



---

# Investor presentation

February 2018



# DISCLAIMER

- This presentation contains certain statements that are neither reported financial results nor other historical information. These statements are forward-looking statements which reflect Promsvyazbank's ("PSB") current views and estimates. These forward-looking statements are subject to risks and uncertainties that could cause actual results to differ materially from those expressed in the forward-looking statements. Many of these risks and uncertainties relate to factors that are beyond PSB's ability to control or estimate precisely, such as future market and economic conditions, the behaviour of other market participants, the ability to successfully integrate acquired businesses and achieve anticipated synergies, foreign exchange fluctuations, the actions of government regulators and weather conditions. You are cautioned not to place undue reliance on these forward-looking statements, which speak only as of the date of this presentation. PSB does not undertake any obligation to publicly release any revisions to these forward-looking statements to reflect events or circumstances that may occur after the date of these materials.
- PSB has obtained the information in this presentation from sources it believes to be reliable. Although PSB has taken all reasonable care to ensure that the information herein is accurate and correct, PSB makes no representation or warranty, express or implied, as to the accuracy, correctness or completeness of such information. Furthermore, PSB makes no representation or warranty, express or implied, that its future operating, financial or other results will be consistent with results implied, directly or indirectly, by such information or with PSB's past operating, financial or other results. Any information herein is as of the date of this presentation and may change without notice. PSB undertakes no obligation to update the information in this presentation. In addition, information in this presentation may be condensed or incomplete, and this presentation may not contain all material information in respect of PSB.
- This presentation does not constitute or form part of any offer to sell, or the solicitation of an offer to purchase or subscribe to any securities in any jurisdiction, and should not be relied upon in connection with any contract or investment decision relating thereto.
- PSB accepts no responsibility or liability whatsoever for any expense, loss or damages arising out of, or in any way connected with, the use of all or any part of this presentation.
- Unless specified otherwise, the data contained in this presentation is sourced from PSB IFRS financial statements. Other financial information is provided in accordance with management accounts which are based on IFRS principles.



# Systemically Important Universal Bank

---

## 9M 2017 IFRS Results Overview

---

### Appendix

---

1. Balance sheet, IFRS
2. Profit and loss, IFRS
3. Financial ratios, IFRS
4. Segment results, IFRS



# PSB AT A GLANCE

## Systemic Scale



Systemically Important Financial Institution (SIFI)



#3 privately-owned bank in Russia by assets<sup>1</sup>



#9 Russian bank by assets<sup>1</sup>



#8 Russian bank by retail deposits<sup>1</sup>



#5 Russian bank by SME loan book<sup>2</sup>



## Technological Leader in Core Business Segments



#1 PSB-Retail Internet-bank by functionality<sup>3</sup>



“The Best Call Centre in financial sector”<sup>4</sup>



“Bank of choice for transaction services in Russia”<sup>5</sup>



“Best Cash Manager in Russia”<sup>6</sup>



“The leader in international factoring”<sup>7</sup>



“Best bank for corporate clients”<sup>8</sup>

<sup>1</sup> RAS, by www.banki.ru as at 1 Nov'17 taken into account consolidation of VTB Group, Otkritie Group (incl. Trust), Alfabank Group (incl. Baltiysky), B&N Group (incl. MDM-Bank)

<sup>2</sup> By RAEX as at 1H 2017

<sup>3</sup> By Marksw Webb rating received in 2016

<sup>4</sup> Call Centre Award received in 2015

<sup>5</sup> By Expert RA in 2015

<sup>6</sup> In 2016, by Euromoney

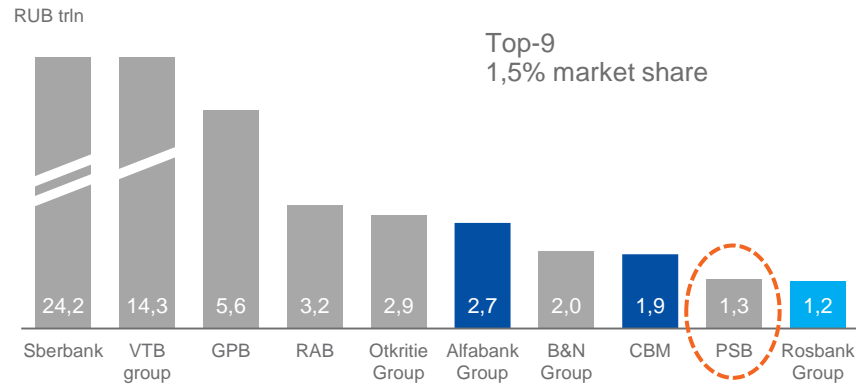
<sup>7</sup> By Association of Factoring Companies for FY 2016

