



Webcast and Conference call FY 2015 financial results

29 March 2016

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**CREDIT BANK
OF MOSCOW**

From good to great —
one Bank!

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Overview

Key highlights

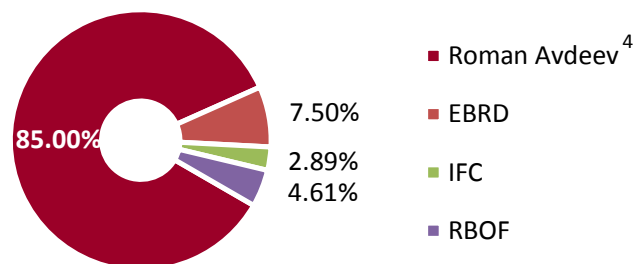
- **#11** bank in Russia by total assets¹
- **#3** privately owned bank in Russia by total assets¹
- Over **15,000** active corporate banking customers and c. **950,000** retail banking customers²
- **63** offices and **21** cash offices, over **5,300** payment terminals and c. **930** ATMs in Moscow Area²
- **6,200** employees³
- Credit ratings: **BB** from Fitch, **BB-** from S&P, **B1** from Moody's
- In November 2015, CREDIT BANK OF MOSCOW purchased cash handling business from Rosbank – **NCO INKAKHRAN**

Financials

Balance sheet (RUB bln)	2013	2014	2015
Total Assets	454.2	584.8	1,208.2
Gross Loans	317.9	394.2	629.9
Customer Deposits	274.9	334.9	898.7
Shareholder's Equity	50.7	60.0	92.3
Key Ratios			
NPL 90+ / Gross Loans	1.3%	2.3%	5.1%
Total CAR (Basel III)	14.7%	15.8%	16.5%
Income Statement (RUB bln)	FY2013	FY2014	FY2015
Net interest income (before provisions)	17.4	25.9	29.3
Net Income	8.9	5.6	1.5
Key Ratios			
RoAA	2.4%	1.1%	0.2%
RoAE	20.1%	10.1%	2.1%
Net Interest Margin	5.2%	5.8%	3.9%
Cost / Income	31.2%	33.9%	26.4%

Share capital structure development in 2015

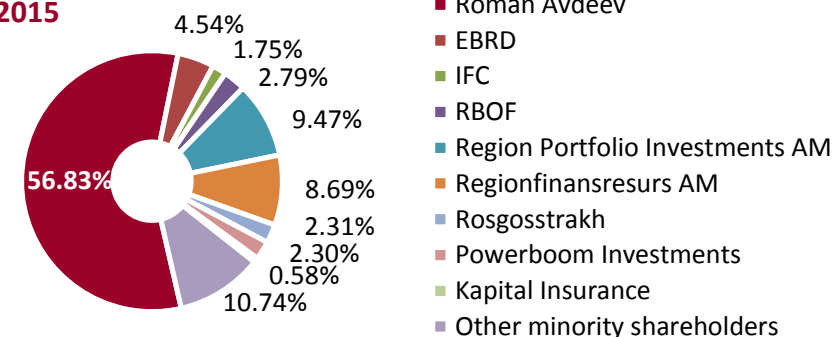
YE 2014



YE 2015

CBM went public on the Moscow Exchange

- IPO in Jun 2015
- SPO in Dec 2015

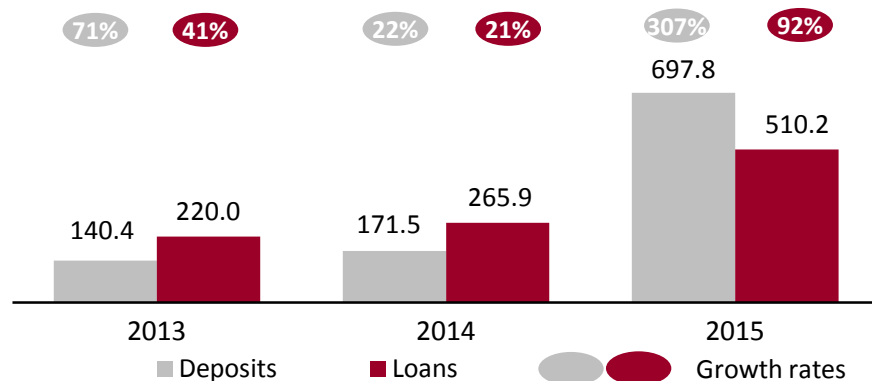


- 1) Banki.ru ranking as of 1 March 2016
- 2) As of 1 March 2016
- 3) As of 1 March 2016 (including c. 1,070 employees of INKAKHRAN)
- 4) Share of Concern Rossium LLC, which is 100% owned by Roman Avdeev

