

Bank Saint Petersburg

1H and 2Q 2008 IFRS Results:

Strong performance in a challenging environment

Webcast 17/09/2008

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Summary – Bank Saint Petersburg at a glance

Regional leader

- ❑ A leading private universal bank in St. Petersburg and the Leningrad region
- ❑ St. Petersburg market share (as at July 1, 2008)*:
 - “ Assets: 11.4%
 - “ Loans: 15% corporate, 7.2% retail
 - “ Deposits: 10.7% corporate, 8.7% retail

Focused on North-West

- As at July 1, 2008
- ❑ Large and dynamically growing client base: 700,000 retail and 32,000 corporate customers
 - ❑ 36 branches and outlets (primarily in St. Petersburg), 366 ATMs

Selected financial and operational results

- As of 1 H, 2008:
- ❑ 21st largest bank in Russia by assets**
 - ❑ Total assets: 166 bln RUB (7 USD bln)
 - ❑ Total capital: 19.8 bln RUB (837 USD mln)
 - ❑ Ratings: Moody's Ba3, Stable outlook; Fitch B+, Stable outlook
 - ❑ Net Income: 1,755 mln RUB (USD 74 mln)
 - ❑ ROAE: 22.1%
 - ❑ Cost/Income ratio: 35.7%
 - ❑ 2,200 employees

* Association of North-West banks, Bank Saint Petersburg data

** Interfax

Business model

WHO

- ❑ The model of a universal regional bank
- ❑ Focus on medium-sized companies and private affluent customers

WHAT

- ❑ Reliability and flexibility
- ❑ Easy access with multi-channel distribution: branches, ATMs, call-center, Internet banking
- ❑ Competitive interest rates and fees

HOW

- ❑ Team focused on St. Petersburg
- ❑ Cheaper distribution
- ❑ Excellence and innovation in Internet banking at the forefront of technological innovation

Aggressive growth of market share in St. Petersburg and Leningrad region

Creating better access

Improvement of operational efficiency

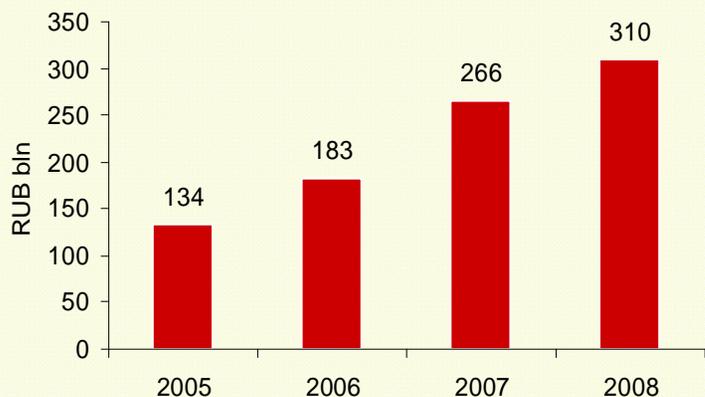
Implementation of retail-oriented infrastructure

Funding diversification

- ❑ Acquire market share from other players
- ❑ 60% asset growth planned for 2008
- ❑ Strengthening network in St. Petersburg and the Leningrad region
- ❑ Expand ATM network up to 540 ATMs
- ❑ Streamlining of credit approval
- ❑ Upgrade of IT systems and infrastructure to respond to changing environment
- ❑ MIS improvements to upgrade reporting and monitoring of performance
- ❑ On-line banking products: Internet banking, ATMs and POS-terminal networks
- ❑ Borrowing program of up to US\$1bln from global financial markets
- ❑ Loans/Deposits Ratio of around 100%
- ❑ Limited capital markets dependency . prevailing share of customer accounts in liabilities
- ❑ Focus on business transparency: efficient IR service development