<sup>8</sup> By SPEAR's Russia Wealth Management Award 2015

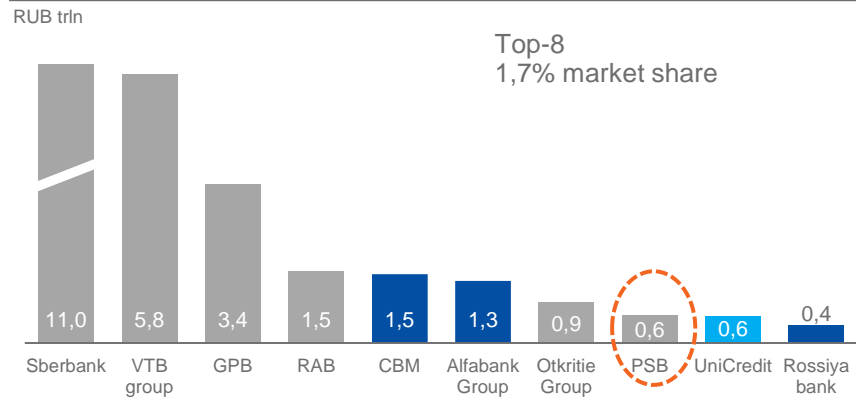


# MARKET POSITION

## By Assets<sup>1</sup>



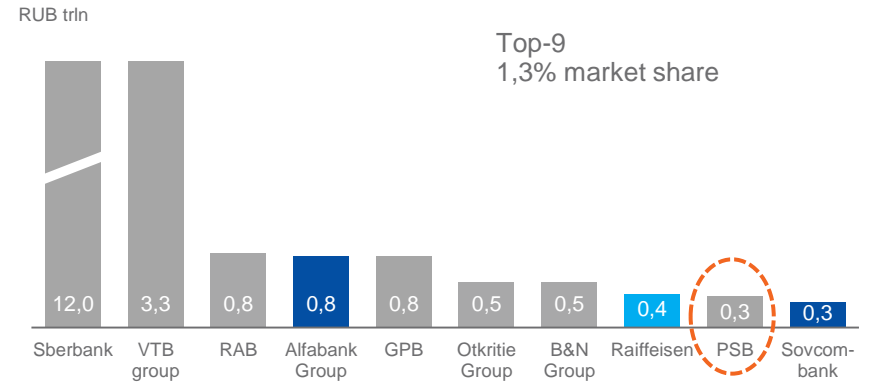
## By Corporate Loans<sup>1</sup>



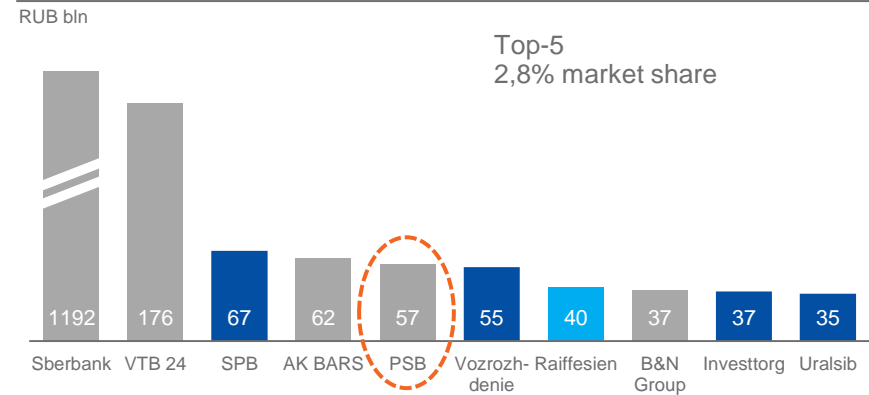
<sup>1</sup> RAS, by www.banki.ru as at 1 November 17 taken into account consolidation of VTB Group, Otkritie Group (incl. Trust), Alfabank Group (incl. Baltiyskiy), B&N Group (incl. MDM-Bank)

<sup>2</sup> By RAEX as at 1H 2017

## By Retail Deposits<sup>1</sup>



## By SME Loans<sup>2</sup>



■ State-owned banks ■ Foreign banks ■ Private banks



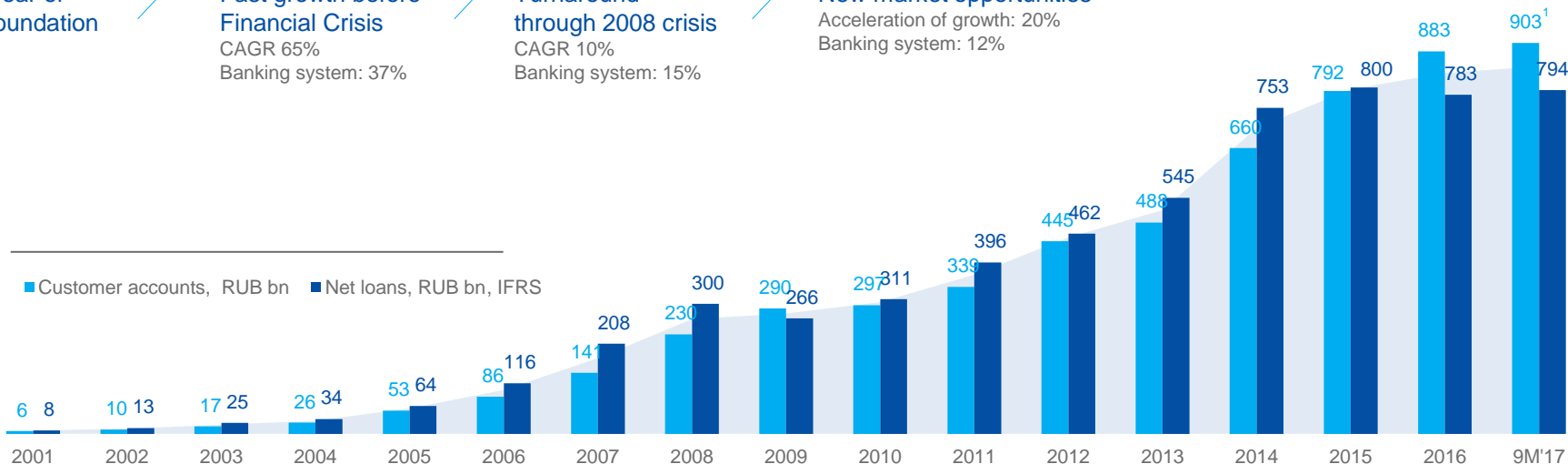
# ROBUST GROWTH

**1995**  
Year of foundation

**2001 – 2008**  
Fast growth before Financial Crisis  
CAGR 65%  
Banking system: 37%

**2008 – 2013**  
Turnaround through 2008 crisis  
CAGR 10%  
Banking system: 15%

**2014-2016**  
New market opportunities  
Acceleration of growth: 20%  
Banking system: 12%



**2007**



SME business launched

**2009**



TOP-10 by assets

**2010**



EBRD as a shareholder

**2009-2010**



Successful integration of 3 regional banks (resolution of failed banks)