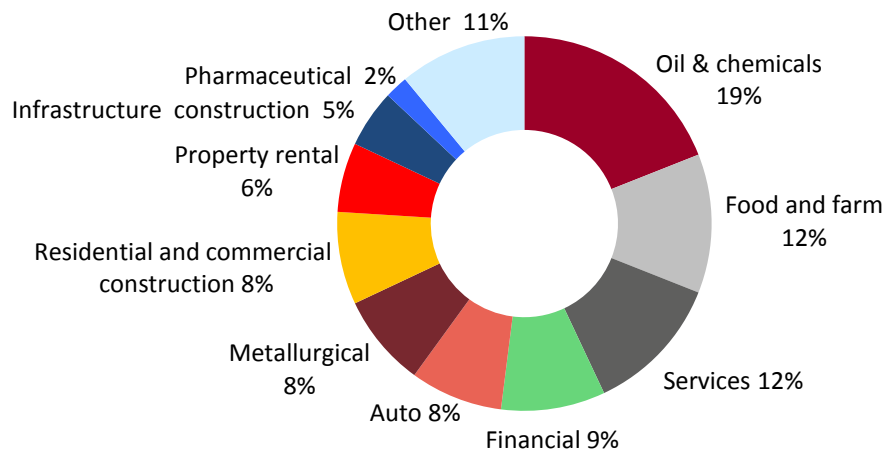
Corporate banking as the main driver of growth

Corporate loan (gross) and deposit portfolio dynamics

(RUB bln)



Corporate loans breakdown by industry (YE 2015)



Strategic Pillars

Strong and Quality Client Base

- Over **15,000** active corporate clients
- Focus on **increasing contribution of larger corporates**
- Core customers are industry leaders

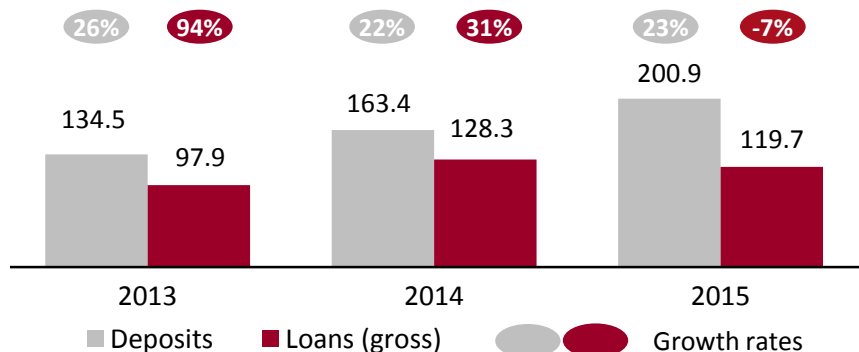
Risk Management as Key Priority

- Well-diversified** loan portfolio
- Focus on **shorter term lending**
- Synergies with cash handling business**, enabling effective credit monitoring

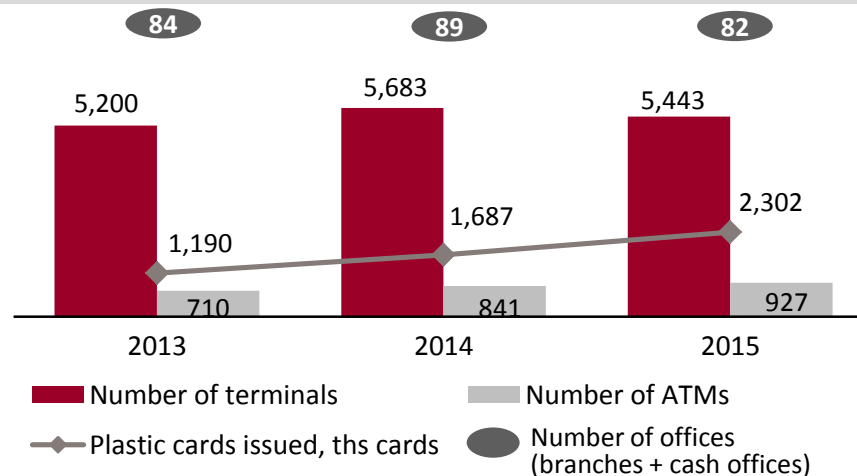
Retail banking: conservative lending policy

Retail loan (gross) and deposits portfolio dynamics

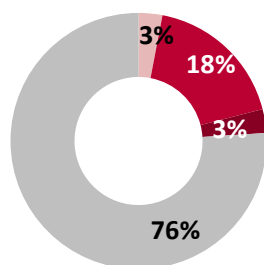
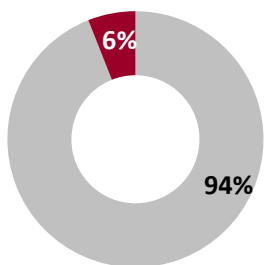
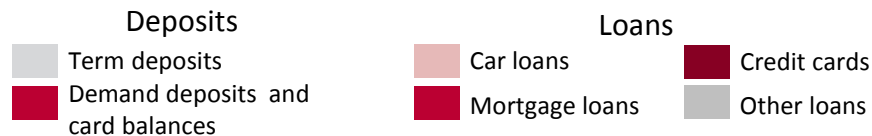
(RUB bln)



Network development



Breakdown of loans and deposits by type



Key developments and strategy

- Retail banking share in the Bank's total loan portfolio decreased to **19%** as at YE2015 (33% as at YE2014)
- Stricter loan granting requirements for the purpose to maintain portfolio quality resulted in decrease of new loans origination
- Target retail credit products are consumer loans and mortgage loans
- Total number of retail customers is approx. **950** ths (approx. 790 ths as at YE2014)
- **61** branches and **21** cash offices in Moscow and Moscow Region as at 1 January 2016
- **12th** largest bank by retail deposits in Russia (Banki.ru, as at 1 March 2016)