Attractive St. Petersburg region

St. Petersburg budget expenses

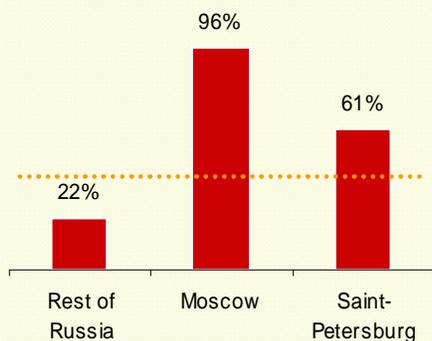


Comments

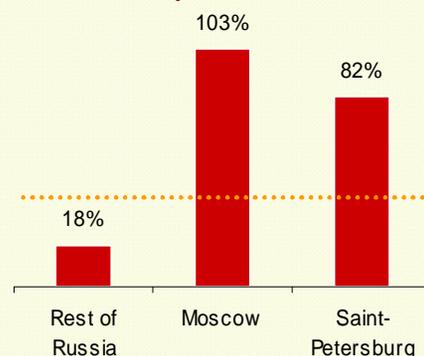
- ❑ 6.2mln population in St. Petersburg and the Leningrad region
- ❑ 2007 Gross Regional Product (GRP) of St. Petersburg: +9.7%, up to 1097 bln RUB (45 bln USD)
- ❑ Foreign investments: US\$ 6.3bln in 2007 (9-times growth compared with 2003)
- ❑ St. Petersburg is rated by Moody's at Baa2 (stable outlook), by S&P at BBB (stable outlook), by Fitch Ratings at BBB (stable outlook)

Regional banking penetration, 2007

Loans / GRP



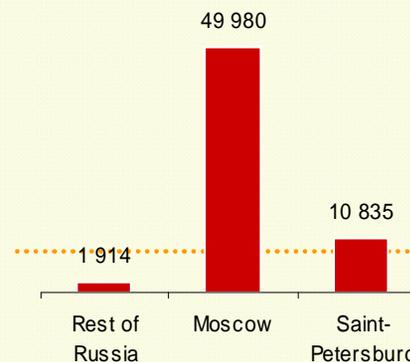
Deposits / GRP



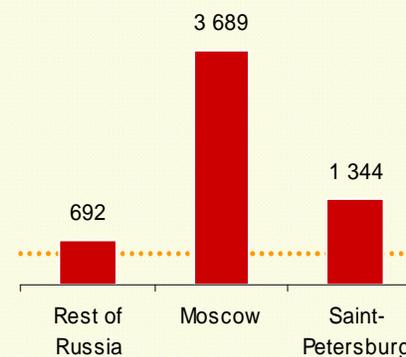
Note: average for Russia

Per capita statistics (US\$), 2007

Total banking assets



Retail loans



Note: average for Russia

Key figures

1H 2008

2Q 2008

Net Income

1H 2008: 1,755 mln RUB (74 mln USD)
+ 113% compared with 1H 2007

2Q 2008: 1,115 mln RUB (48 mln USD)
+ 74% compared with 1Q 2008
+ 89% compared with 2Q 2007

Assets

1H 2008: 166 mln RUB (7 mln USD)
+ 31% compared with Y 2007
+ 98% compared with 1H 2007

+ 20% compared with 1Q 2008

Total capital

1H 2008: 19.8 bln RUB (837 mln USD)
+ 7% compared with Y 2007
+ 120% compared with 1H 2007

+ 6% compared with 1Q 2008

Loan portfolio

1H 2008: 119.6 bln RUB (5 bln USD)
+ 30% compared with Y 2007
+ 99% compared with 1H 2007

+ 14% compared with 1Q 2008

Customer accounts

1H 2008: 126 bln RUB (5.3 bln USD)*
+ 31% compared with Y 2007
+ 91% compared with 1H 2007

+ 23% compared with 1Q 2008

Efficiency

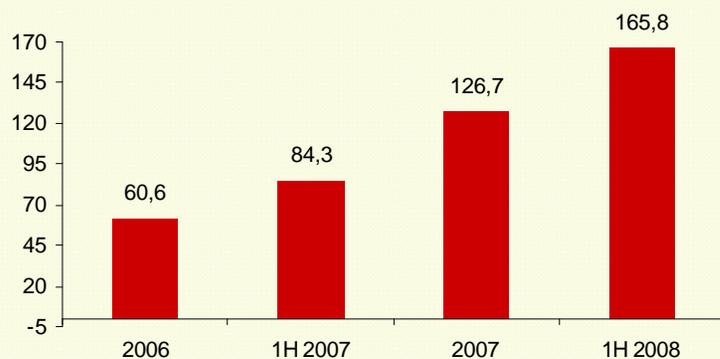
Cost/Income Ratio - 1H 2008: 35.7%
ROE - 1H 2008: 22.1%

