

9M 2010 IFRS Results

Moderate growth in summer season



Conference Call
November 24, 2010

Operational background

Results as planned: NI of RUB mln **397 (+48% qoq)**.

Gaining market share on core markets even in challenging competition environment...

- Total loan growth b.p. was **11.5%** ytd vs. sector growth of **8.6%**.
- Moderate **3.0%** growth in 3Q was due to summer vacation period and abnormal heat in Russia that affected economic activity.
- Lending to SMEs up **18.9%** ytd while quarter growth was **3.3%**.
- Loans to borrowers operating in Moscow region increased by solid **30.4%** ytd vs. sector growth of **12.6%**.

...observing signs of positive developments in asset quality despite slowdown in loan growth...

- General increase in NPL ratio from **10.6%** to **11.0%** was due to impairment of a large loan.
- Net contraction of NPLs: from **13.9%** to **12.9%** in SME;
from **9.5%** to **8.4%** in retail segments.
- Interest received almost reached interests accrued through PnL – **96%** in Q3 versus average **90.3%** in H1 2010.

...we maintain conservative balance-sheet supportive to further growth and profitability recovery

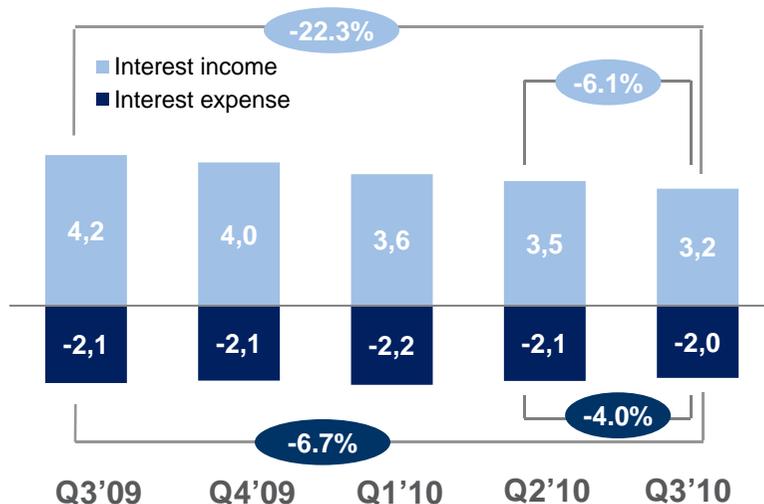
- Sufficient capital base (CAR: **16.3%**, core Tier 1: **13.5%**).
- Sound liquidity with overall loan/deposit ratio **84%**.
- Cost of funds reduced by next 40 bps to **6.0%** on the back of customer deposits **6%** QoQ growth.

9M 2010 Financial highlights

	Q3 2010	Q2 2010	Change Q-o-Q
Total Deposits, of them	125,064	118,075	+5.9%
<i>Retail deposits</i>	80,601	77,339	+4.2%
Net Loans	94,271	91,780	+2.7%
Loans to Deposits ratio	84.4%	86.8%	-2.4 p.p.
NPLs ratio	11.0%	10.6%	+0.4 p.p.
Net Profit	179	121	+47.9%
Total Operating Income b.p.	2,474	2,467	+0.3%
Total Operating Costs, of them	-1,718	-1,679	+2.3%
<i>Personnel expenses</i>	-867	-893	-2.9%
Cost to Income ratio	69.4%	68.1%	+1.3 p.p.
Capital Adequacy	16.3%	17.2%	

Decline of funding costs partially offset yields contraction

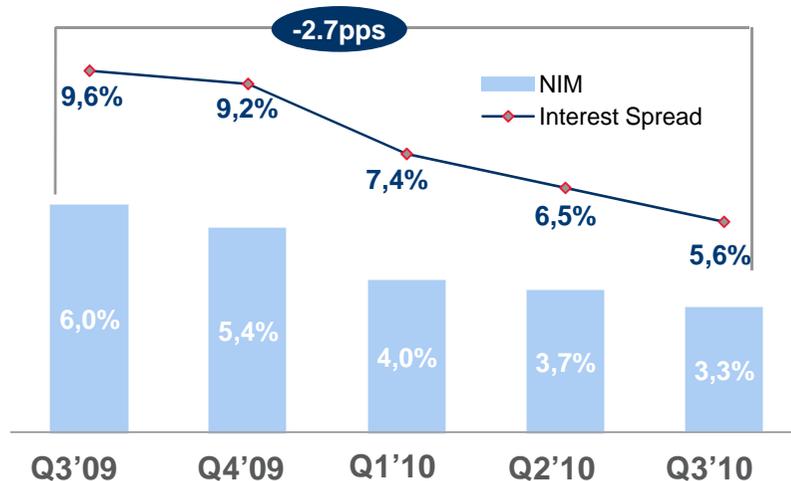
Interest Income and Interest Expenses, RUB bln



- Continued pressure on lending rates driven by increased competition together with repayment of higher-yield loans resulted in 6.1% QoQ contraction of interest income.

- Ongoing re-pricing of liabilities resulted in 4% decrease of interest expenses on the back of continued inflow of deposits. Costs of corporate term deposits were down 1.1% QoQ while costs retail ones contracted by 0.5% QoQ.