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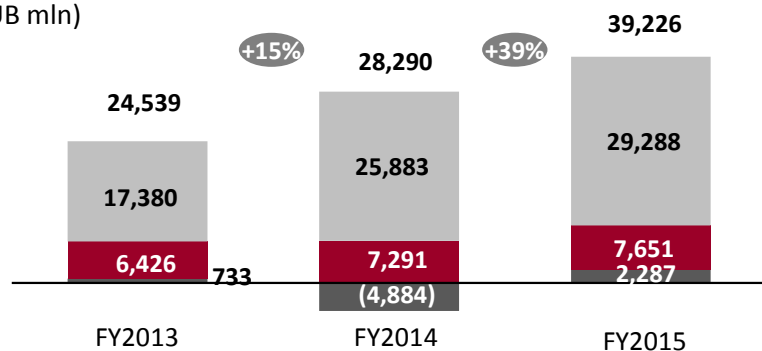
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A considerable increase in operating income accompanied by a moderate growth of operating expenses

Operating income

- Net interest income
- Net fee and commission income
- Other net income (loss)

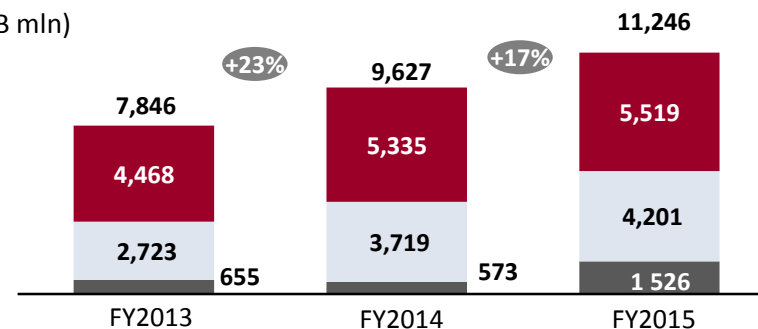
(RUB mln)



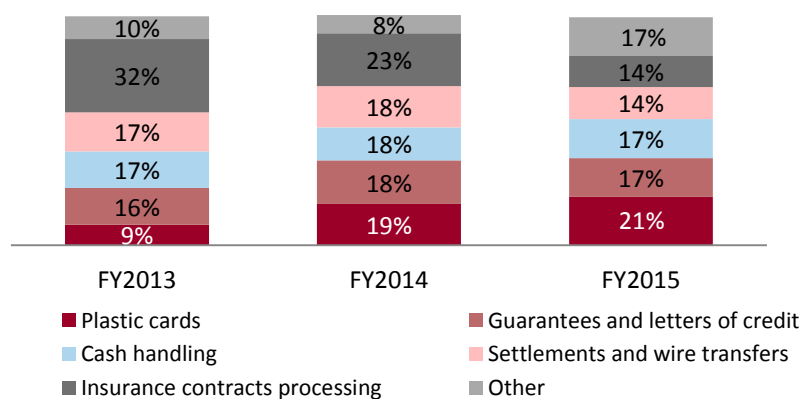
Operating expenses

- Salaries and employment benefits
- Administrative expenses
- Other expenses¹

(RUB mln)