Cost/Income Ratio Ë 2Q 2008: 34.2%
ROE Ë 2Q 2008: 27.7%

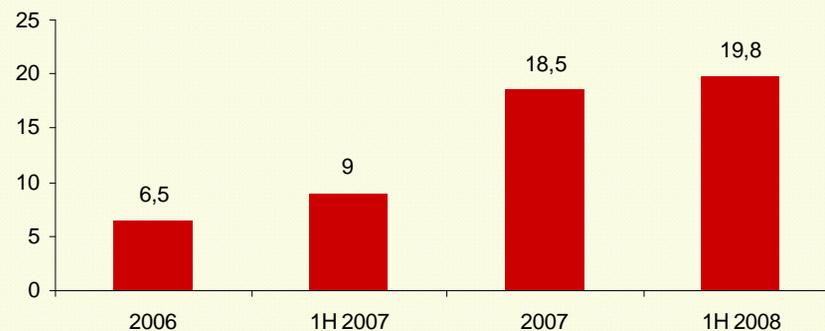
* Customer accounts are calculated as a sum of customer deposits and other debt securities in issue (i.e. promissory notes and bills of exchange)

Financial highlights

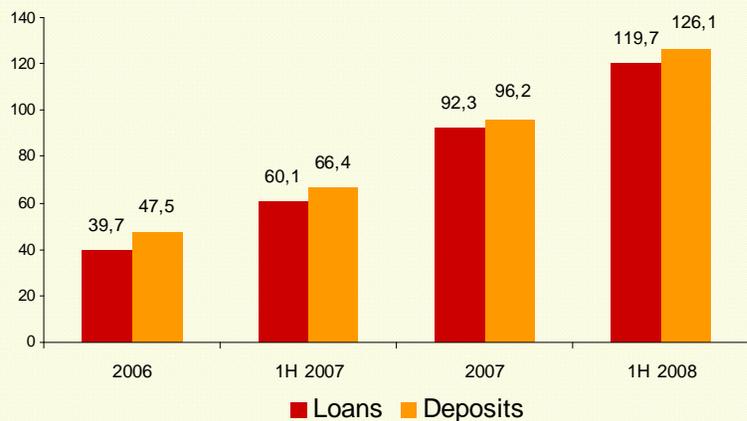
Assets growth, RUB bln



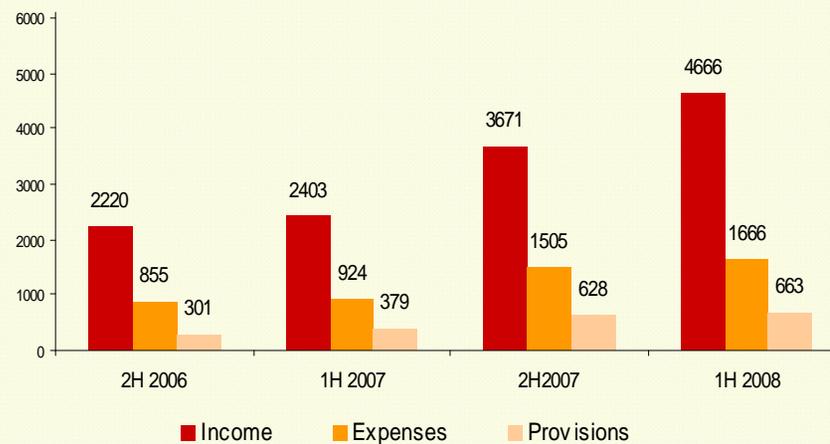
Total capital growth, RUB bln



Loans / Deposits, RUB bln

