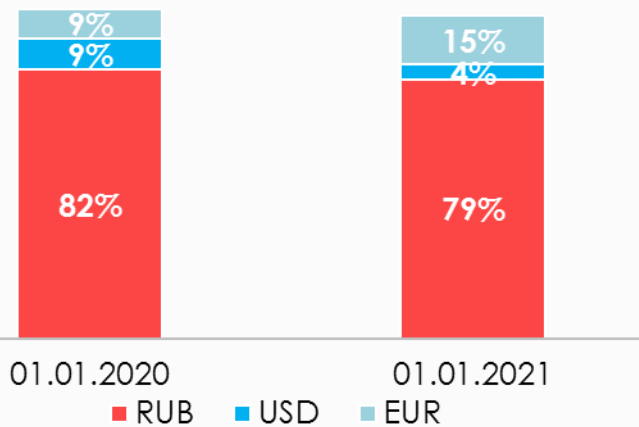
Liabilities & Equity, RUB bn



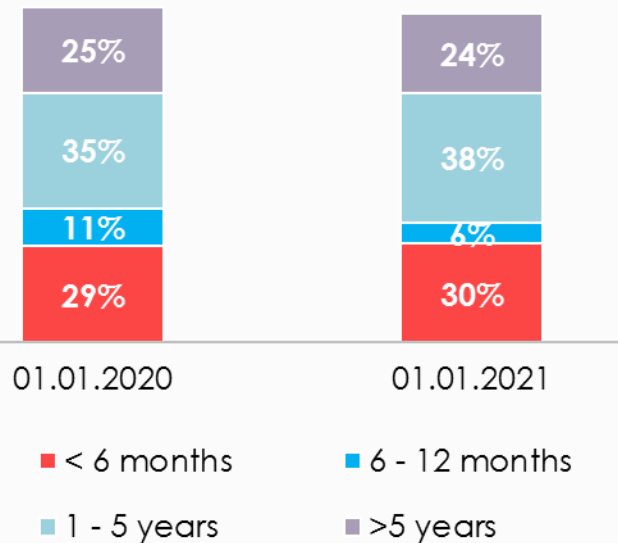
- 01.01.2020
- 01.01.2021
- Retail deposits
- Corporate deposits
- Due to banks
- Capital markets
- Shareholders' equity
- Other