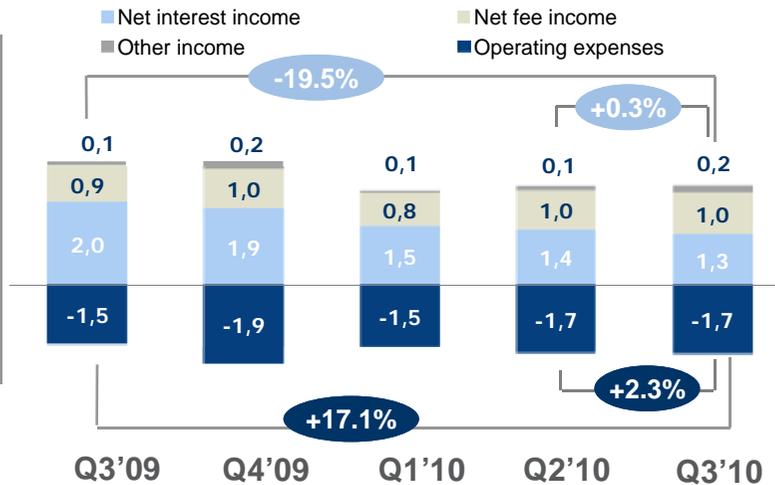
NIM and Spread evolution



- NIM on average assets contracted by 43 bps from 3.7% to 3.3% due to balance-sheet growth on the back of 9% decline of net interest income. Spread decline 0.9% resulted from strong pressure on yields.

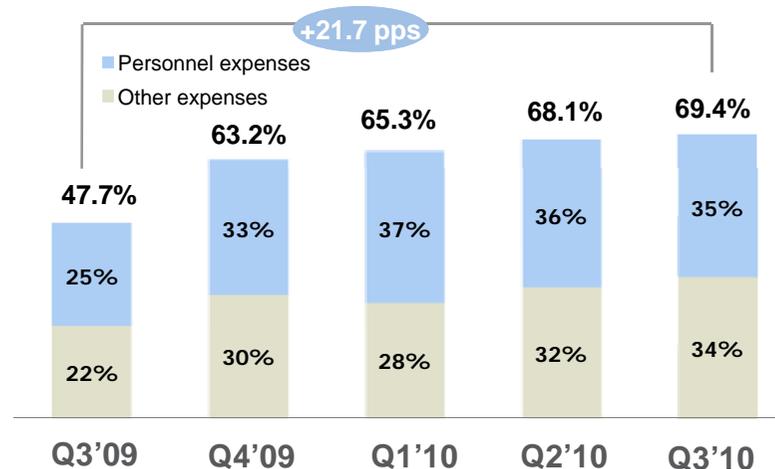
Stable revenue due to F&C income growth

Operating Income and Expenses, RUB bln



- In the low rates environment we managed to increase non-interest income by 12.4% QoQ. F&C income increased by 7% QoQ driven by stronger fees from settlements and cash transactions. Growth of F&C and trading gains offset interest income decline and resulted in solid 49% share of non-interest income in total operating income before provisions. Total revenue was stable with 0.3% QoQ growth.

Cost to Income before provisions, %

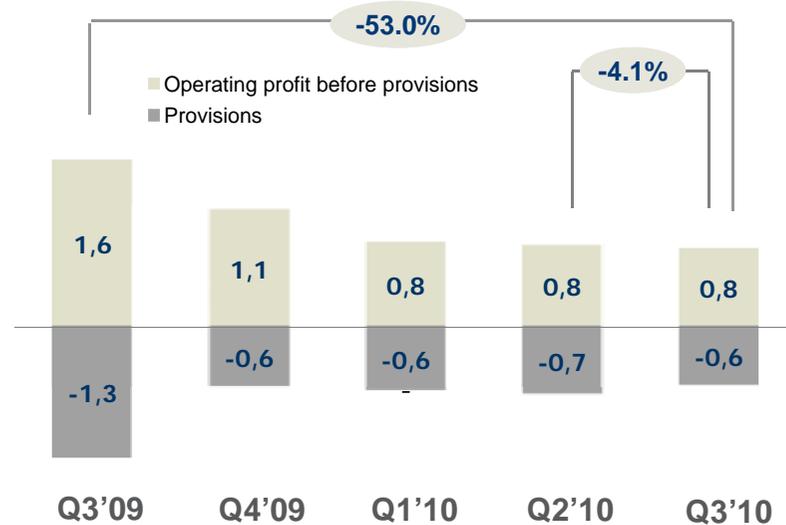


- Strict control over personnel costs (-2.9% QoQ) coupled with reduction of administrative expenses (-3.8% QoQ) narrowed cost growth to 2.3% QoQ only.

- Moderate cost growth resulted in cost to income increase by only 1.3 pps QoQ.

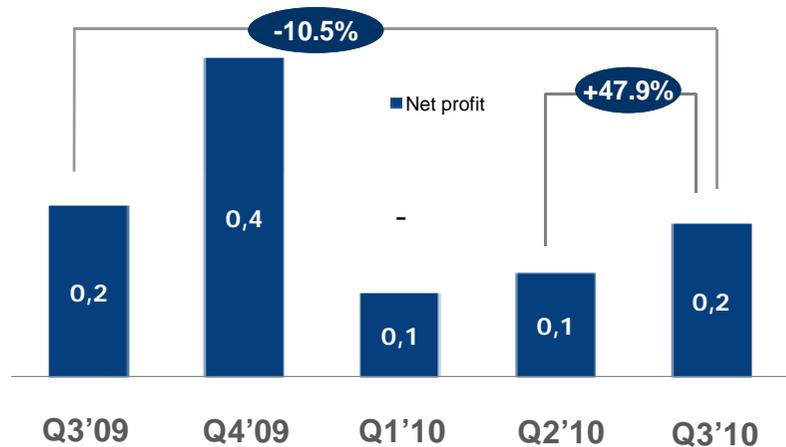
Stabilization of asset quality resulted in provisioning deceleration

Operating profit and provisions, RUB bln



- Cost of risk was 2.2% in 3Q compared to 2.7% in Q2 with charges to provisions of Rub 577 mln. NPLs (1day+) coverage ratio remained at sufficient level of 97%. For the NPLs with overdue more than 90 days coverage ratio was 132%.