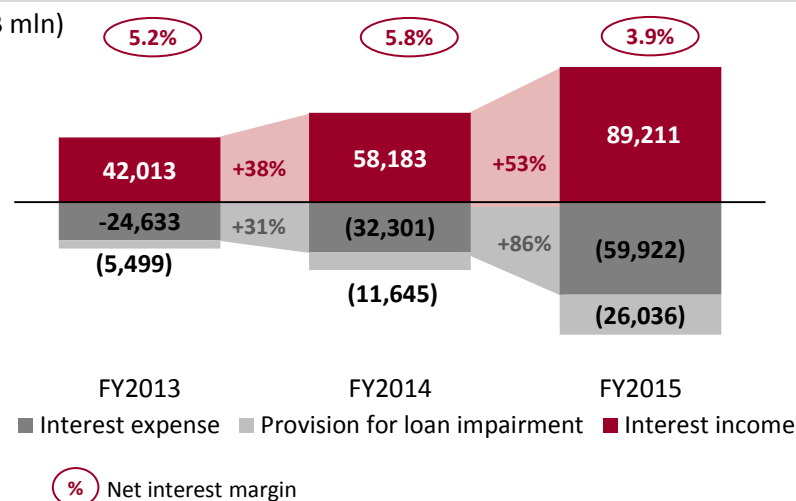


Fee and commission income structure



Interest income vs interest expense and provision

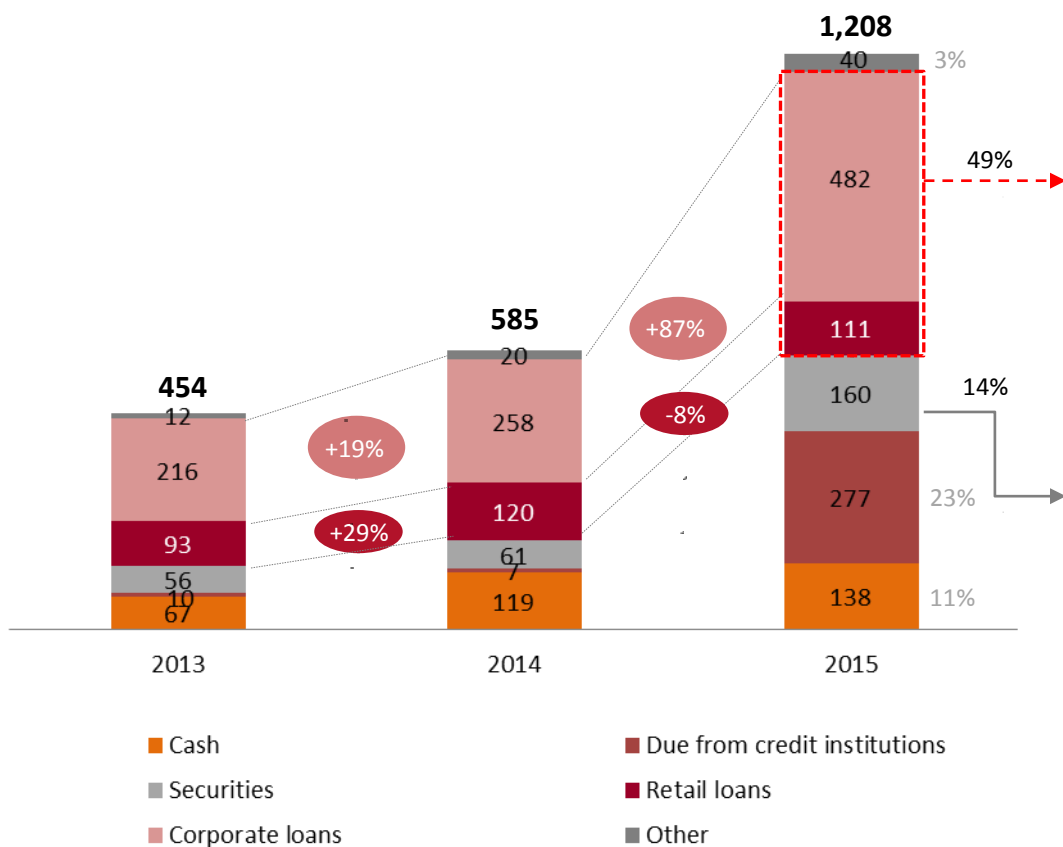
(RUB mln)



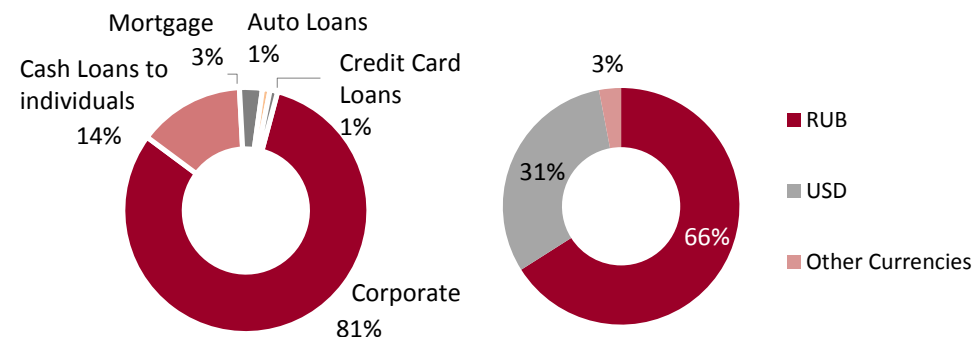
Robust growth with focus on quality of assets

Asset structure

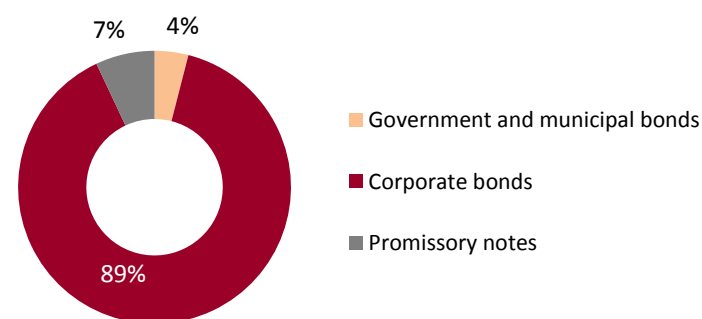
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Diversified loan portfolio with prevalence of sustainable corporate base