**2014**



Designated Systemically Important Financial Institution

**2015-2016**



Completed M&A:  
▪ Avtovazbank  
▪ Pervobank

<sup>1</sup> Including corporate repo



# NATIONAL DISTRIBUTION NETWORK

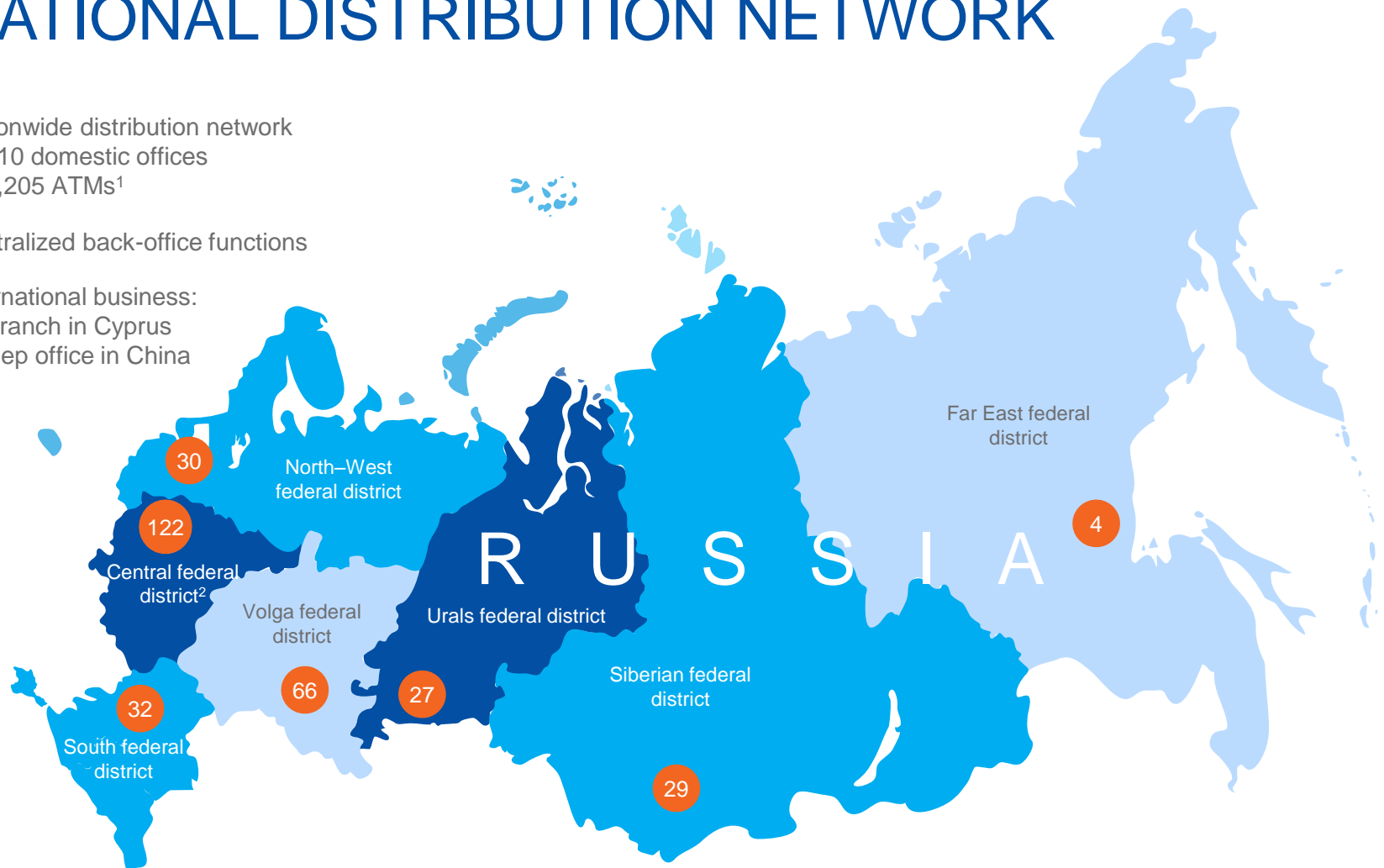
## Nationwide distribution network

- 310 domestic offices
- 9,205 ATMs<sup>1</sup>

## Centralized back-office functions

## International business:

- Branch in Cyprus
- Rep office in China



<sup>1</sup> Including ATMs of partner banks as at 1 Oct'17

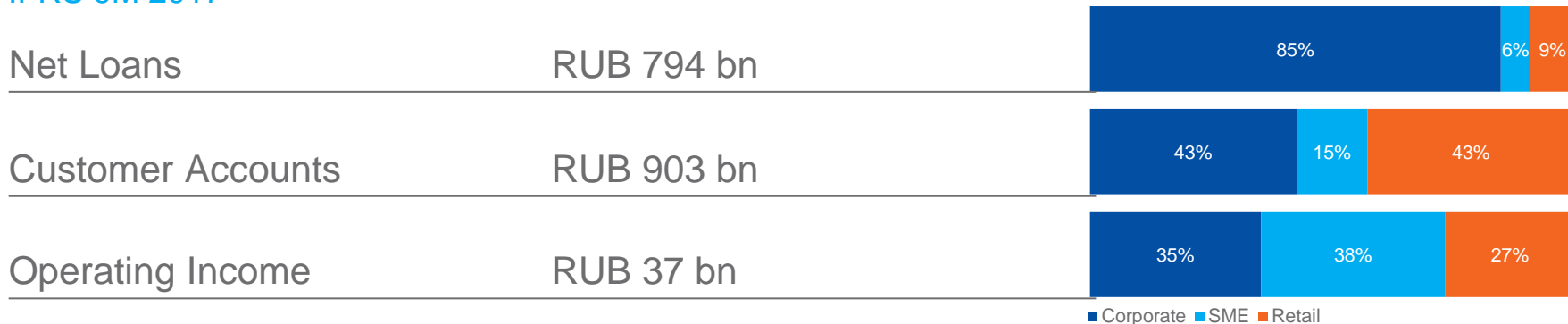
<sup>2</sup> Including 79 offices in Moscow and Moscow region as at 1 Oct'17

29 Number of offices in the region



# DIVERSIFIED BUSINESS MODEL

## IFRS 9M 2017<sup>1</sup>



## Corporate Banking

10.4K large corporate clients

- #2 in Russia by factoring with 18% market share<sup>2</sup>
- 11% market share by export letter of credit in Russia<sup>3</sup>
- #8 in Russia by loans<sup>4</sup>
- #1
  - Best bank for corporate clients<sup>5</sup>
  - Best cash-management in Russia<sup>6</sup>

## SME Banking

216K small and medium-sized clients

- #2 in Russia by SME factoring with 25% market share<sup>7</sup>
- #4 in e-commerce market in Russia (market share 6.1%)<sup>8</sup>
- #5 in Russia by loans<sup>9</sup>
- #2 PSB-Online internet banking platform<sup>10</sup>

## Retail Banking

2.5M retail clients

- #1 Web-application for retail customers<sup>11</sup>
- #1 in Russia by retail internet-bank by functionality in 2016<sup>10</sup>
- #8 in Russia by deposits<sup>4</sup>
- #1 Best Service in Private banking<sup>12</sup>

<sup>1</sup> Chart represents Corporate (Including corporate repo in CA) + SME + Retail only

<sup>2</sup> By Association of Factoring Companies for FY 2016

<sup>3</sup> Markets share as per SWIFT for FY 2016, www.swift.com

<sup>4</sup> By www.banki.ru as at 1 Nov'17 taken into account consolidation of VTB Group, Otkritie Group (incl. Trust), Alfabank Group (incl. Baltiysky), B&N Group

