



Presentation of 2015 financial results

Life is open for discoveries

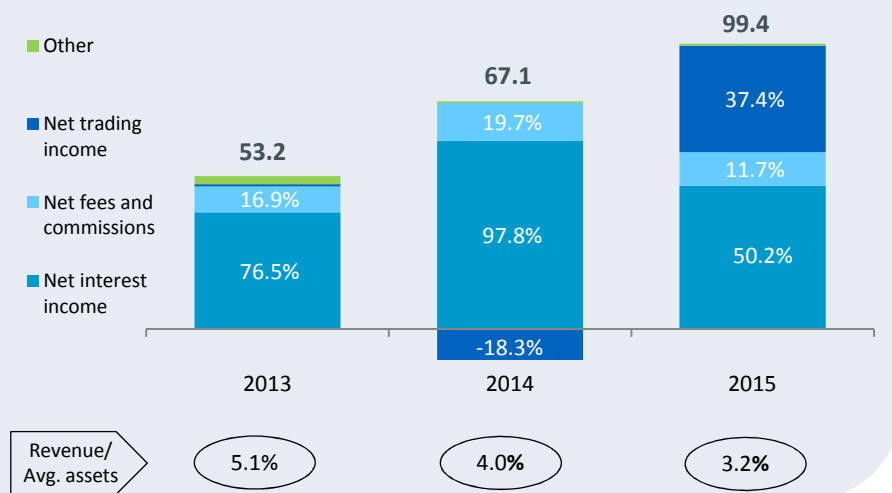
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Operating performance of the Group

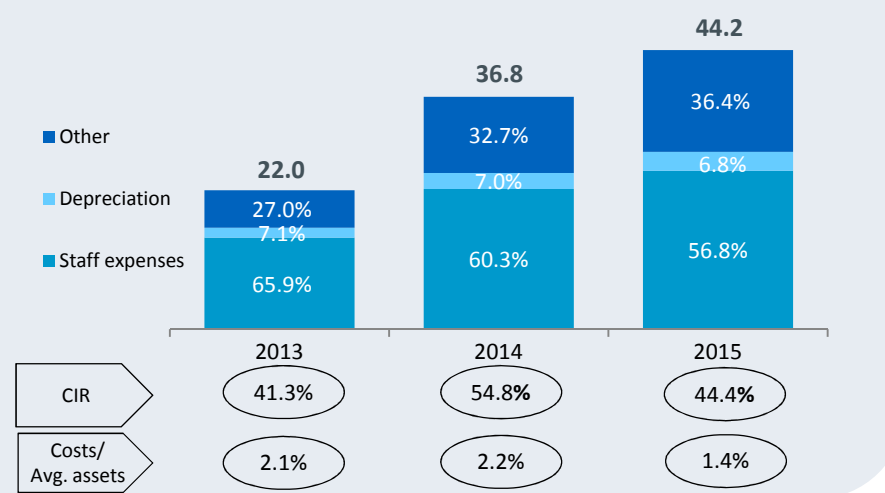
Revenue composition

(RUB in billions, breakdown in %)



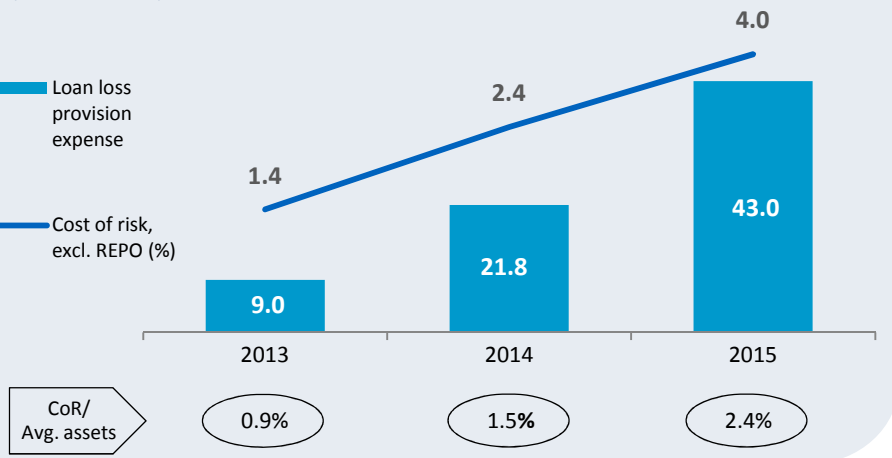
Operating expenses

(RUB in billions, breakdown in %)



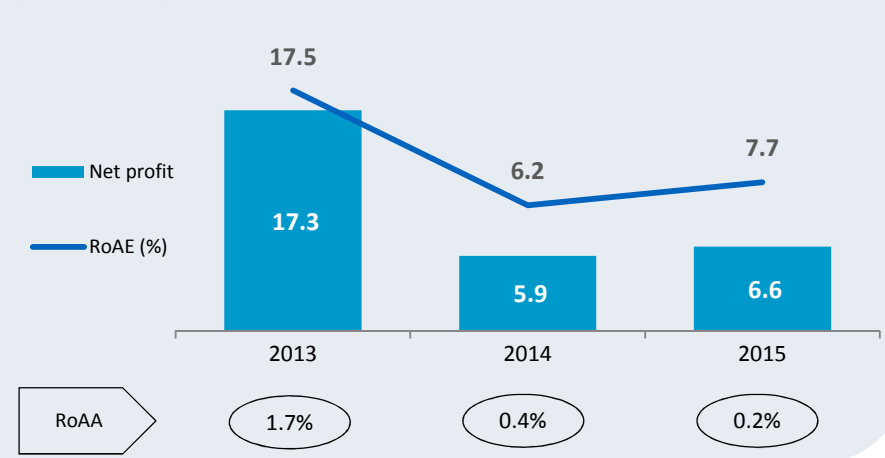
Cost of risk

(RUB in billions)