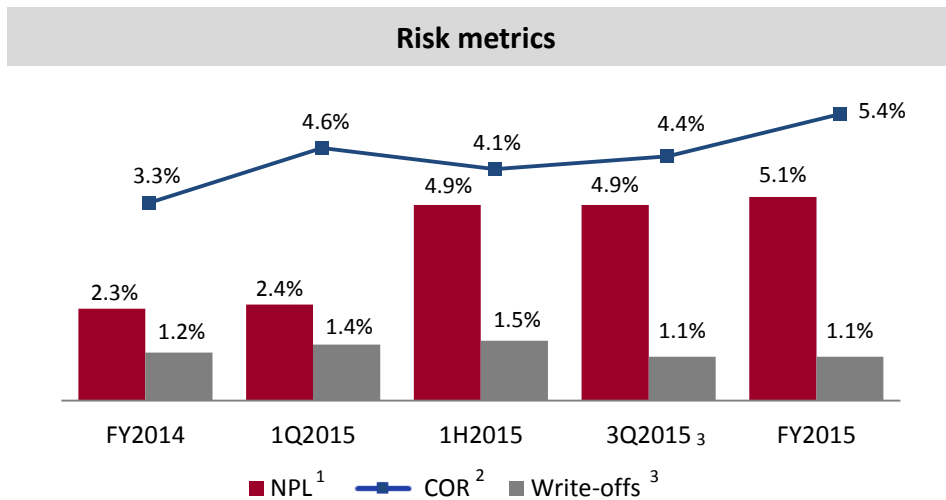
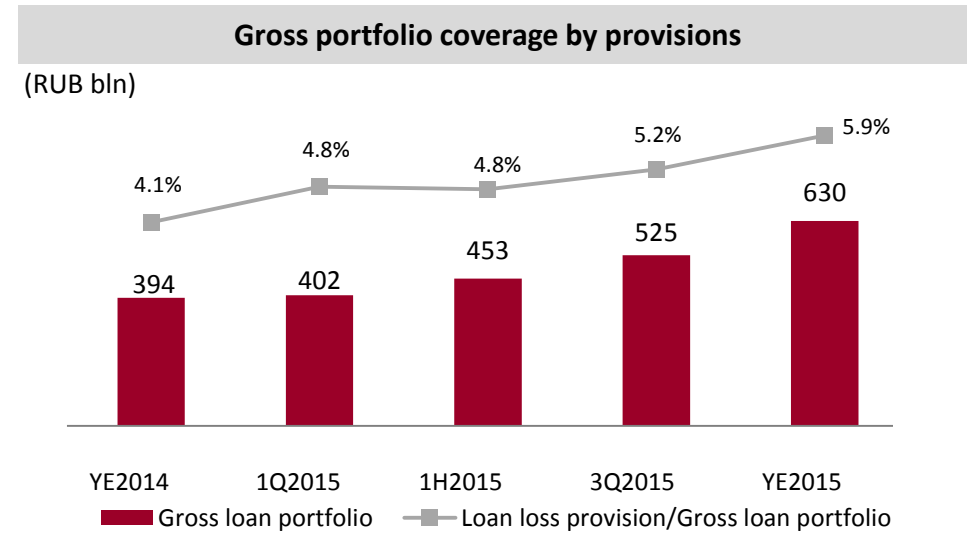
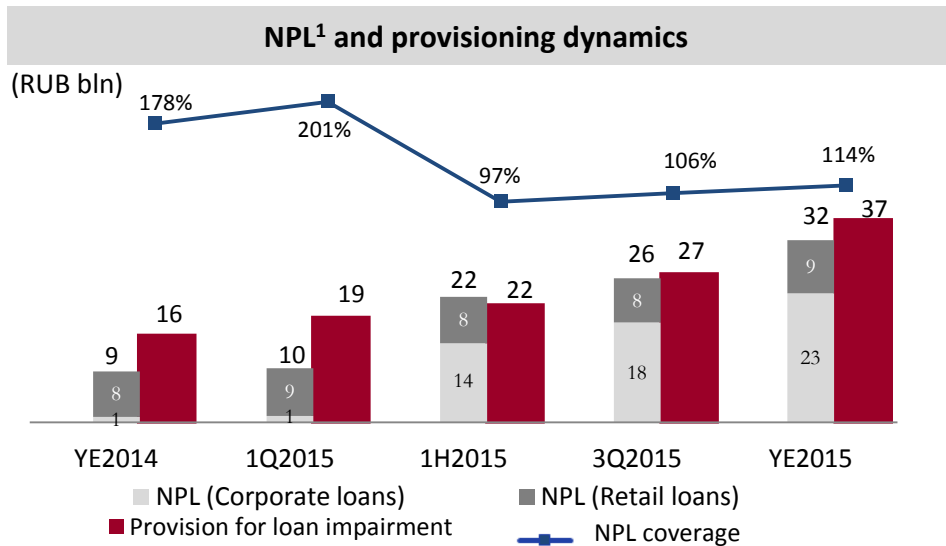


High quality securities portfolio



- The securities portfolio is used as a liquidity buffer as 80% of the portfolio is qualified in the Lombard list of the Central Bank of Russian Federation