LOAN PORTFOLIO STRUCTURE

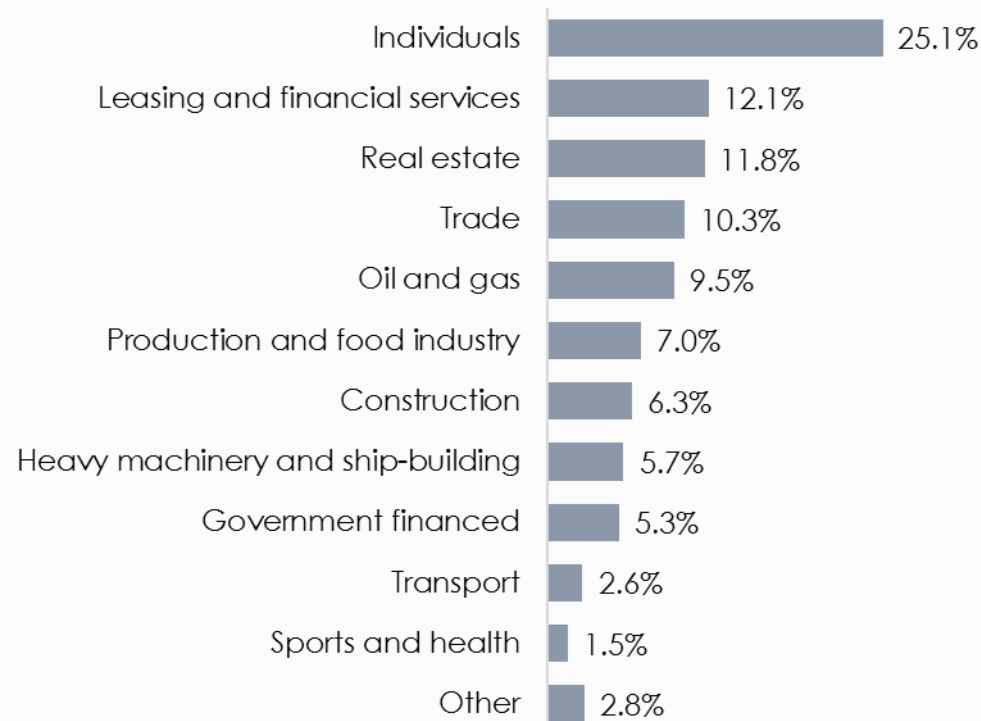
Currency structure



Maturity structure

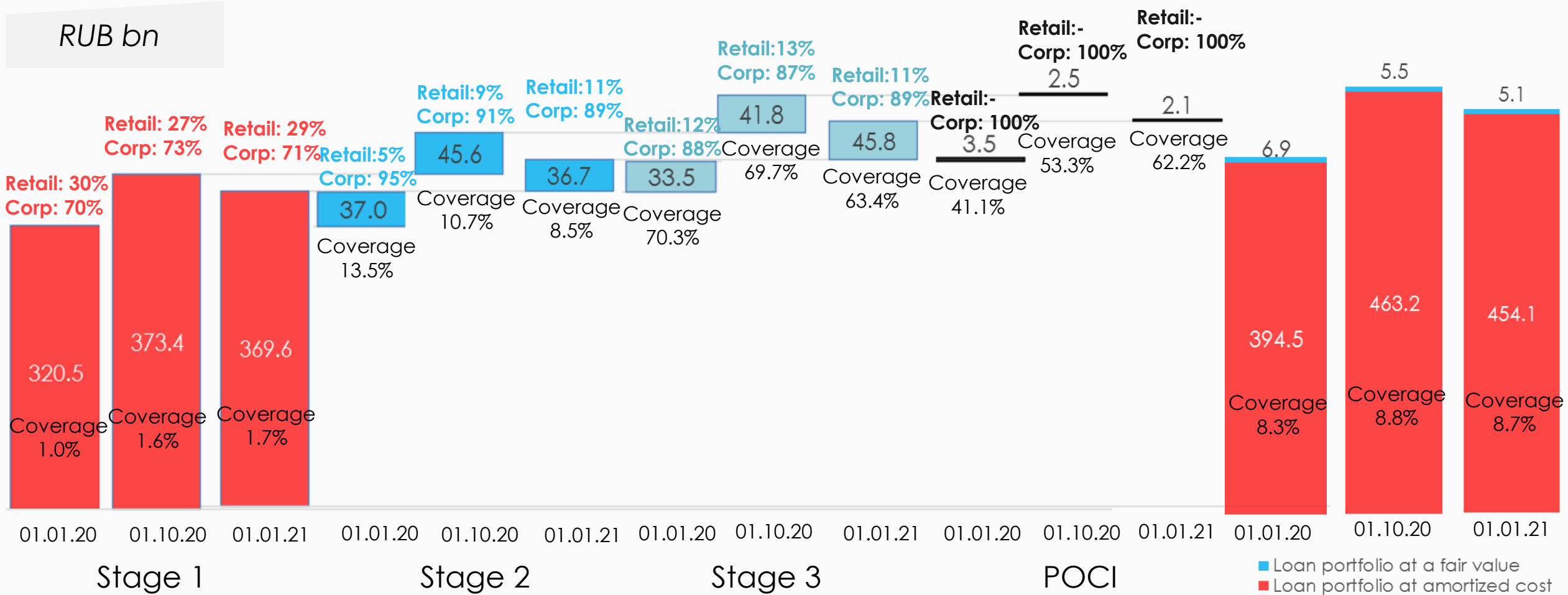


Industry structure



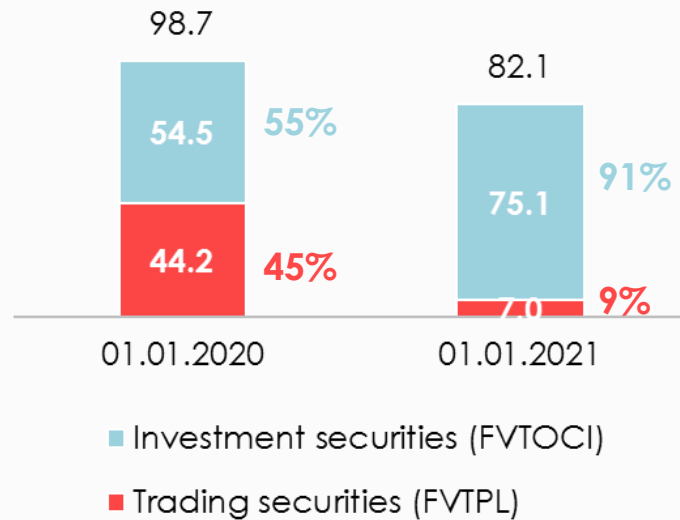
LOAN PORTFOLIO STAGES BREAKDOWN

RUB bn