Profitability

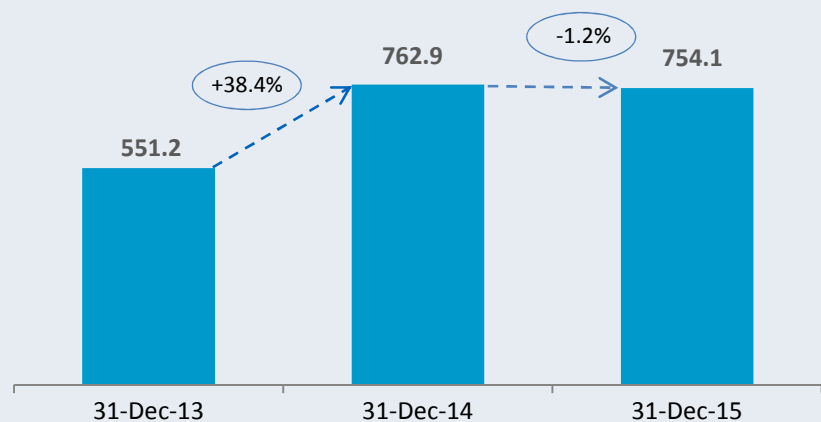
(RUB in billions)



Corporate business

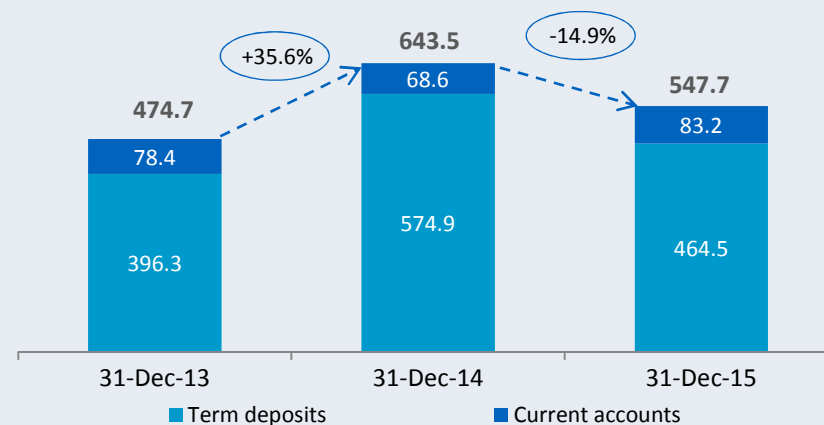
Loan portfolio dynamics ⁽¹⁾

(RUB in billions)



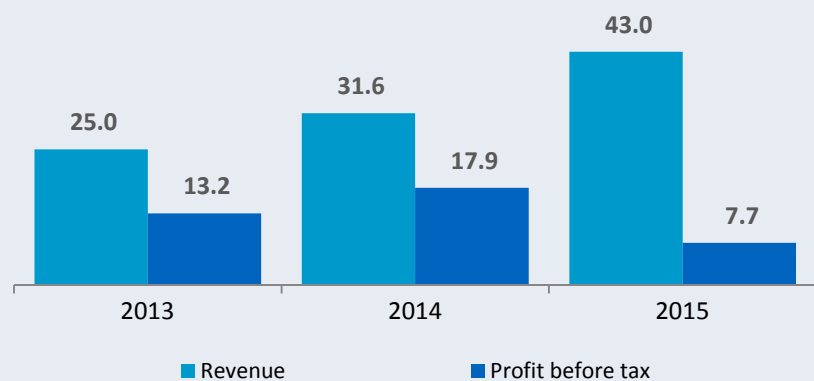
Deposit portfolio dynamics ⁽²⁾

(RUB in billions)



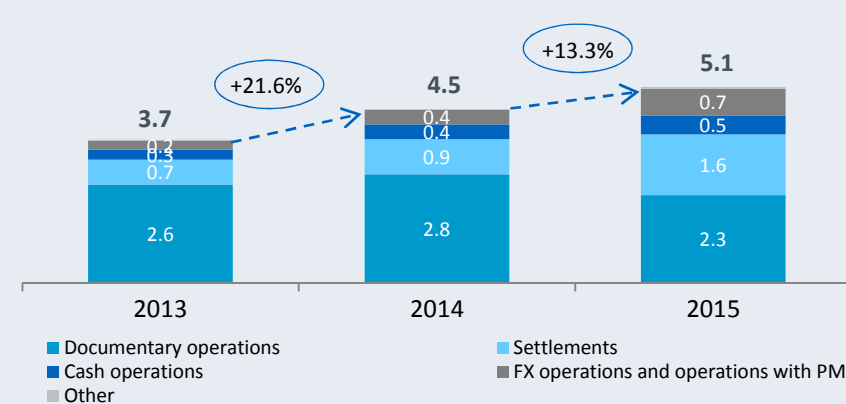
Profitability results

(RUB in billions)



Net F&C income

(RUB in billions)

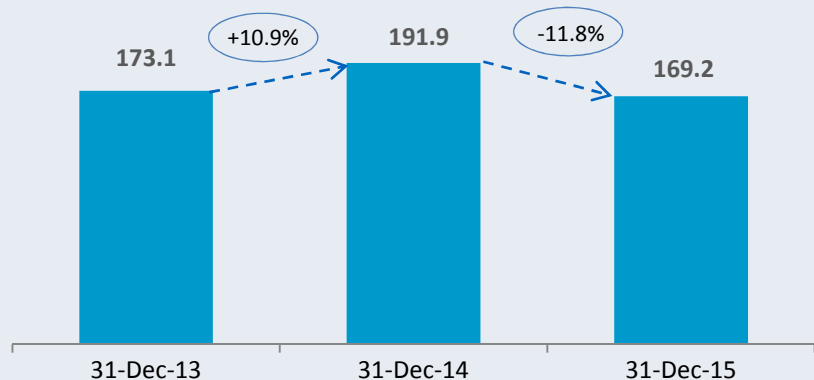


(1) Net loan portfolio
 (2) Including promissory notes to clients

Retail business

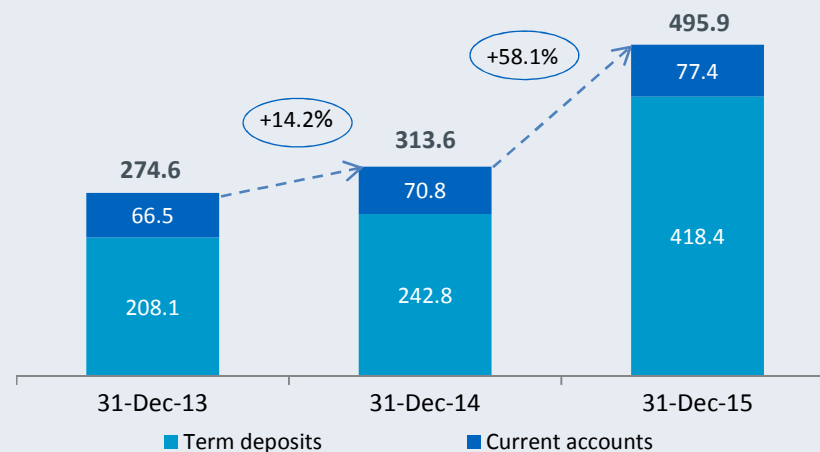
Loan portfolio dynamics ⁽¹⁾

(RUB in billions)