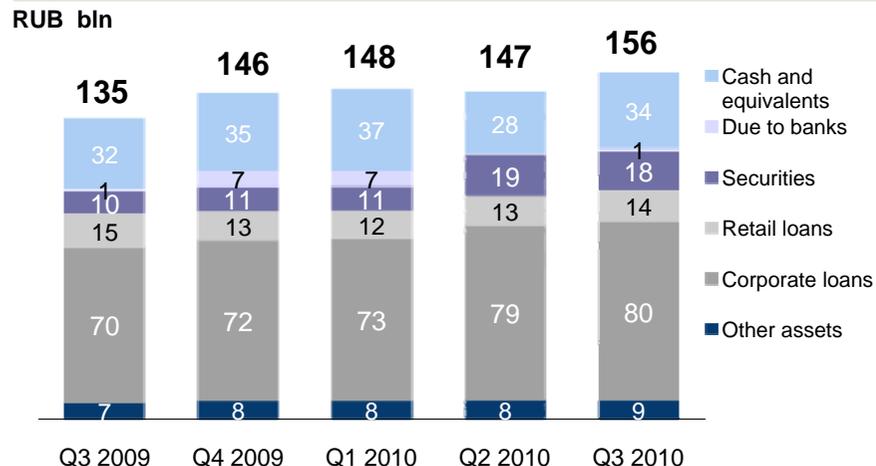
Net profit, RUB bln



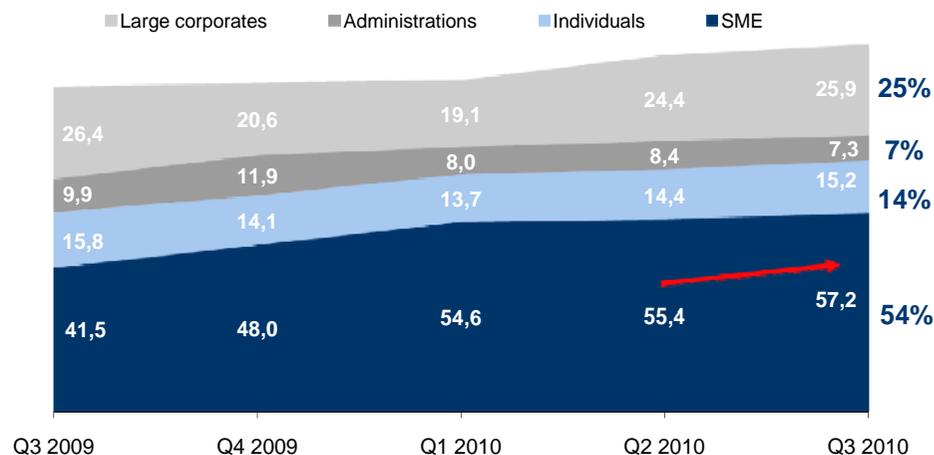
- Change of the approach to accounting for deferred tax assets after consulting with our auditors in Q2 2010 contributed to reduction of effective tax rate to the 19% level for 9M. Thus net income grew by 48% QoQ.

Asset mix with strong liquidity position

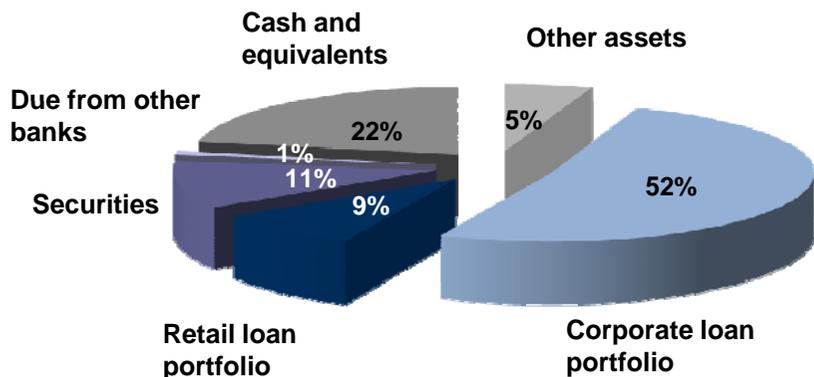
Moderate loan growth...