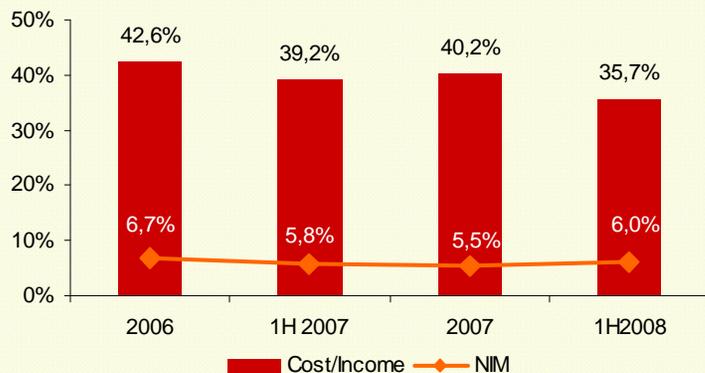


Income and Expenses data, RUB mln



Results for 1H 2008

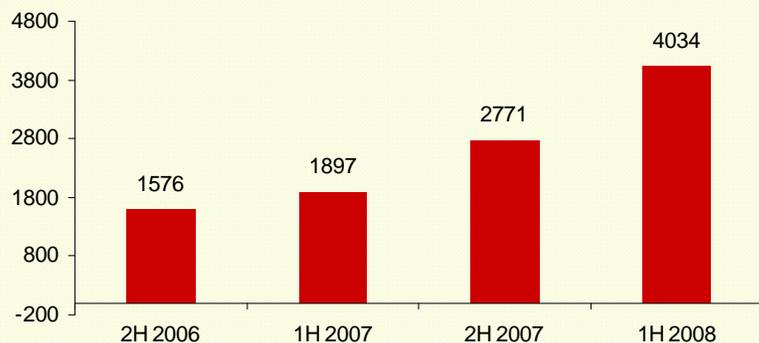
Cost/Income and NIM



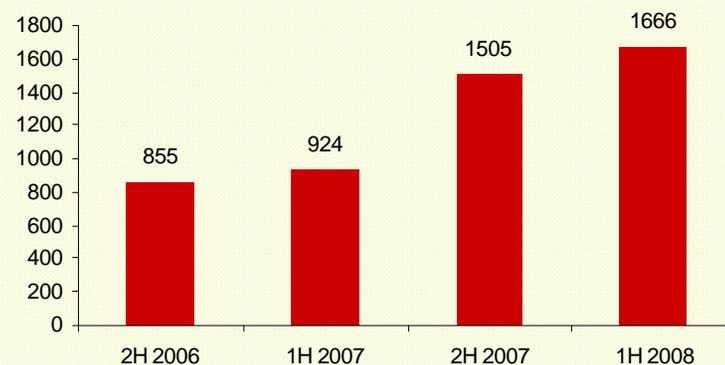
Comments

- ROAE: 22.1% (from 20.6% for 2007)
- ROAA: 2.4% (from 2.1% for 2007)
- Lending interest rates significantly increased in 2Q 2008
- Uniform credit expansion in 2Q 2008
- Customer accounts as source of funding are cheaper than the wholesale funding