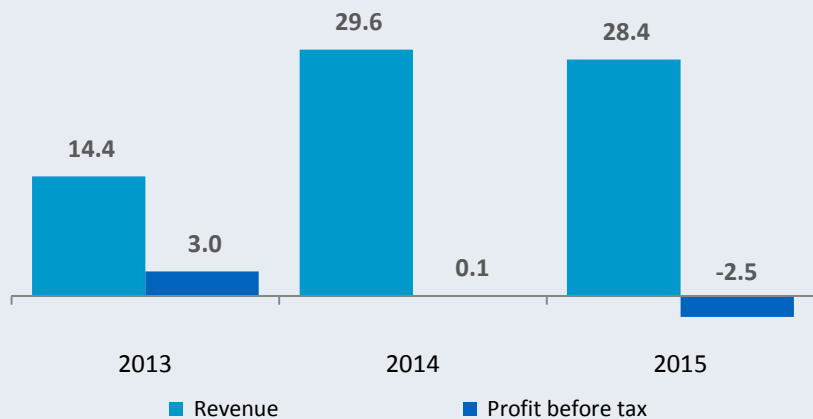
Deposit portfolio dynamics ⁽²⁾

(RUB in billions)



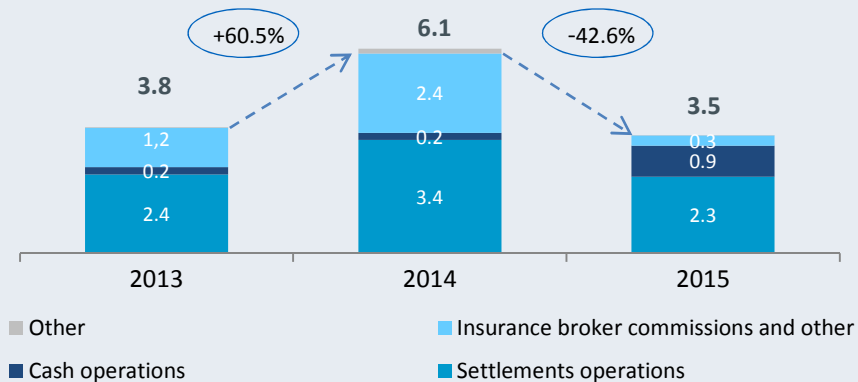
Profitability results

(RUB in billions)



Net F&C income

(RUB in billions)

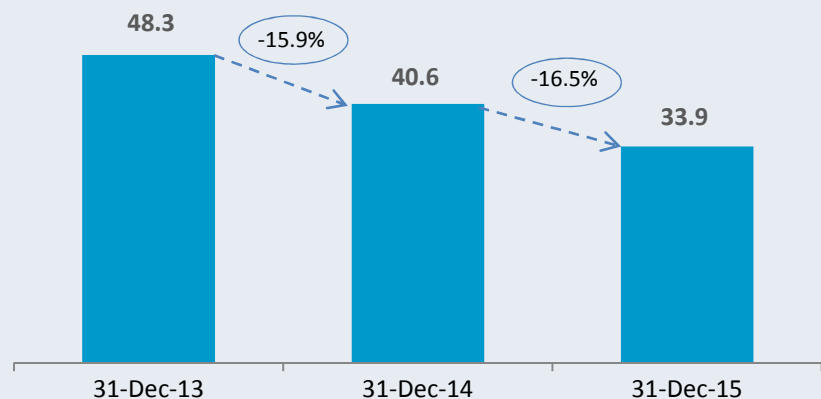


(1) Net loan portfolio
 (2) Including promissory notes to clients

Small business

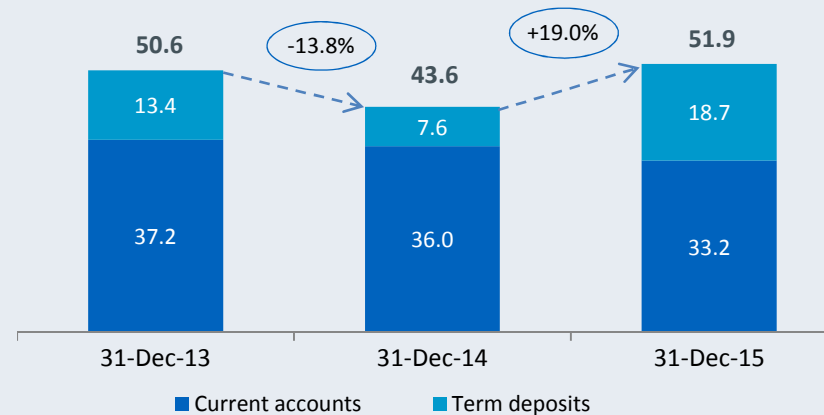
Loan portfolio dynamics ⁽¹⁾

(RUB in billions)