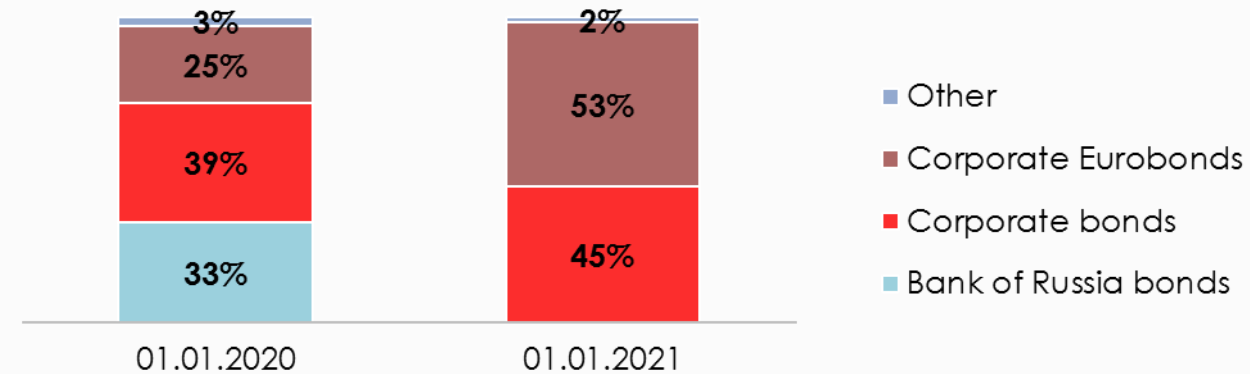


SECURITIES PORTFOLIO STRUCTURE

Portfolio structure



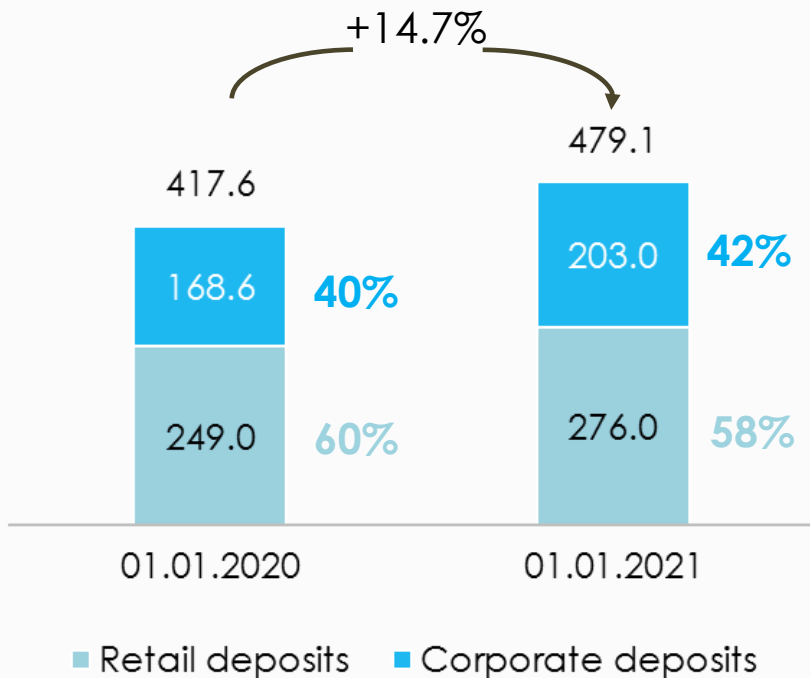
Securities by type



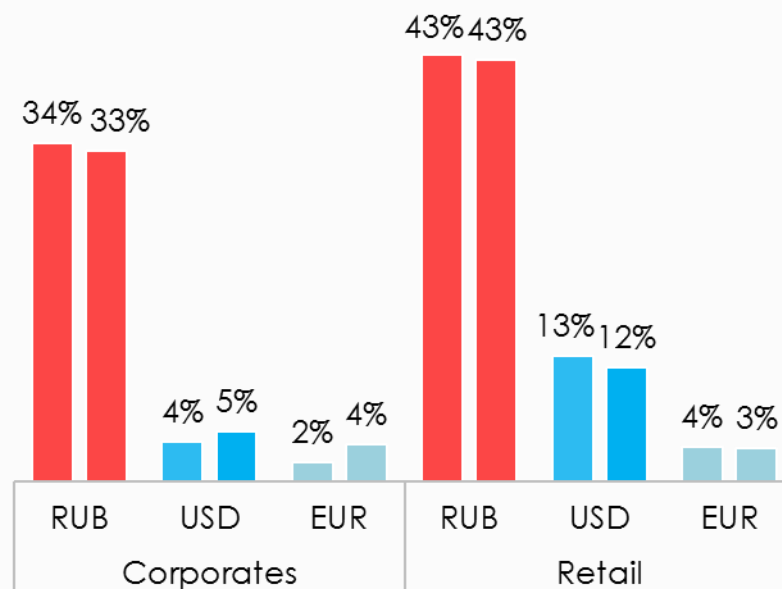
- ✓ Conservative approach to risk: 99% of the debt securities ranked on a par or higher than the Bank