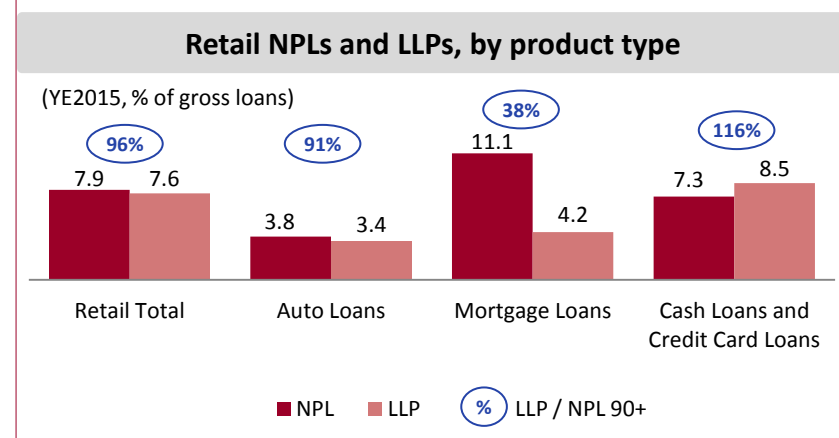
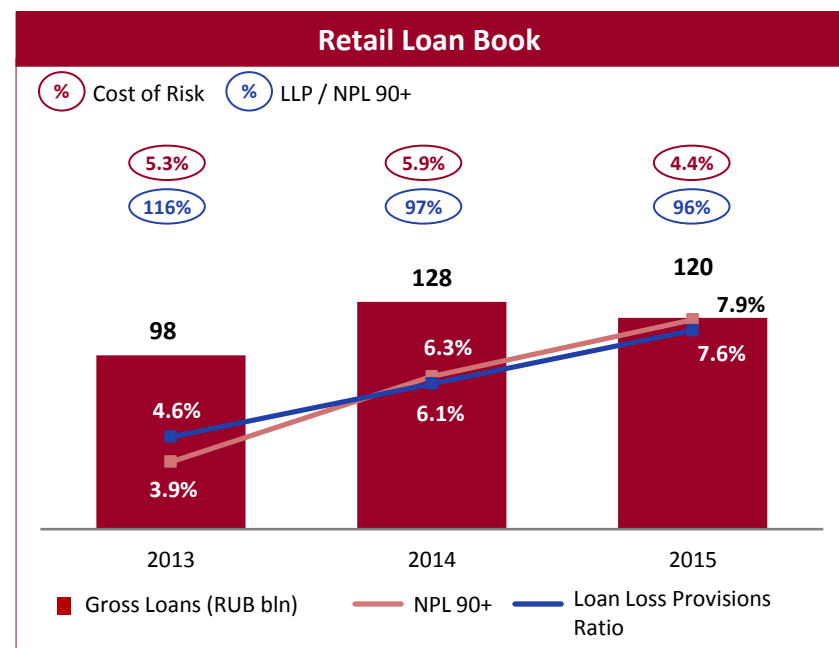
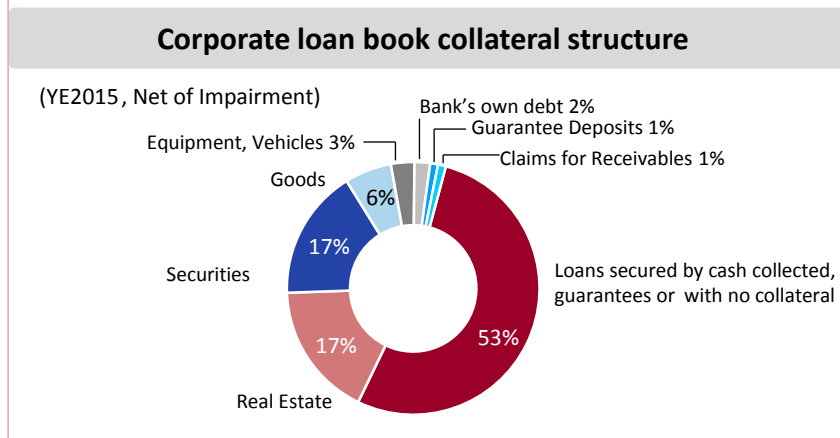
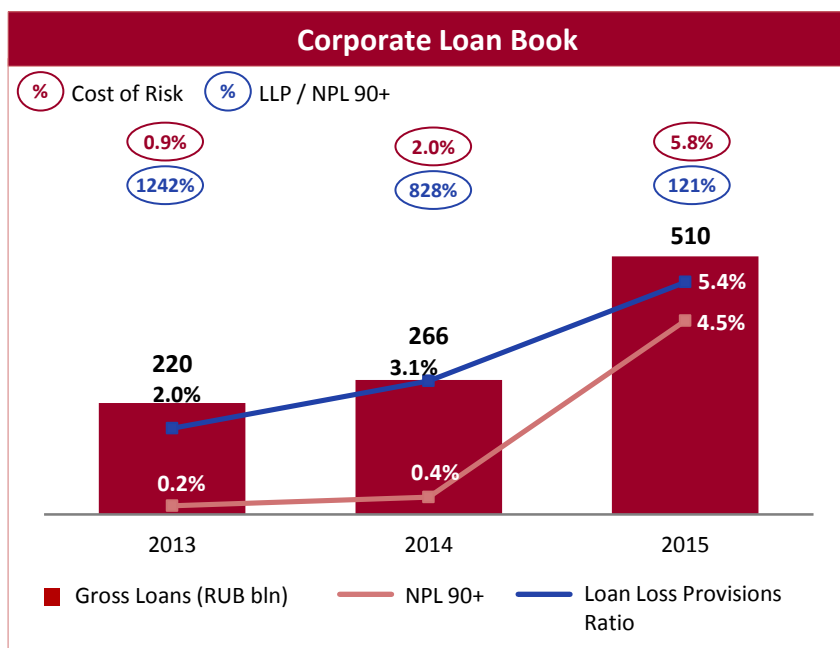
Loan portfolio quality