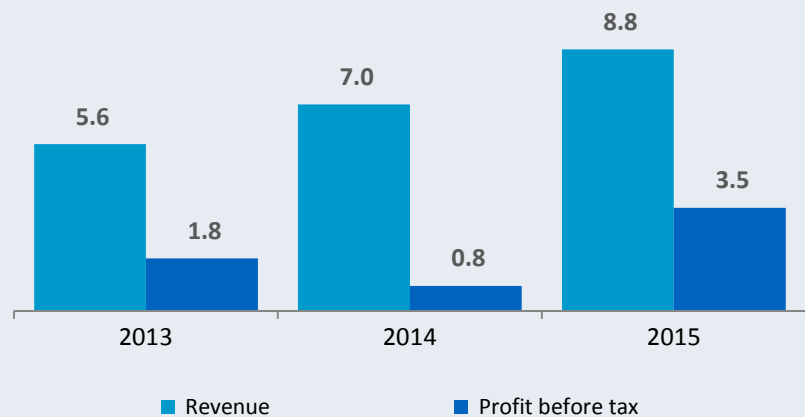
Deposit portfolio dynamics ⁽²⁾

(RUB in billions)



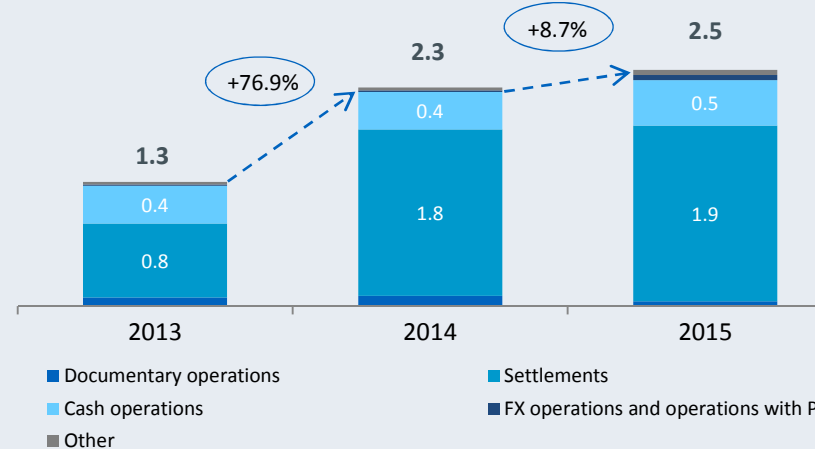
Profitability results

(RUB in billions)



Net F&C income

(RUB in billions)

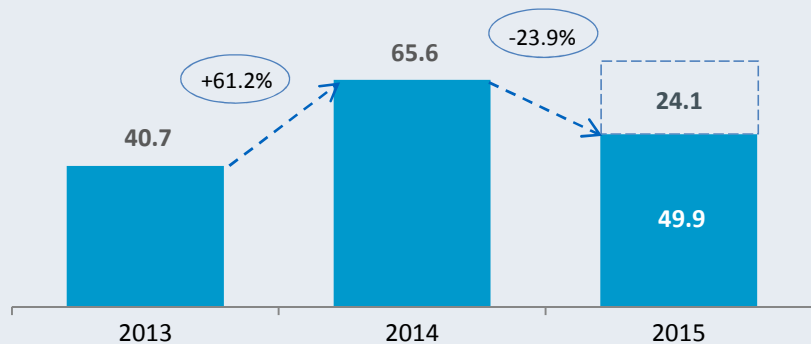


(1) Net loan portfolio
(2) Including promissory notes to clients

Net interest income growth

Net interest income

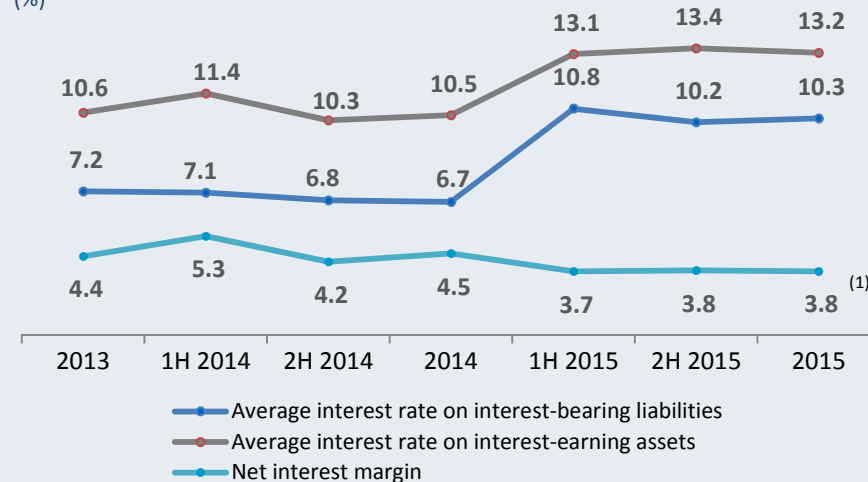
(RUB in billions)



Result on swap operations

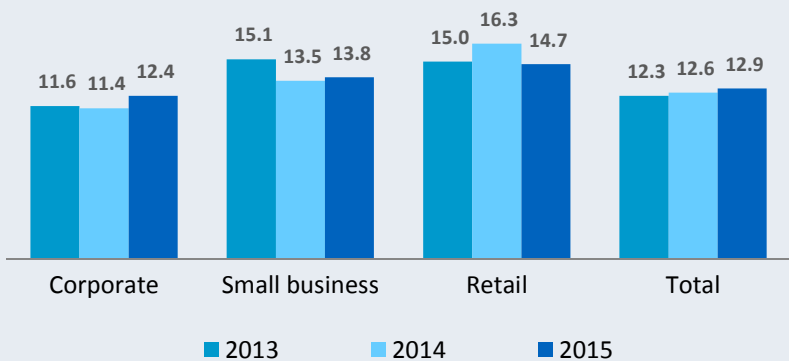
Net interest margin

(%)



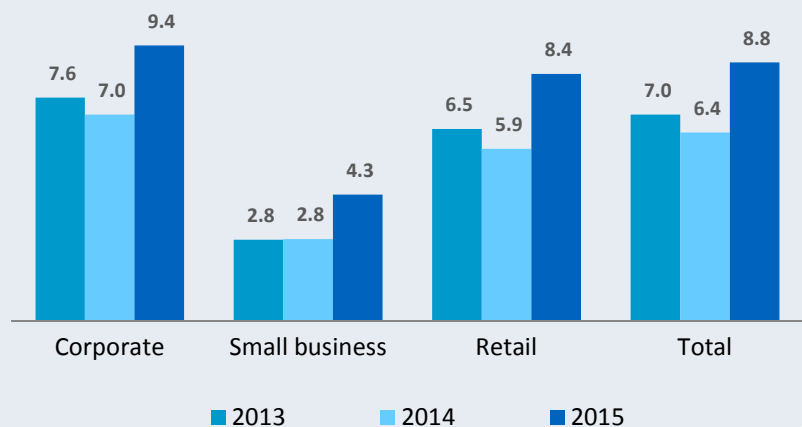
Average interest rates on loans to customers ⁽²⁾