Net Interest Income, RUB mln

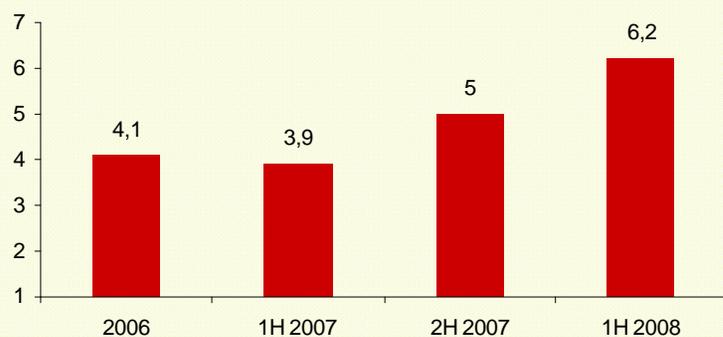


Operating Expenses, RUB mln

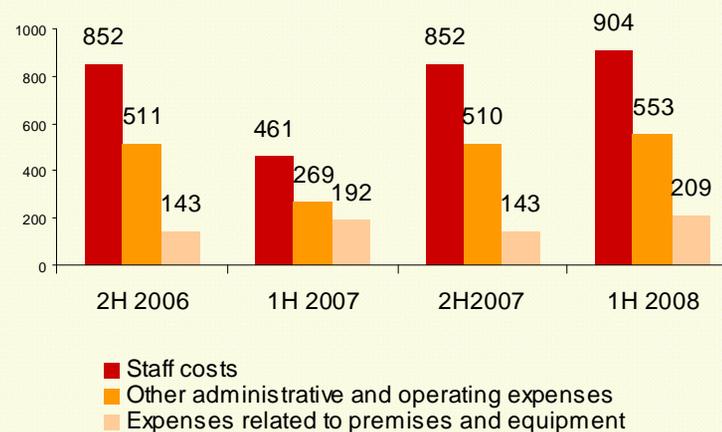


Results for 1H 2008 (continuing)

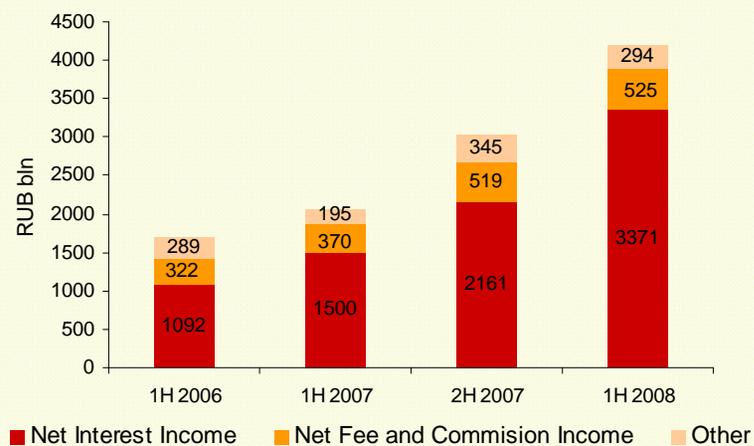
EPS, RUB per share



Operational expenses



Revenues breakdown, RUB mln



Financial Summary

RUB bln	Jan 1, 2007	July 1, 2007	Jan 1, 2008	April 1, 2008	Jul 1, 2008
Loans and Advances to Customers	39.7	60.1	92.3	105.1	119.7
Total Assets	60.6	84.3	126.7	138.5	165.8
Customer Accounts	44.7	62.9	88.7	94.4	120.1
Total Liabilities	56.1	76.8	111.7	122.8	149.1
Total Shareholders' Equity	4.5	7.5	15.0	15.6	16.7
Total Capital	6.5	9	18.5	18.7	19.8
Net profit*	1.2	0.8	2.0	0.6	1.8
Net Interest margin**	6.7%	5.8%	5.5%	5.2%	6.0%
Capital Adequacy	12.8%	11.71%	16.4%	14.7%	12.75%
Cost-to-Income ratio	42.6%	39.2%	40.2%	37.9%	35.7%
Provisions / Gross loans	3.9%	3.2%	2.7%	2.7%	2.57%
Provision charge	2.3%	1.9%	1.9%	2.8%	2.4%
Loans / Deposits***	84%	91%	96%	102%	95%
ROAA**	2.6%	2.3%	2.1%	1.9%	2.4%
ROAE**	30.5%	27.6%	20.6%	16.7%	22.1%

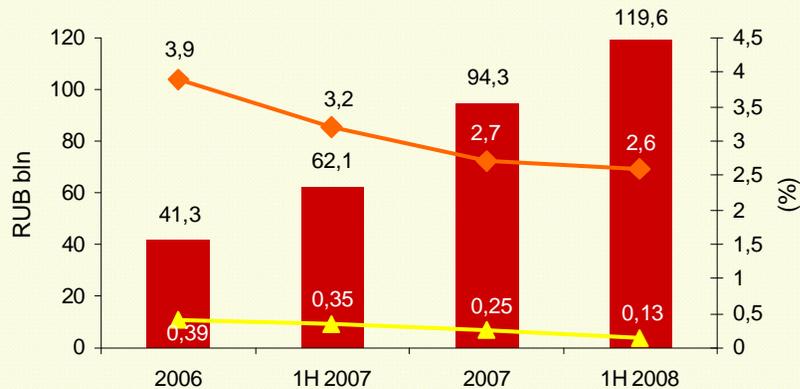
* Profit is presented on an accrual basis