<sup>5</sup> By SPEAR's Russia Wealth Management Award 2015

<sup>6</sup> In 2016, by Euromoney

<sup>7</sup> By Association of Factoring Companies for FY 2015

<sup>8</sup> VISA data (top-4) and PSB's expert assessment (market share) for FY 2015

<sup>9</sup> By RAEX as at 1H 2017

<sup>10</sup> By Markswobb

<sup>11</sup> In 2015 3-rd Annual "Banking sphere" Award

<sup>12</sup> In 2016 by Spear's Russia Wealth Management Awards





# TEMPORARY ADMINISTRATION

15 December 2017 The Central Bank of the Russian Federation

«On measures aimed at improving financial stability of Promsvyazbank PJSC»<sup>1</sup>

- The Bank of Russia approved the plan of participation in preventing the bankruptcy of Promsvyazbank Public Joint-Stock Company (License #3251) (hereinafter referred to as the 'Bank').
- To enhance the financial stability of the Bank and ensure its business continuity in the banking market the Bank of Russia is going to invest the funds of the Banking Sector Consolidation Fund.
- The Bank of Russia plans to provide the Bank with funds to maintain liquidity, which will strengthen its financial stability and contribute to the Bank's further development.
- In order to implement all necessary measures to support and ensure further development of the Bank's activities, by order of the Bank of Russia No. OD-3525, dated 15.12.2017, temporary administration functions have been delegated to LLC "Management Company of Banking Sector Consolidation Fund" effective 15 December 2017.
- The Bank will continue to operate in the ordinary course of business, meeting its obligations and conducting further transactions. No moratorium on payments under creditors' claims is introduced. The Bank of Russia will provide financial support to the Bank and guarantee the continuity of its operations taking into account its systemic importance in the sector.