(%)



Average interest rates on customer funds

(%)

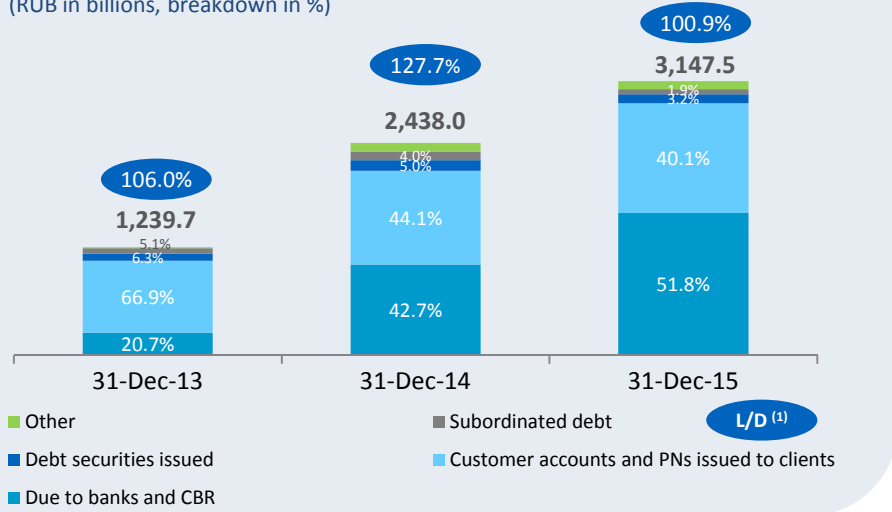


(1) Including results on swap operations
 (2) Excluding repo transactions

Stable and diversified funding

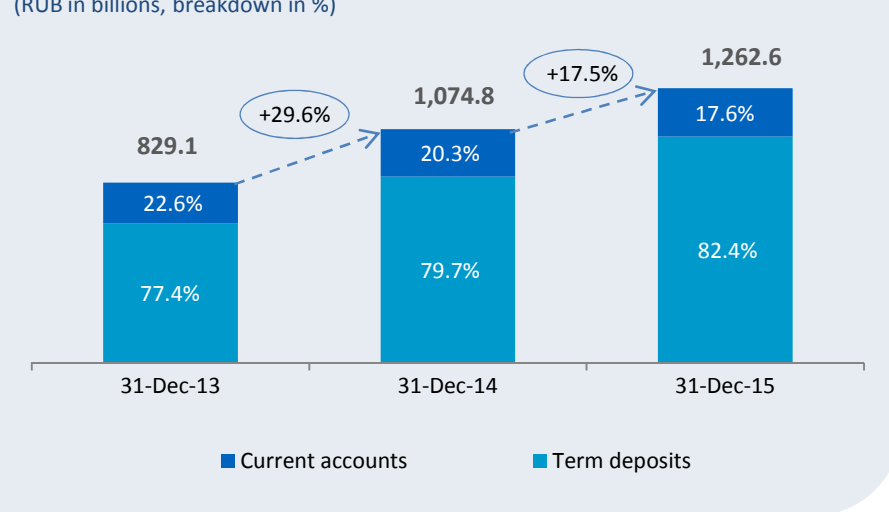
Liabilities composition

(RUB in billions, breakdown in %)



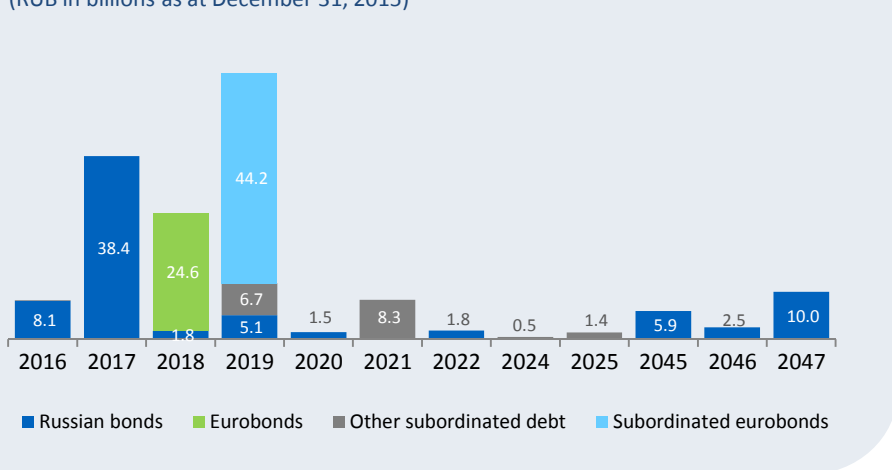
Customer accounts composition (1)

(RUB in billions, breakdown in %)



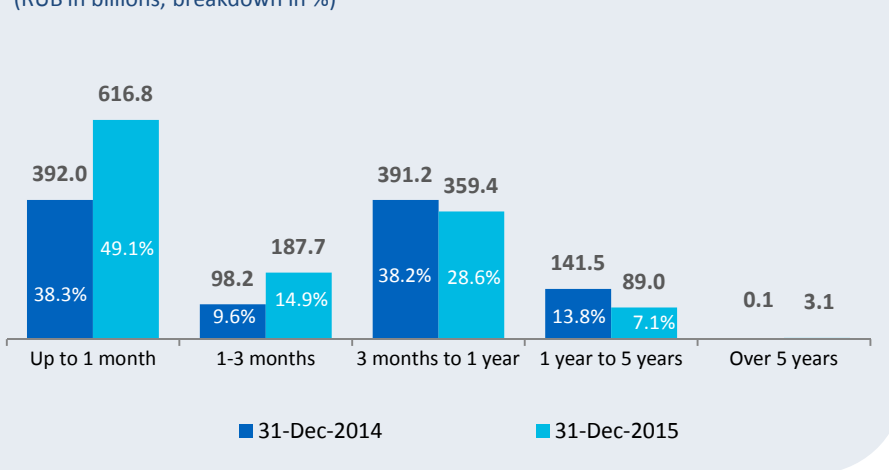
Bonds and subordinated debt repayments schedule