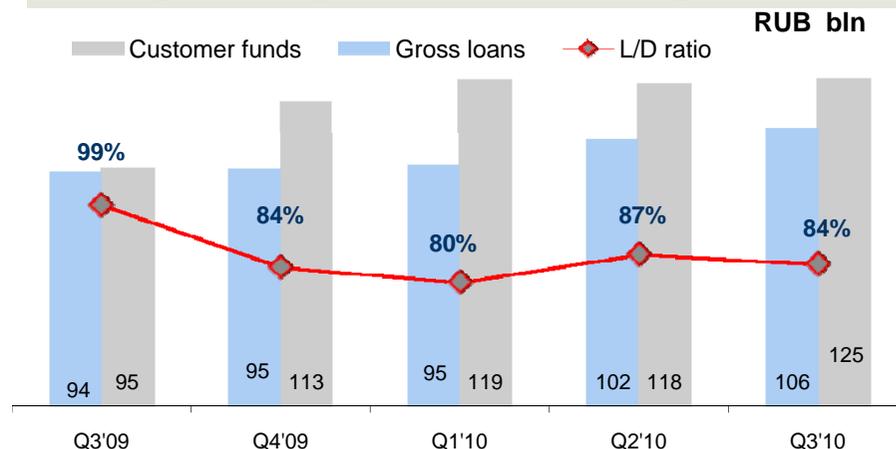
...with sharpened SME focus



IEA represent 73% of total assets



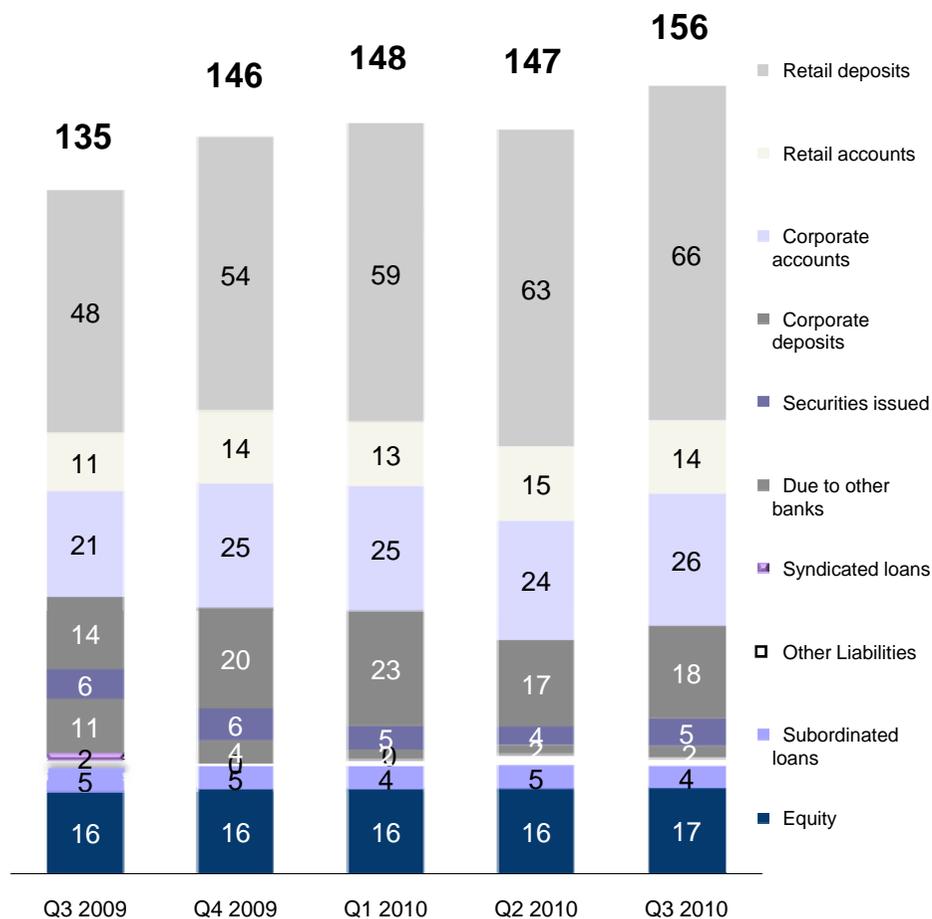
Strong liquidity supports further growth



Ongoing efforts on funding costs reduction

Client's funds remains the main funding source...

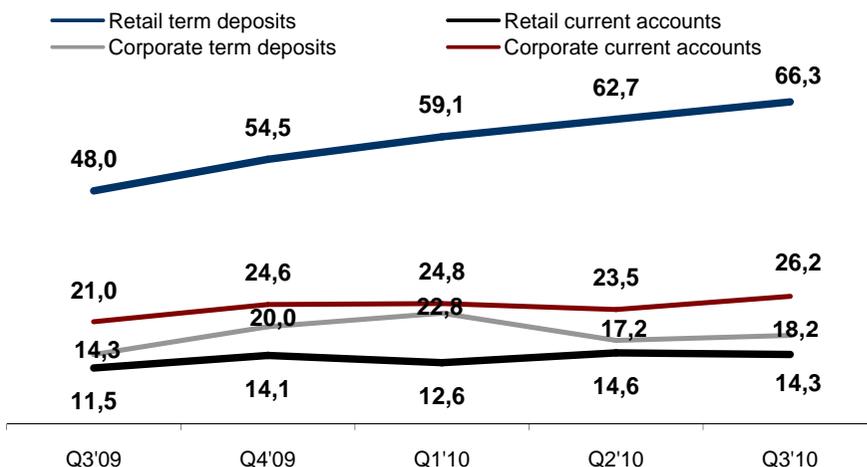
RUB bln



...with high share of interest - free sources

	Q3 2010	Q2 2010	Q3 2009
Customer accounts to liabilities	90.1%	90.5%	79.2%
- <i>Customer deposits</i>	60.9%	61.3%	52.3%
- <i>Current accounts</i>	29.2%	29.2%	27.3%
Equity to total assets	11%	11%	12%
Liabilities to equity	8.3	7.9	7.5