The Central Bank  
of the Russian Federation

<sup>1</sup> Information notice of The Central Bank of the Russian Federation (Bank of Russia) «On measures aimed at improving financial stability of Promsvyazbank PJSC», 15.12.2017. Source: [http://www.cbr.ru/press/PR/?file=15122017\\_091904ik2017-12-15T09\\_28\\_43.htm](http://www.cbr.ru/press/PR/?file=15122017_091904ik2017-12-15T09_28_43.htm)



# Systemically Important Universal Bank

---

## 9M 2017 IFRS Results Overview

---

### Appendix

---

1. Balance sheet, IFRS
2. Profit and loss, IFRS
3. Financial ratios, IFRS
4. Segment results, IFRS



# PROFIT & LOSS

9M'17 net profit up 2.3x times to RUB 3.9 bn supported by improved asset quality (lower cost of risk and growth of net interest income by 26% yoy)

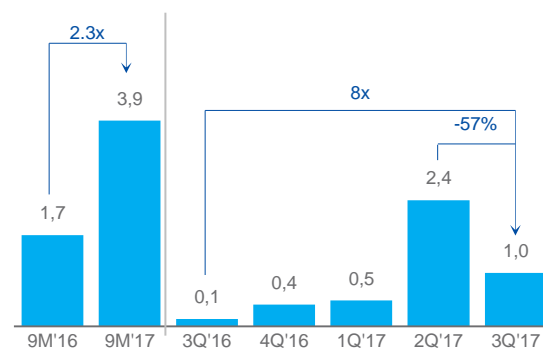
3Q'17 net profit at RUB 1.0 bn

Core income up by 8% qoq supported by net interest income growth

Operating income in 3Q'17 down due to non-core loss

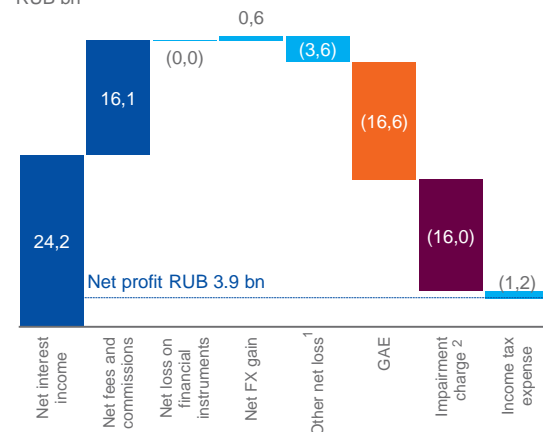
## Net Profit

RUB bn



## 9M'17 P&L Composition

RUB bn



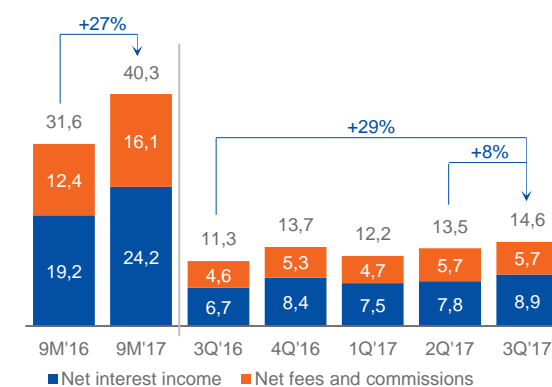
<sup>1</sup> Other net loss = Net (loss)/gain on investments in associates + Net gain/(loss) on purchase of subsidiaries + Net gain/(loss) on disposal of subsidiaries + Net loss on revaluation of investment property + Other income + Other expenses + Net (loss)/loss on revaluation of property

<sup>2</sup> Including other provision

<sup>3</sup> 2Q'16 and 9M'16 operating income exclude result from one-off investment property revaluation (RUB 8 bn)

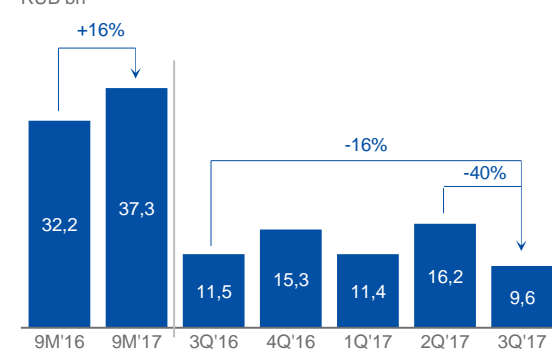
## Core Income

RUB bn



## Operating Income<sup>3</sup>

RUB bn





# NET INTEREST INCOME

Net interest income up by 15% qoq  
(9M'17: +26% yoy)

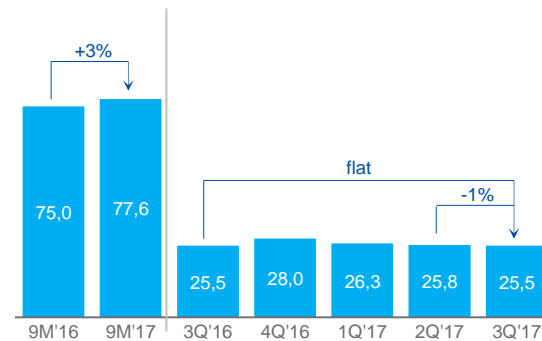
Net interest margin up by 40 bps qoq to  
3.2% and 60 bps yoy on lower funding  
costs

3Q'17 interest expense down by 8% on  
funding costs reduction (9M'17: -4% yoy)