(RUB in billions as at December 31, 2015)



Contractual maturity of customer accounts

(RUB in billions, breakdown in %)

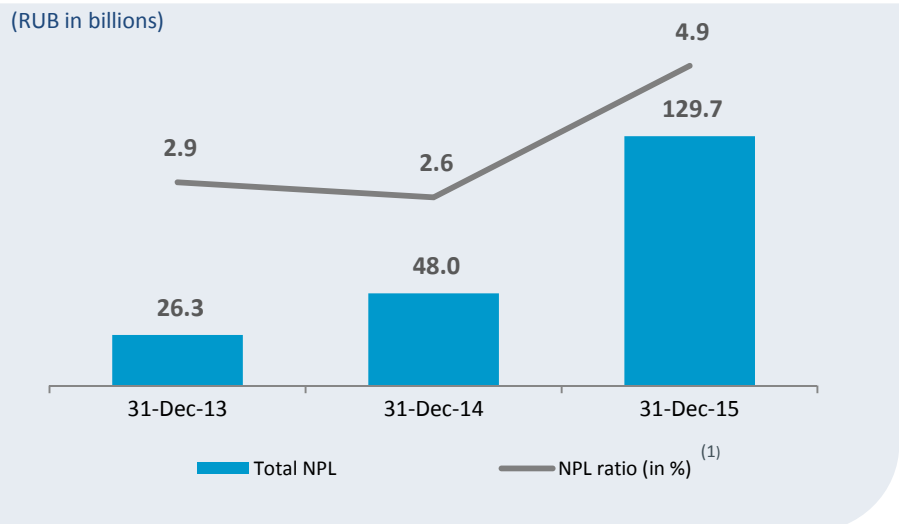


(1) Including promissory notes to clients

Assets quality

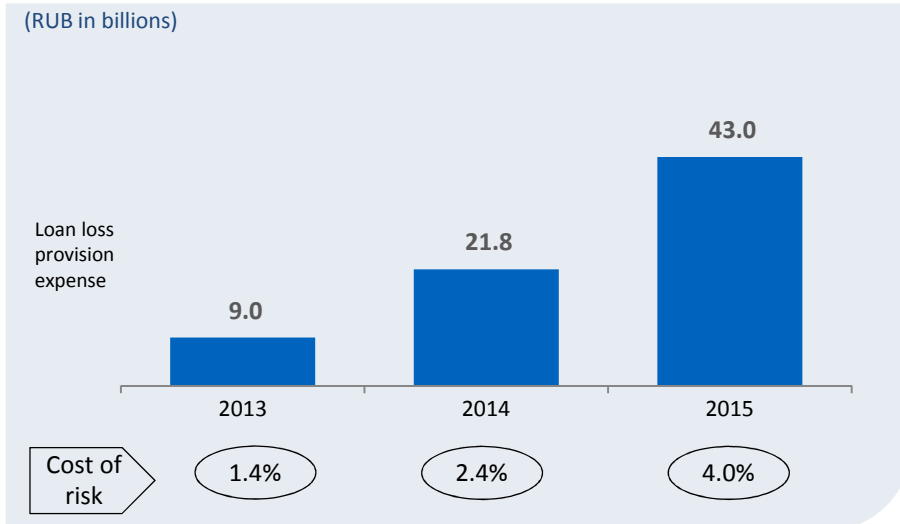
NPL dynamics

(RUB in billions)



Cost of risk

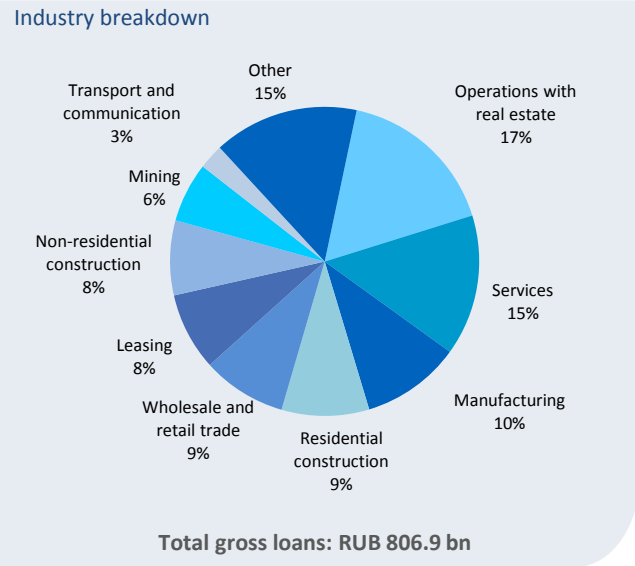
(RUB in billions)