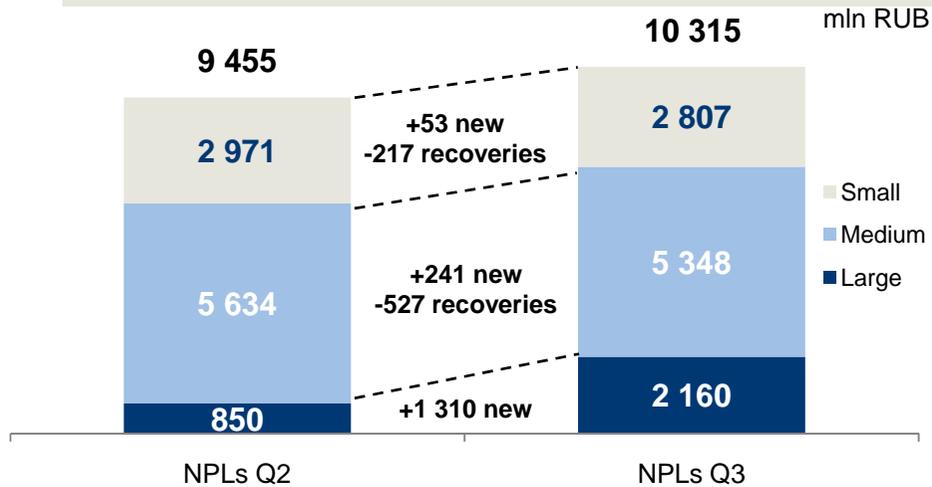
Deposit inflow supports liabilities re-pricing



**VOZROZHDENIE
BANK**

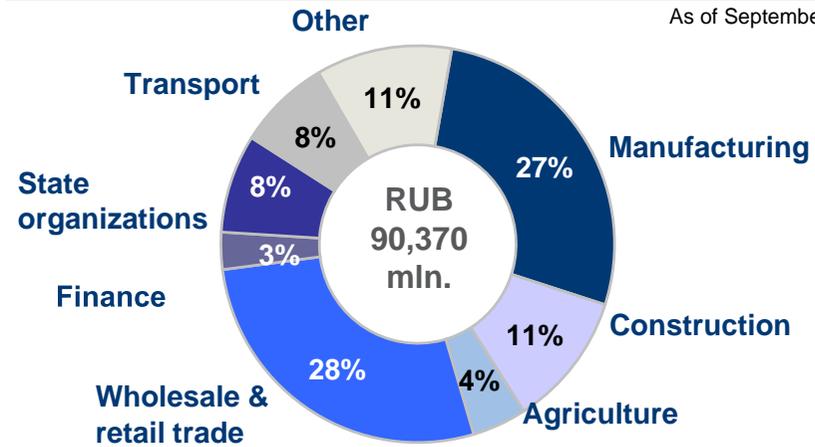
Credit quality management

First recoveries occurred

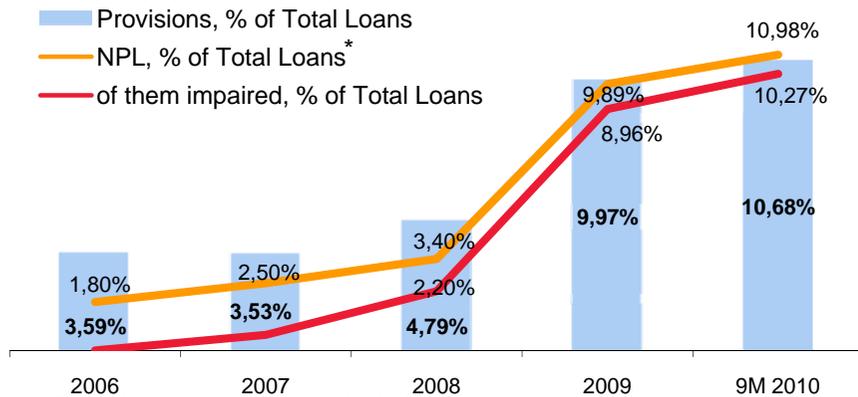


Diversification by industry

As of September 30, 2010

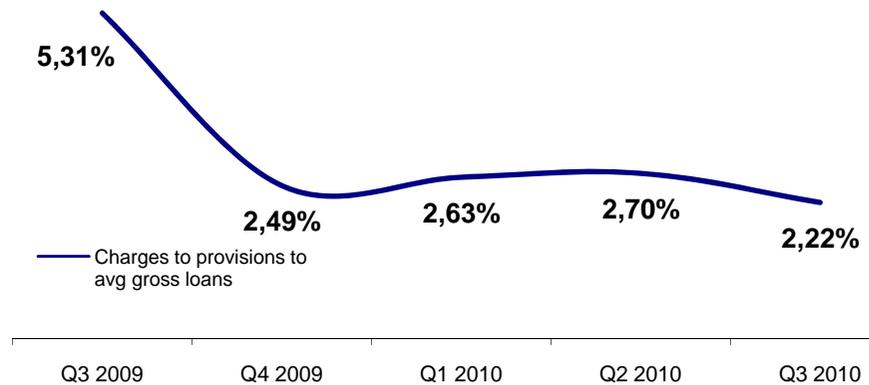


NPL Coverage ratio



* NPL includes the whole principal of loans at least one day overdue either on principal or interest