3Q'17 interest income down by 1% qoq  
due to declining rates

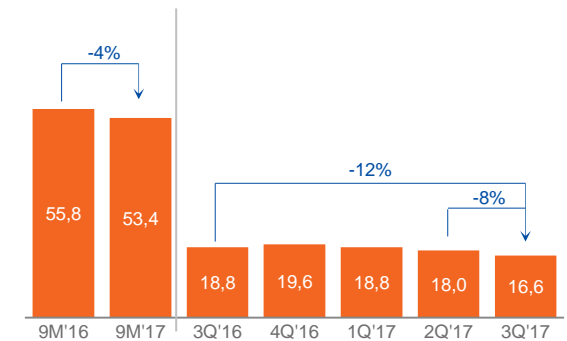
## Interest Income

RUB bn



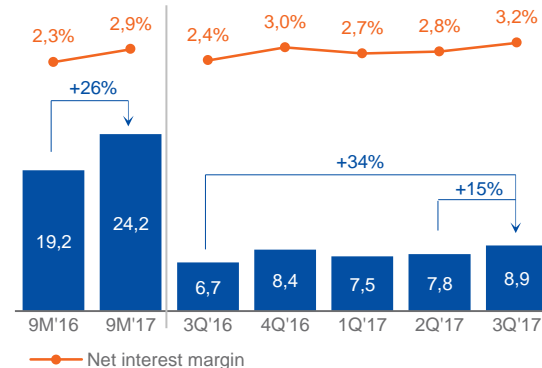
## Interest Expense

RUB bn

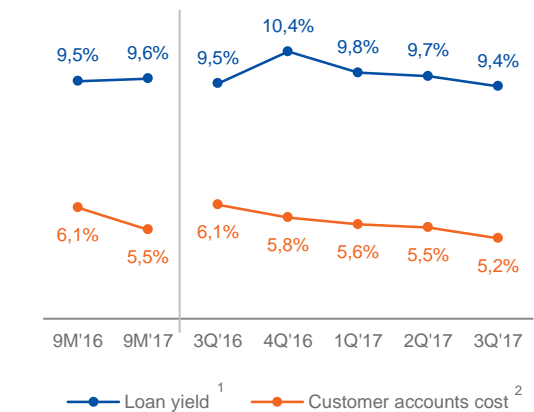


## Net Interest Income

RUB bn



## Yields



<sup>1</sup> Loan yields calculated as interest income on loans to customers divided by average gross loans for the period

<sup>2</sup> Customer accounts cost calculated as interest expense on current accounts and deposits from customers divided by average current accounts and deposits from customers for the period



# NET FEES & COMMISSIONS

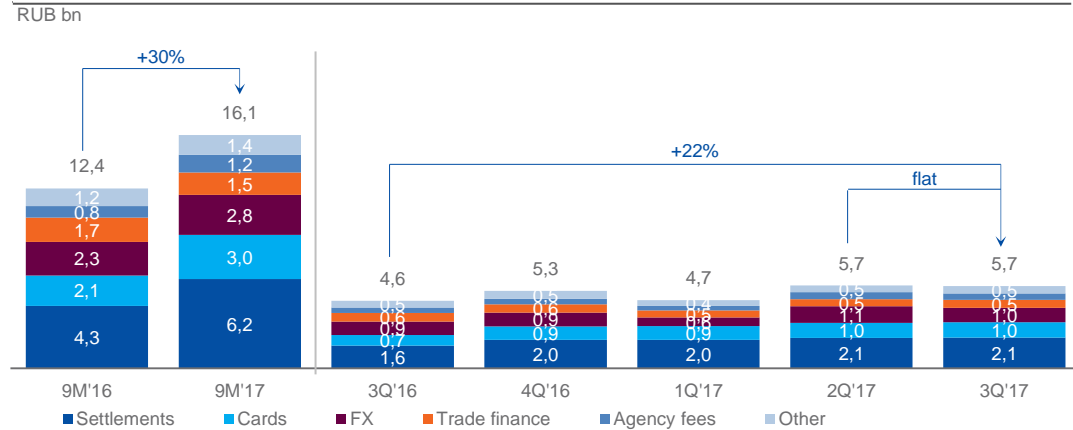
9M'17 NFC grew by 30% yoy being supported by all the business lines

3Q'17 NFC remarkably covered 102% of operating expenses

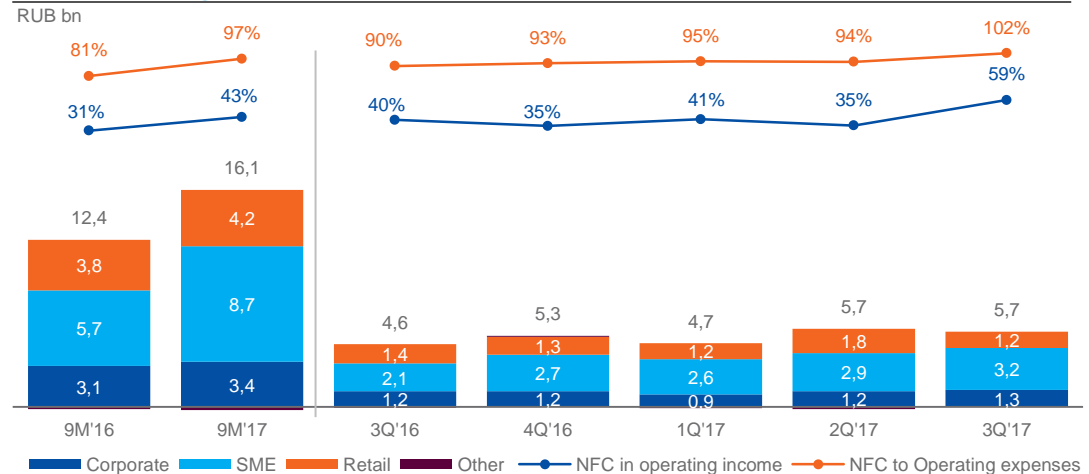
SME remains still the biggest contributor making up 54% of total NFC in 9M'17 due to stable growth of customer base and the average check