- Loan portfolio is consistently well-provisioned
- Deterioration of loan portfolio quality in 2015 was mostly driven by few large corporate exposures
- Share of written-off loans in the loan portfolio maintained at a very low level of 1.1%

1) NPLs are loans with payments that are overdue >90 days (figure does not include renegotiated loans)
 2) Cost of risk is calculated as impairment allowance net charge (annualised) to average loan portfolio for the period
 3) Write-offs are calculated as net write-off (annualised) to average loan portfolio for the period

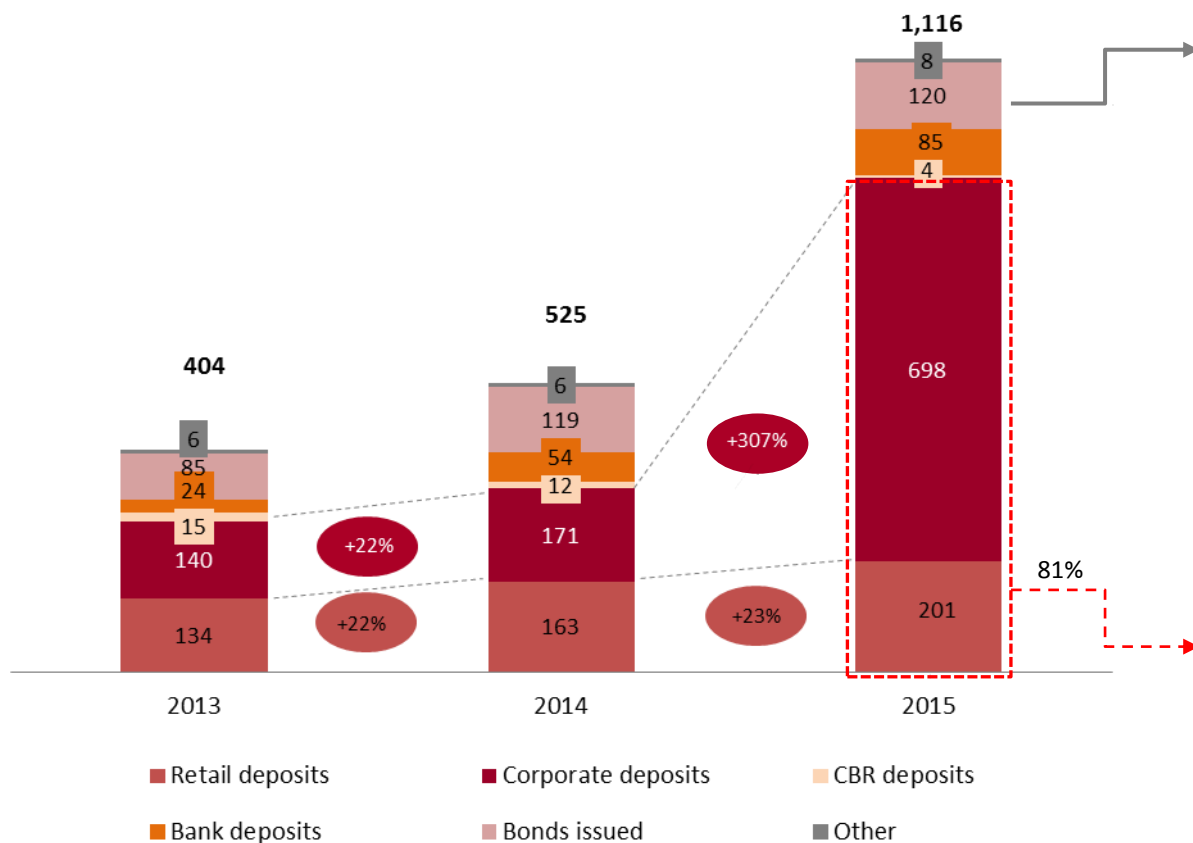
A coverage of NPL by provisions is maintained at a safe level



Well Balanced Funding Structure

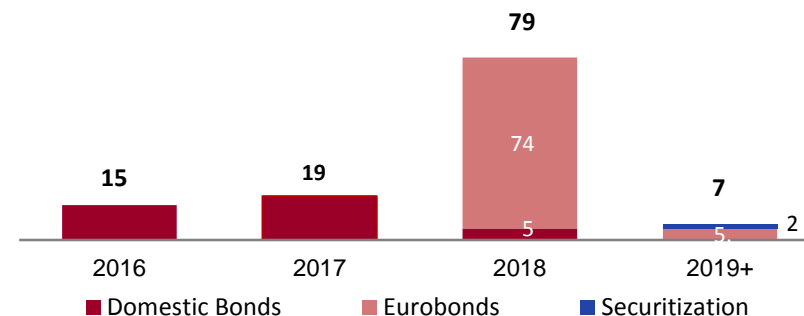
Funding base¹

(RUB bln)