Annualized cost of risk



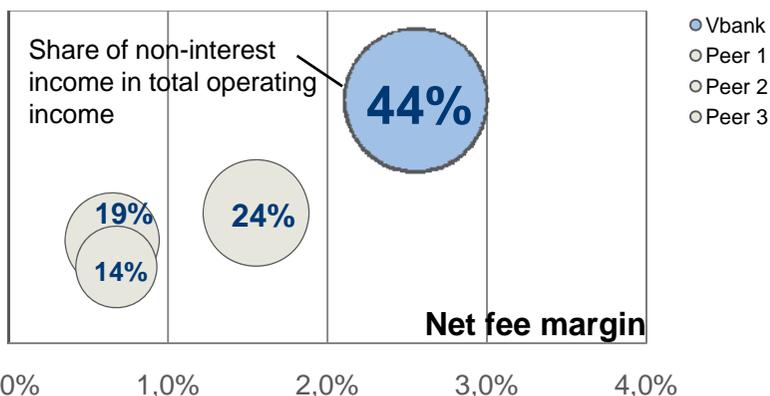
Credit quality

as of 30.09.2010	Large corporate	SMEs	Mortgages	Other retail	Total	% of total loans	
Gross loans, including	26,969	63,402	8,537	6,634	105,542	100.0%	Provisions to NPLs Ratio
Current loans	24,809	55,247	7,878	6,016	93,950	89.02%	97%
Past-due but not impaired, of them	0	234	394	121	749	0.71%	Provisions to 90+ days NPLs
Less than 90 days	-	234	378	116	728	0.69%	
Over 90 days	-	-	16	5	21	0.02%	
Impaired, of them	2,160	7,921	265	497	10,843	10.27%	132%
Less than 90 days	1,310	959	3	48	2,320	2.20%	
Over 90 days	850	6,962	262	449	8,523	8.07%	
Total NPLs	2,160	8,155	659	618	11,592	10.98%	Rescheduled Loans
Provisions	- 1,737	- 8,476	- 457	- 601	-11,271	10.68%	3.4%
Net Loans	25,232	54,926	8,080	6,033	94,271	-	

NPL - the whole amount of loans with principal overdue for more than 1 day as well as loans with any delay in interest payments.

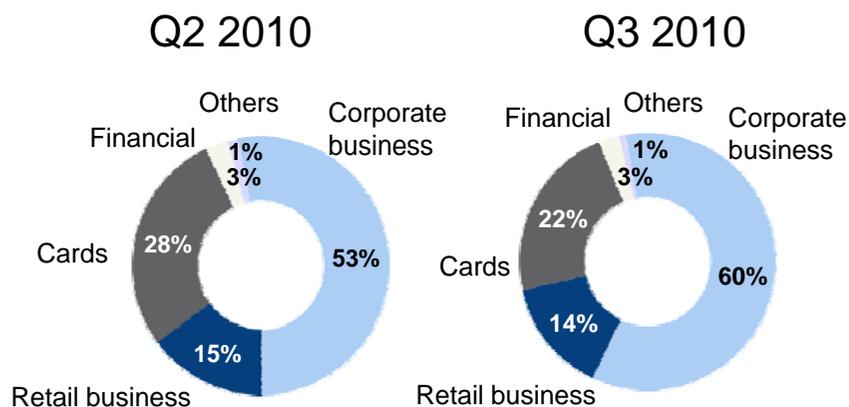
Fee income generation

Strong non-interest income based on long-term relations with customers

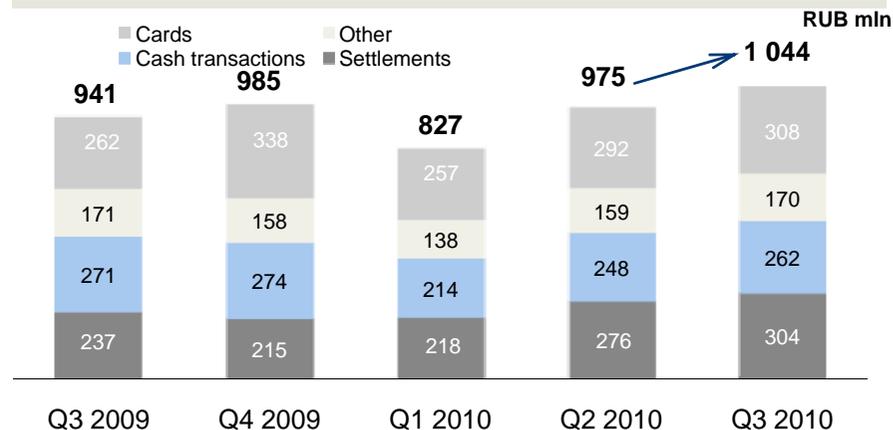


* Peers' data for H1 2010, Vbank – for 9M 2010

Non-interest income breakdown by segments



Net fee income distribution



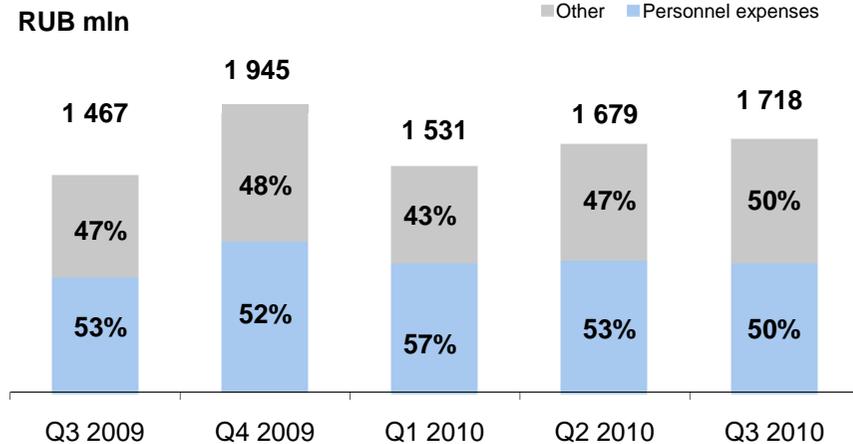
Key points

Vbank's share of non-interest income in total operating income reached 44% for 9M 2010, that is one of the highest across the sector. Our developed infrastructure and long-term relations with clients allows us to support our revenues in low interest rate environment with fee generating products like settlements, money transfer, payments, cash collections, that are well diversified across internal businesses and types of banking products.