3Q'17 NFC stood flat at RUB 5.7 bn due to retail business model priorities: higher focus on interest income in 3Q'17 vs 2Q'17

## NFC by Type



## NFC by Segments



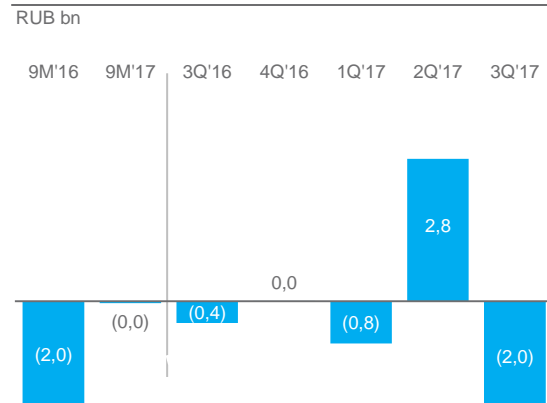


# NON-CORE INCOME

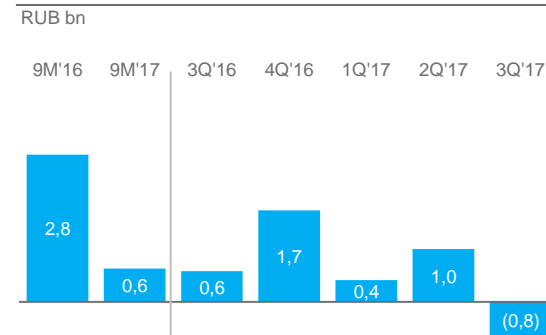
Net loss on securities due to buy back of subordinated debt to be offset by economy on coupon payments

Other non-core loss triggered by mark to market of investment property (land plots)

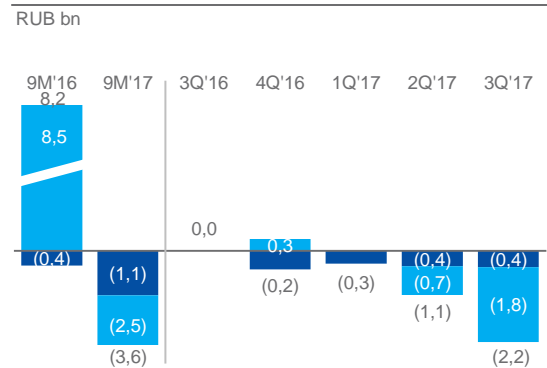
## Net Result on Operations with Financial Instruments



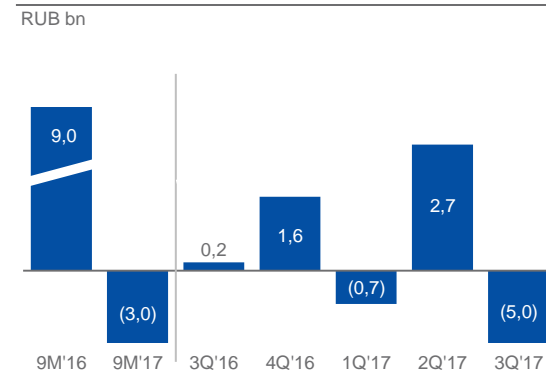
## Net FX Gain/(Loss)



## Other Non-core Income/Loss



## Non-core Income<sup>3</sup>



<sup>1</sup> Net financial results on non-banking assets = Net income on investments in associates + Net gain of purchase of subsidiaries + Revaluation of investment property

<sup>2</sup> Other non-core income = Loss on revaluation of investments available for sale + Gains/(losses) on initial recognition of assets at rates above/below market + Net other operating income

<sup>3</sup> Non-core income = Operating income - Net interest income - Net fees and commissions

■ Net financial result on non-banking assets<sup>1</sup>  
 ■ Other non-core income<sup>2</sup>