** Ratios as of Jul 1, 2007, Apr 1, 2008 and Jul 1, 2008 are annualized

*** Deposits calculated as a sum of customer deposits and other debt securities in issue (i.e. promissory notes and bills of exchange)

Risk management

Loan portfolio



■ Gross loans —◆— Provisions / Gross loans —▲— NPL / Gross loans

Limited market dependence

Next to mature:

□ 2H 2008 - US\$ 44.5 mln

□ 1H 2009 - US\$ 72 mln

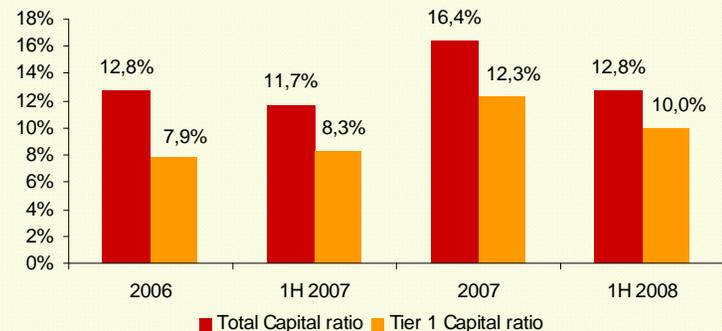
□ 2H 2009 - US\$ 209.2 mln

Loan portfolio concentration

□ Construction and real estate operations exposure decreased to 26.4 % of total loan book from 29.6 % as at Jan 1, 2008

□ Top-20 borrowers exposure decreased to 30.8 % of total loan book from 31.6 % as at Jan 1, 2008

Capital Adequacy



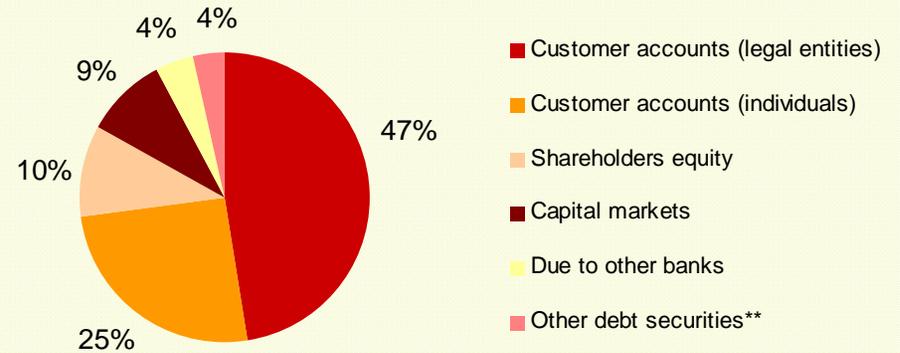
■ Total Capital ratio ■ Tier 1 Capital ratio