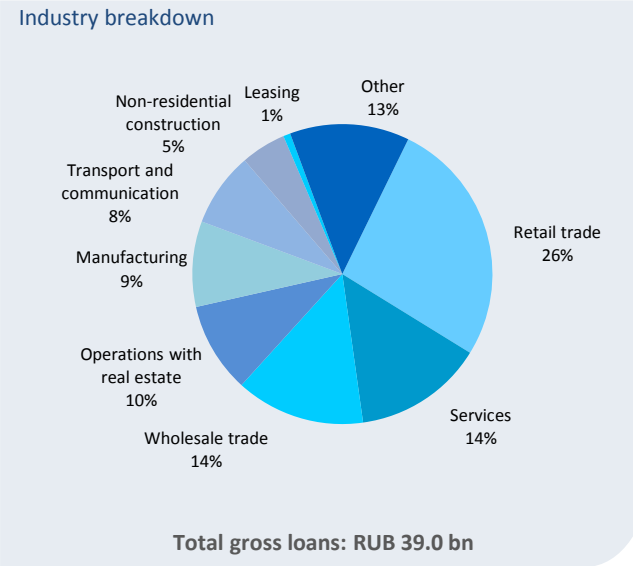
(1) Loans overdue more than 90 days

Loan portfolio diversification

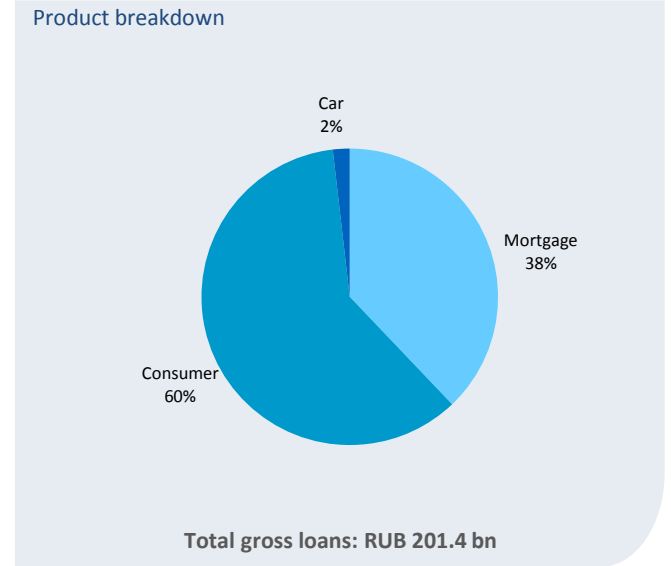
Corporate business



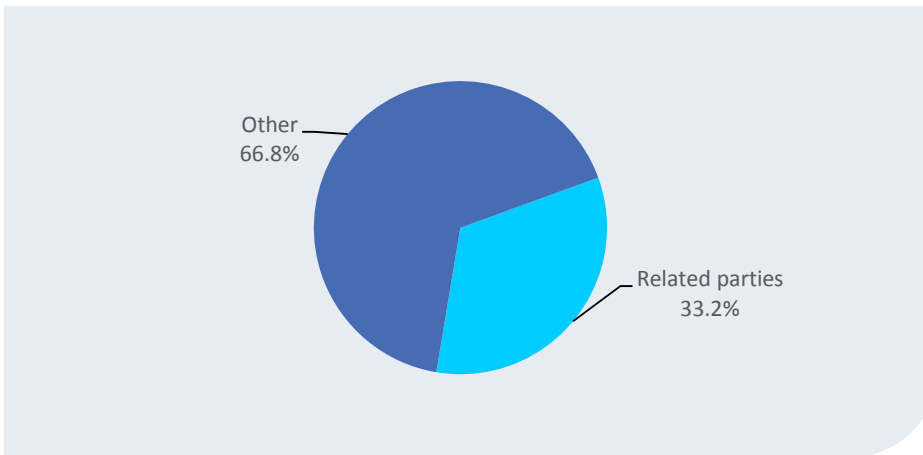
Small business



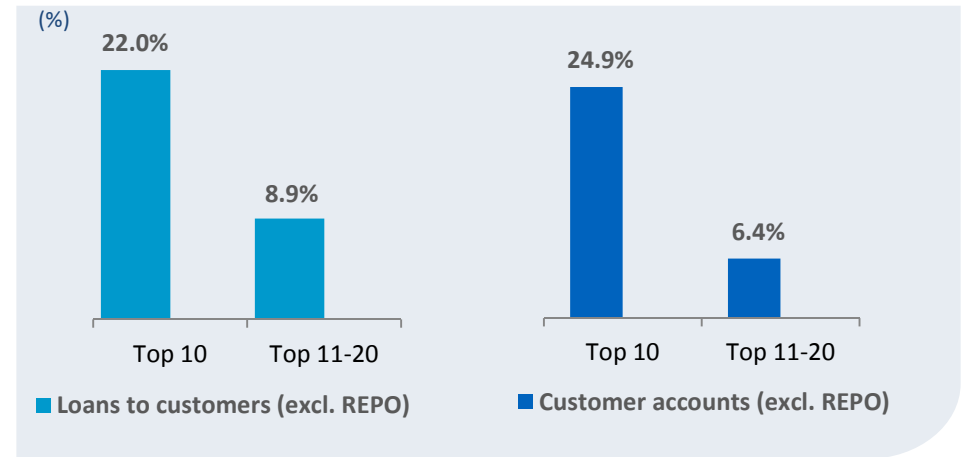
Retail business



Exposure to related party loans as at December 31, 2015

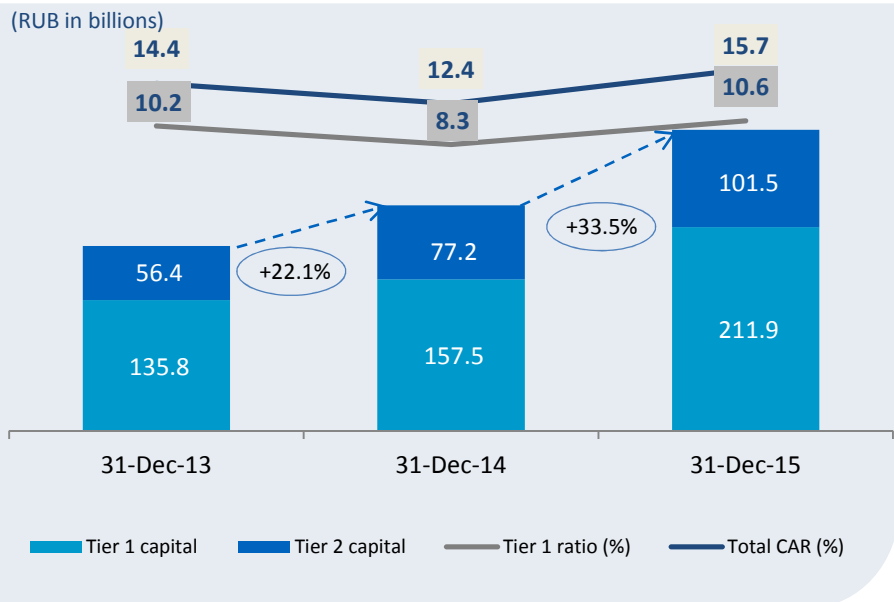


Loan and deposit concentrations as at December 31, 2015

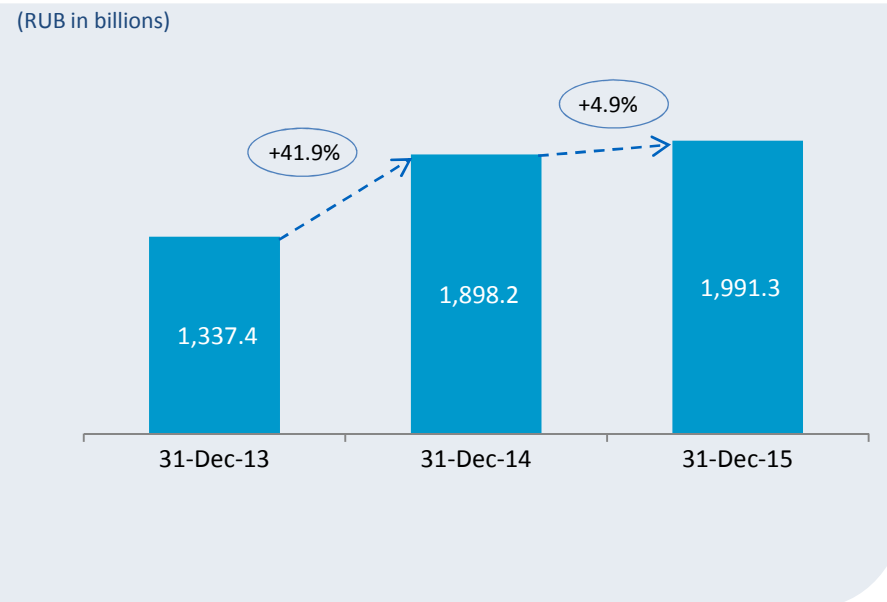


CT1 CAR: 10.6%, total CAR: 15.7%

Capital adequacy



Total risk weighted assets (RWA)



THANK YOU!





APPENDIX

Life is open for discoveries

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Key financial ratios

(RUB in billions)	2013	2014	2015
Balance sheet items			
Total assets	1,379.1	2,595.8	3,363.6
Gross customer loans	912.1	1,825.2	2,657.1
Customer accounts ⁽¹⁾	829.1	1,074.8	1,262.6
Shareholders' equity	106.3	131.2	184.5
Total equity	139.4	157.8	216.0
Income statement items			
Net interest income	40.7	65.6	49.9
Net fee and commission income	9.0	13.2	11.7
Total revenue	53.2	67.1	99.4
Net profit	17.3	5.9	6.6
Profitability & efficiency metrics (%)			
RoAE	17.5	6.2	7.7
RoAA	1.7	0.4	0.2
Net interest margin	4.4	4.5	3.8
Cost/income ratio	41.3	54.8	44.4
Net fees and commissions/Total revenue	16.9	19.7	11.7
Liquidity ratios (%)			
Net loans/Customer deposits ⁽¹⁾	106.0	127.7	100.9
Net loans/Total assets	63.8	68.8	76.3
Asset quality ratios (%)			
NPL/Gross loans	2.9	2.6	4.9
Cost of risk	1.4	2.4	4.0
Provisions/Gross loans	3.6	2.2	3.4
Capitalisation ratios (%)			
Tier 1 ratio	10.2	8.3	10.6
Total capital ratio	14.4	12.4	15.7



(1) Including promissory notes to clients

Balance sheet

(RUB in billions)	Otkritie FC Banking Group			Growth, %	
	2013	2014	2015	2014- 2013	2015- 2014
Assets					
Cash and balances with the Central Bank	96.7	264.3	184.1	173.3	(30.3)