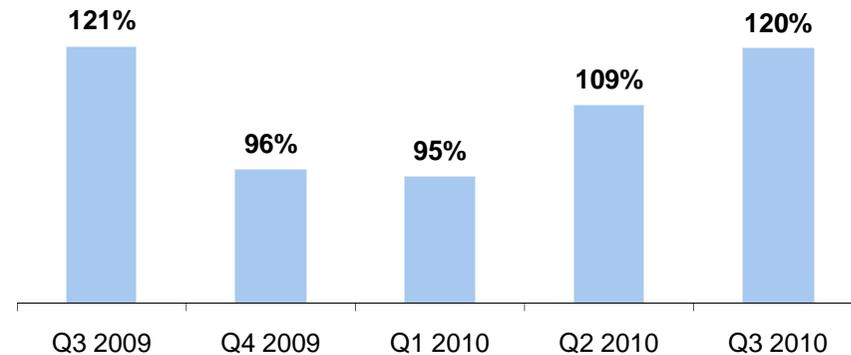
7% fee growth QoQ was mainly driven by cash transactions and servicing settlements of the customers.

Strategic approach to cost management

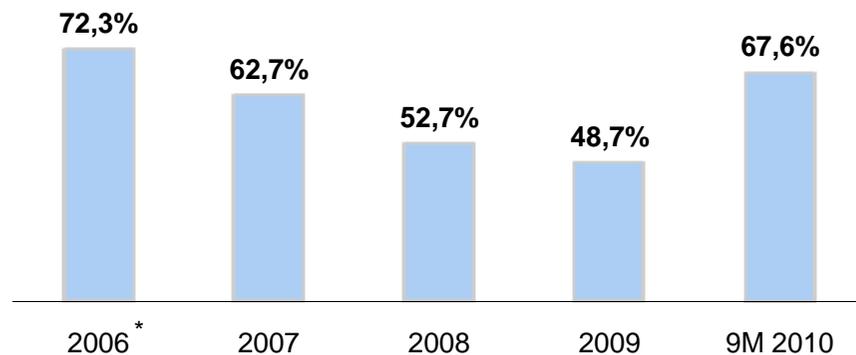
Operating expenses breakdown



Personnel expenses are fully covered by fees & commissions earned



C/I ratio



*2006 - less extraordinary items

Costs summary

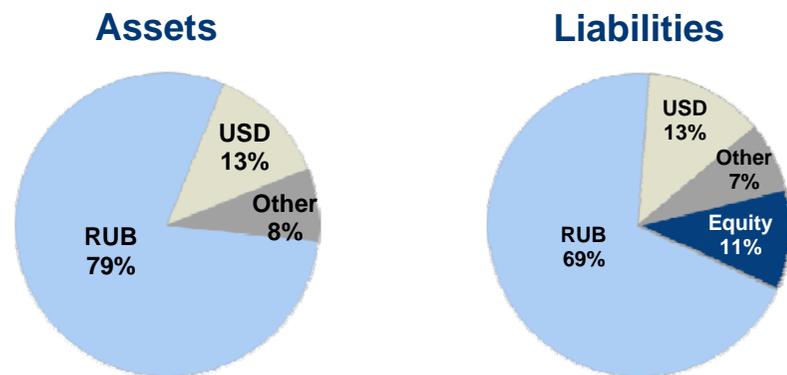
Coverage of personnel expenses by fees and commissions is gradually growing. Personnel expenses reduced by 2,9% in Q3 and were 120% covered by earned fees and commissions.

Operating expenses grew only by 2.5% q-o-q partially due to strict control over personnel costs and improving efficiency of administrative expenditures.

Cost to income ratio remained at high 67.6% level due to continued pressure on rates and drop in interest income.

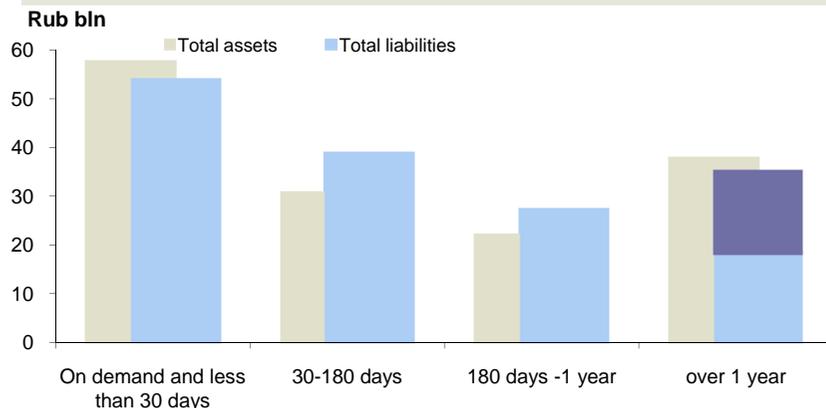
Currency and gap management, capital adequacy