Balance sheet structure

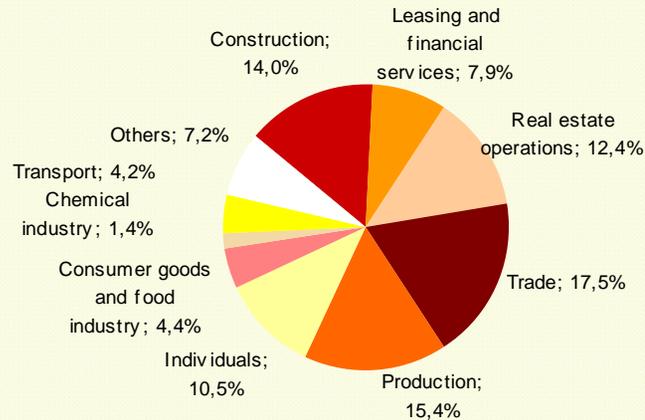
Assets structure, July 1, 2008 *



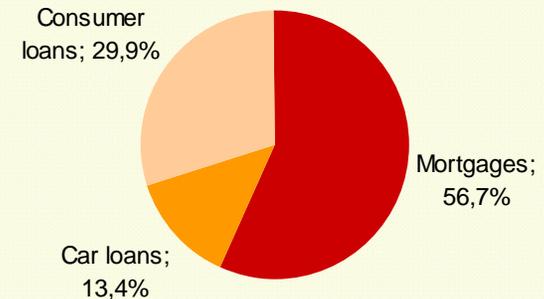
Liabilities and equity structure, July 1, 2008



Loans by sector, July 1, 2008



Retail loans by type, July 1, 2008

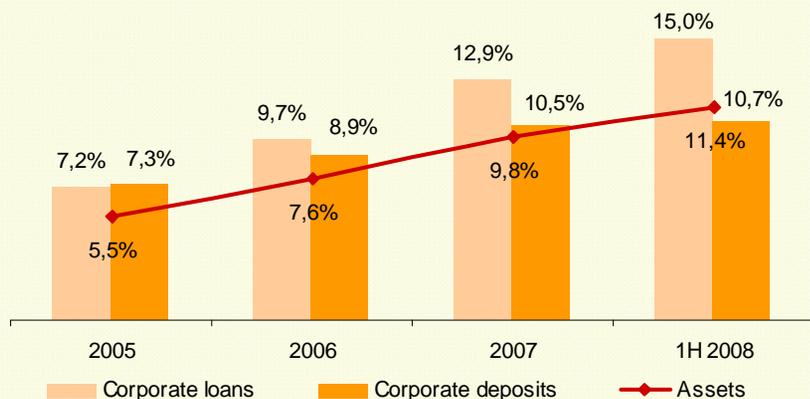


* Trading securities are calculated as a sum of trading securities and securities pledged under repurchase agreement

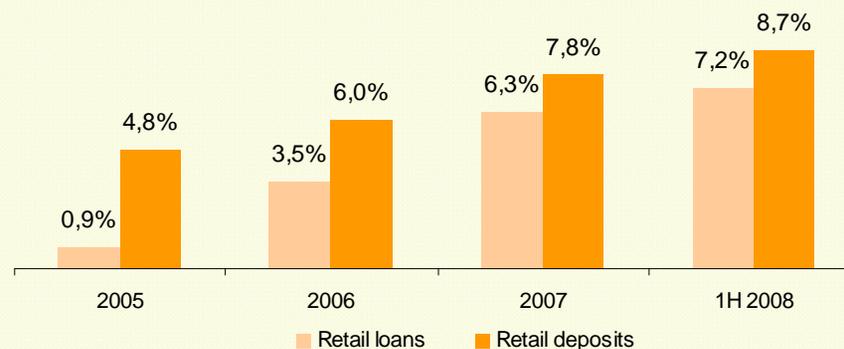
** Other debt securities in issue contain promissory notes and bills of exchange

Market share

Market share: Assets / Corporate banking



Market share: Retail banking



Comments

Market share in Saint-Petersburg by July 1, 2008:

- corporate loans 15%
- corporate deposits 10.7%
- retail loans 7.2%
- retail deposits 8.7%

□ 2nd by corporate loans in North-West region

□ More than 500,000 plastic cards issued

Rankings

Interfax rankings as at 1H 2008:

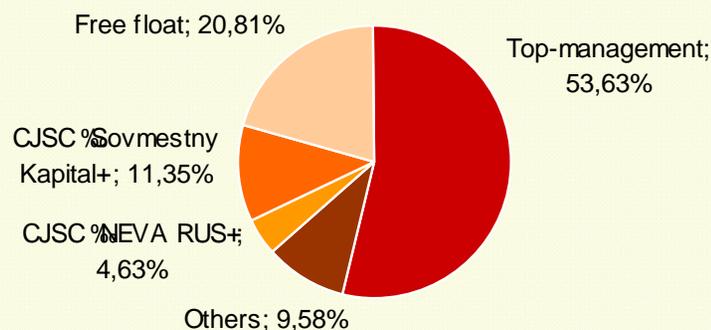
- 21st by assets (24th in 2007, 29th in 2006)
- 25th by equity (24th in 2007, 49th in 2006)
- 18th by profit before tax (27th in 2007, 32nd in 2006)
- 11th by retail deposits
- 16th by corporate loans