Due from banks	133.7	35.7	62.9	(73.3)	76.2
Securities and other financial assets	221.5	464.2	472.4	109.6	1.8
Loans and receivables (gross)	912.1	1,825.2	2,657.1	100.1	45.6
Impairments	(32.8)	(40.4)	(91.2)	23.2	125.7
Net customer loans	879.3	1,784.8	2,565.9	103.0	43.8
Property and equipment	16.2	15.2	18.7	(6.2)	23.0
Other assets	31.7	31.6	59.6	(0.3)	88.6
Total assets	1,379.1	2,595.8	3,363.6	88.2	29.6
Liabilities					
Due to banks and CBR	257.2	1,041.6	1,630.8	305.0	56.6
Customer accounts ⁽¹⁾	829.1	1,074.8	1,262.6	29.6	17.5
Bonds and Eurobonds	64.0	114.7	99.5	79.2	(13.3)
Other liabilities ⁽²⁾	25.9	110.0	93.5	324.7	(15.0)
Subordinated debt	63.5	96.9	61.1	52.6	(36.9)
Total liabilities	1,239.7	2,438.0	3,147.5	96.7	29.1
Total equity	139.4	157.8	216.0	13.2	36.9



(1) Including promissory notes issued to clients
(2) Including other promissory notes issued

Income statement

(RUB in billions)	Otkritie FC Banking Group		Growth, %
	2014	2015	Y-o-Y 2015-2014
Interest income	152.2	240.0	57.7
Interest expenses	(86.6)	(190.1)	119.5
Net interest income	65.6	49.9	(23.9)
Net fee and commission income	13.2	11.7	(11.4)
Net trading income	(12.3)	37.2	n.a.
Net gains from securities	(15.2)	13.9	n.a.
Net gain on FX operations, operations with PM and other derivatives	4.8	22.3	364.6
Net gain on AFS investments	(1.9)	1.0	n.a.
Net gain/(loss) on disposal of loans	(1.0)	1.9	n.a.
Other non-interest income	1.6	(1.3)	n.a.
Net non-interest income	1.5	49.5	3,200
Revenue	67.1	99.4	48.1
Operating expenses	(36.8)	(44.2)	20.1
Impairment of buildings and constructions	-	(0.7)	n.a.
Pre-provision profit	30.3	54.5	79.9
Provision for impairment losses	(23.0)	(46.0)	100.0
Profit before tax	7.3	8.5	16.4
Income tax expense	(1.9)	(2.1)	10.5
Realised net gain on discontinued operations	0.4	0.2	(50.0)
Net profit	5.9	6.6	11.9
attributable to shareholders	7.1	12.8	80.3



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