No mismatches on the balance-sheet*



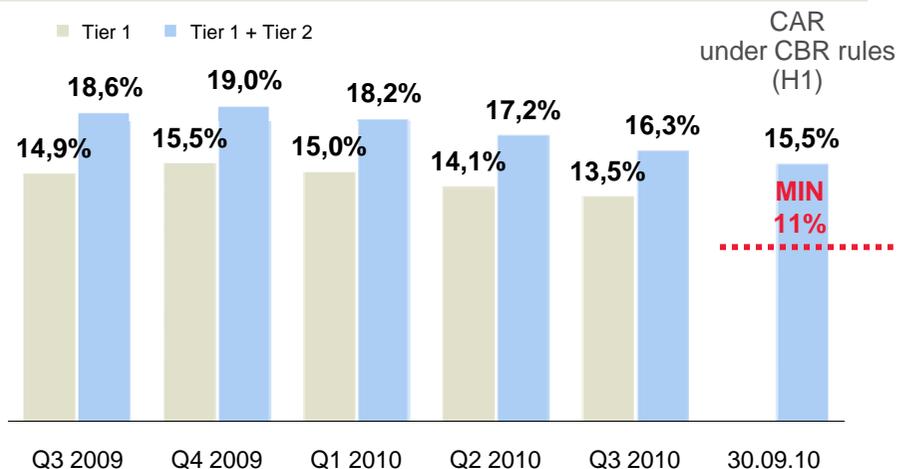
* Based on monetary assets and liabilities

Maturity gap**



** Based on expected expiration date

Strong capital position



Key points

The bank's capital position of 13.5% Tier 1 and CAR of 16.3% remains comfortable anticipating future growth.

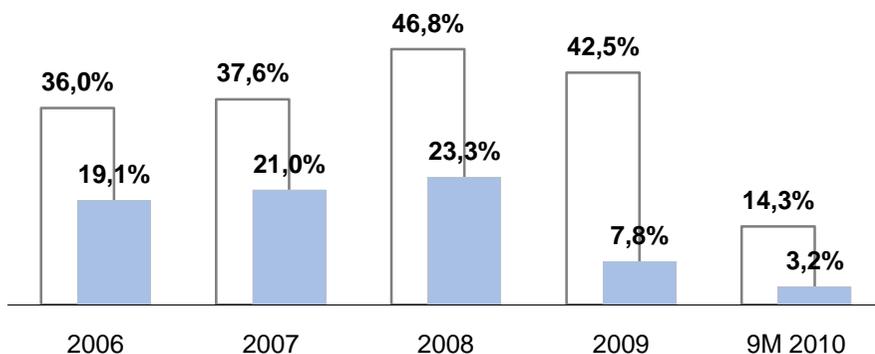
The Bank sticks to policy of having no mismatches on the balance sheet in terms of currency risk with particular focus on ruble-nominated assets.

Maturity structure of assets and liabilities remained balanced with the largest gap of 8bln (5% of total assets) in a 30-180 days range.

Earnings generation capability

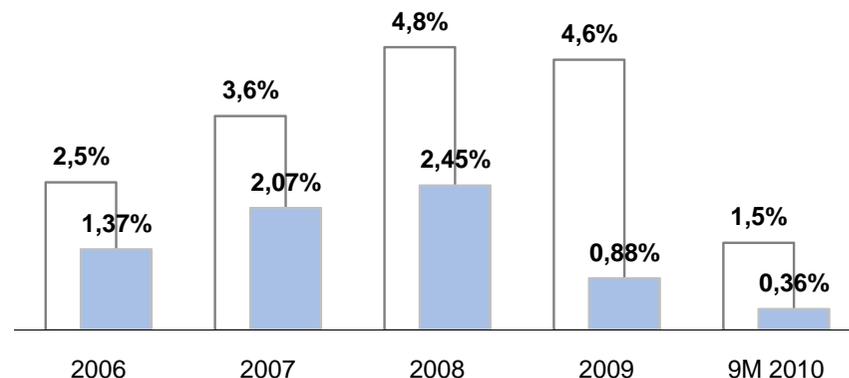
ROE, %

□ Operating profit before provisions and taxes/ Equity ■ ROE

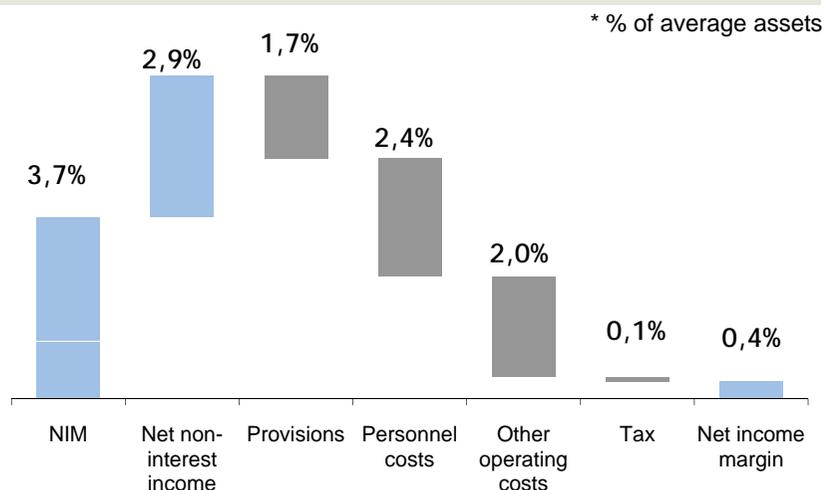


ROA, %

□ Operating profit before provisions and taxes / Avg assets (gross) ■ ROA



Value generation



Key points

Net Profit in 3Q'10 was 48% higher than in 2Q'10. Net profit generated in 1-3Q'10 amounted to Rub 397 million with regularly growing quarterly values.

Gradual improvement of revenue performance driven by solid fee growth despite continuation of NIM pressure allowed generating value for shareholders quarter by quarter.

Questions and answers



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