Business development

Key events

- ❑ **Fitch increased the Bank's rating to 'B+' (stable outlook)**
- ❑ **New capital market transactions**
 - 100 mln USD EBRD syndicated loan
 - 35 mln USD KfW IPEX-Bank loan
- ❑ **Bank is elected as one of the authorized banks to attract temporary funds from**
 - the Ministry of Finance;
 - the State Company 'Rosnanotech';
 - the State Company 'Fund for Assistance to Reformation of the Housing Communal Services' (ZhKH)
- ❑ **Bank entered into cooperation agreement with the City Government under the 'Small Business Lending' program**

Current Shareholders structure



Mid-term plans

- ❑ **Growth outlook unchanged:**
 - 1H 2008 growth rate - 31%
 - 2008 growth rates expected to exceed 60%
- ❑ **Capital raising plans:**
 - Subdebt (100+ mln USD) to be attracted in October 2008 through private placement
- ❑ **Funding:**
 - 100+ mln USD syndicated loan to be signed at the end of October 2008
 - 44.5 mln USD to be extended in November 2008

Stock performance

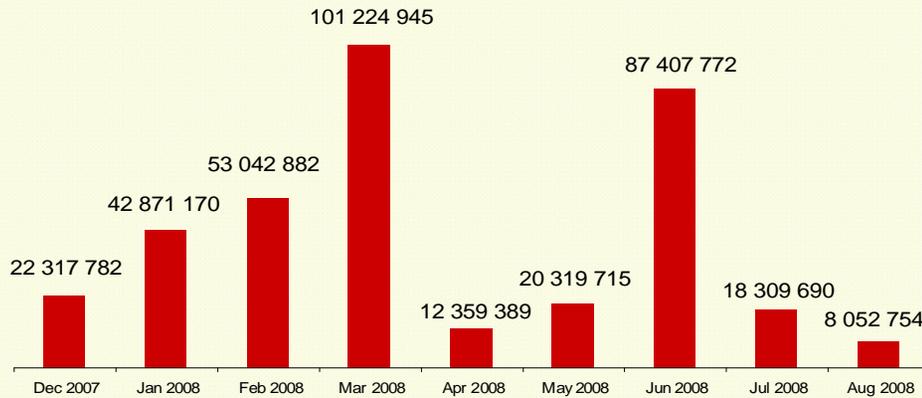
Price as compared with RTSI and RTSfn



Comments

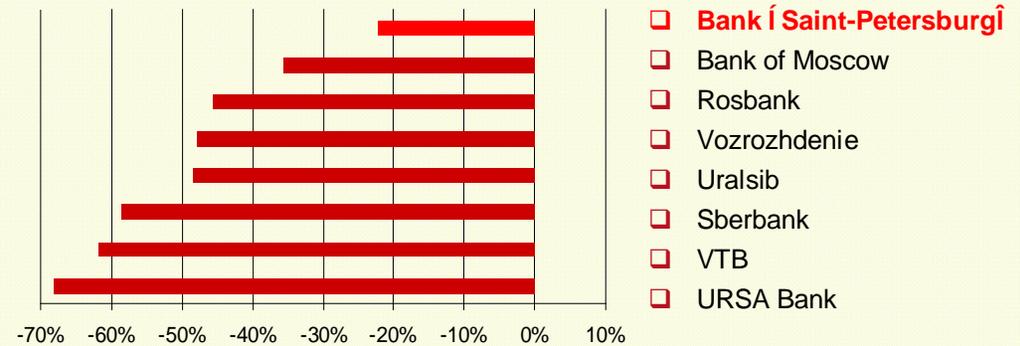
Market capitalization as at September 15, 2008: 1,185 bln USD

Turnover, US\$



Sector stock performance since the Bank's IPO.

Data as of September 15, 2008



Presentation team



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