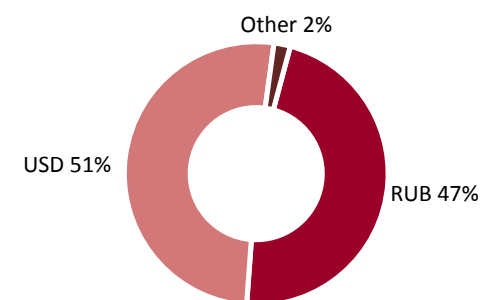


Bonds repayment schedule

(RUB bln)



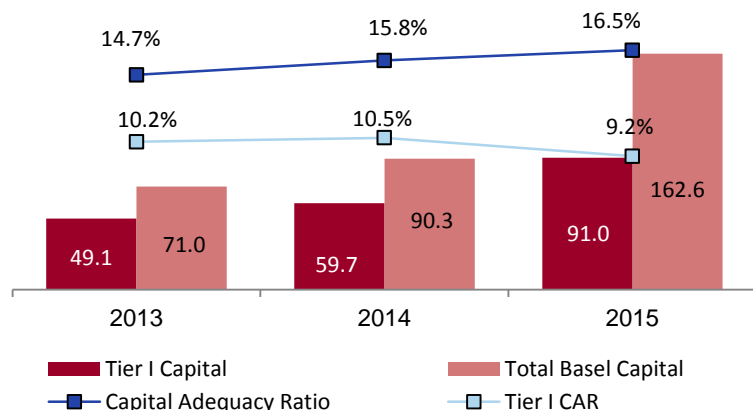
Customer deposits by currency



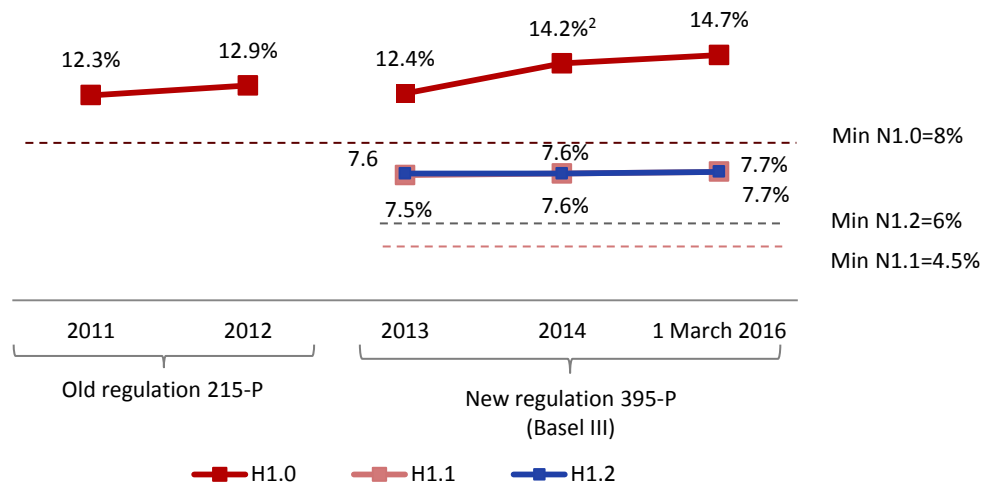
Strong Capital Position

IFRS capital adequacy ratios¹

(RUB bln)



RAS capital adequacy ratios



- The Bank consistently maintains one of the most sound capital adequacy ratios in the market
- In accordance with dividend policy all net income is capitalized
- Sustainable support from the shareholders for a cumulated amount of RUB 22.8 billion from 2010 until now

- The Bank completed IPO in June and SPO in December on the Moscow Exchange and raised 13.2 and 16.5 billion respectively
- In June 2015, the Bank included subordinated debt attracted earlier from the Deposit Insurance Agency in the form of federal loan bonds totaling 20.2 billion rubles to the additional sources of capital
- In December the Bank attracted a subordinated debt from one of its corporate clients in the amount of 300 million USD, which included in Tier II capital

1) Data is calculated according to Basel III

2) RAS CAR calculation does not include adjustments on capital relief suggested by CBR in December 2014

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Key metrics of financial performance

RUB, mln	2013	2014	2015	2014-2015 Change, %
Total assets	454 202	584 839	1 208 201	+107%
Loans to customers (gross)	317 860	394 191	629 939	+60%
Total equity	50 658	59 987	92 338	+54%
NPL / Gross loans	1.3%	2.3%	5.1%	-
Total provisions / NPL	212.6%	178.4%	113.7%	-
Tier 1 Capital Ratio	10.2%	10.5%	9.2%	-
Total CAR	14.7%	15.8%	16.5%	-
RUB, mln	YE2013	YE2014	YE2015	2014-2015 Change, %
Net interest income	17 380	25 883	29 288	+13%
Net fee and commission income	6 426	7 291	7 651	+5%
Net income	8 880	5 569	1 509	-73%
NIM	5.2%	5.8%	3.9%	-
RoAE	20.1%	10.1%	2.1%	-
RoAA	2.4%	1.1%	0.2%	-
Cost / Income	31.2%	33.9%	26.4%	-