- ✓ Average duration of the bonds portfolio is 1.5 years

CUSTOMER DEPOSITS STRUCTURE

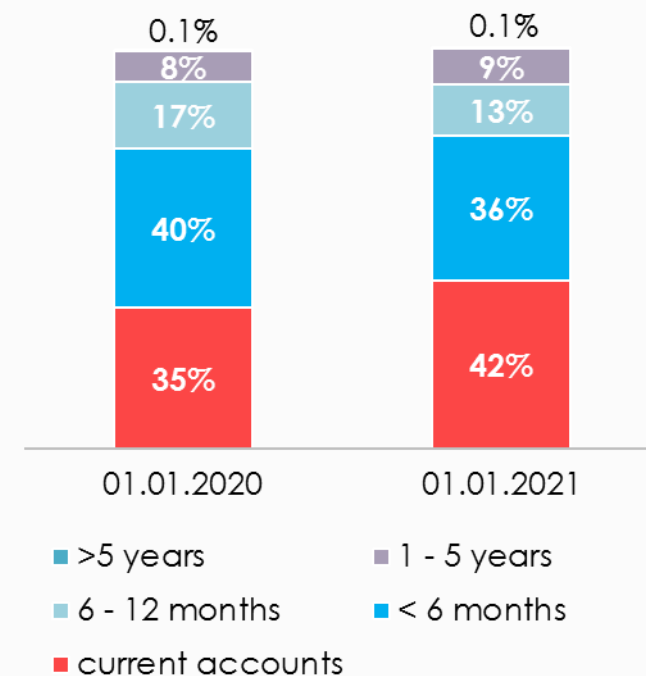
Customer deposits structure



Currency structure 2019 vs 2020



Maturity structure



✓ Visible shift from term deposits to current accounts