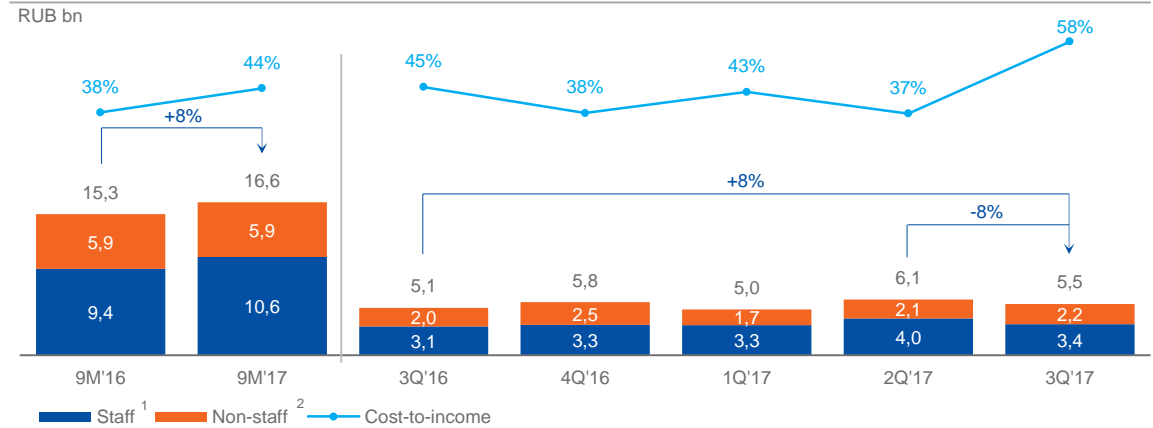


# OPERATING EXPENSE

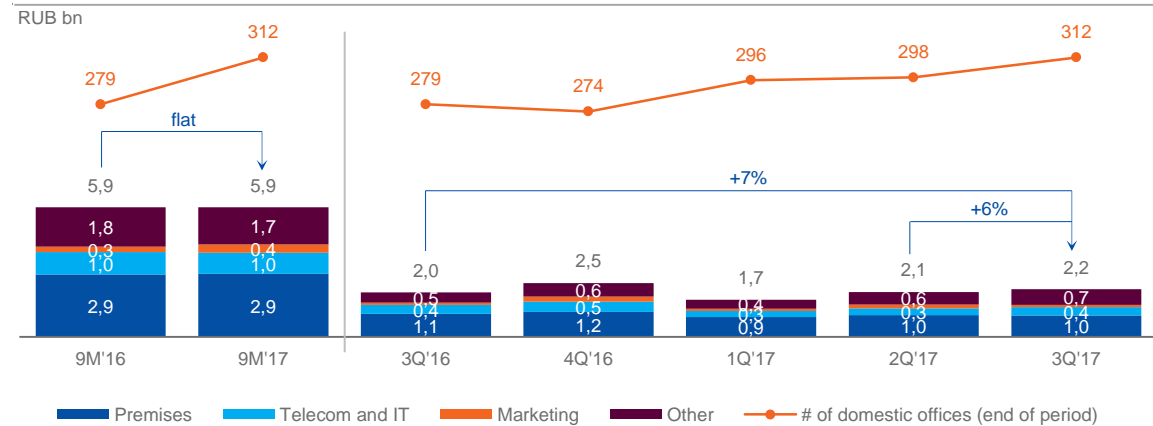
3Q'17 operating expense down by 8% qoq and up by +8% yoy on front line expansion and within the budget for 2017

3Q'17 CTI up to 58% on a lower operating income base

## Operating Expense



## Non-staff Expense by Type



<sup>1</sup> Staff costs = Employee compensation + Social security distribution.

<sup>2</sup> Non-staff costs = Total General and administrative expenses – Staff costs



# COST OF RISK. TOTAL & CORPORATE

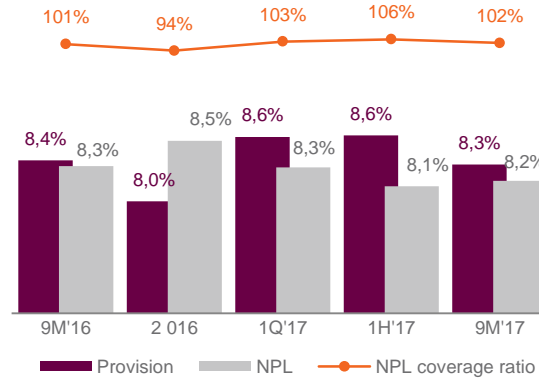
3Q'17 NPL slightly up to 8.2%

NPL coverage ratio at 102% representing the conservative approach to coverage

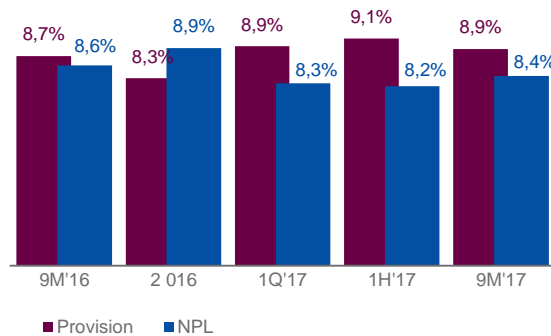
9M'17 provision charge down by 33% yoy and remarkable 63% qoq

3Q'17 total CoR down to 1.2% (9M'17: down to 2.5%) representing stabilization of the assets' quality

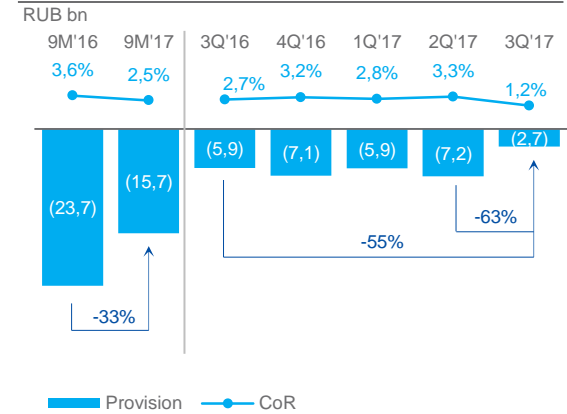
## NPL & Provision



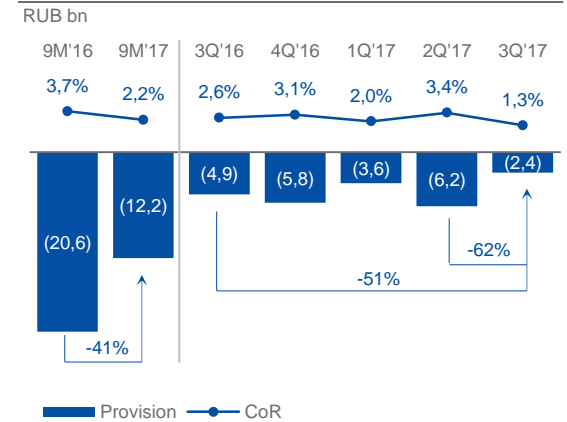
## Corporate NPL & Provision



## Provision Charge



## Corporate Provision Charge





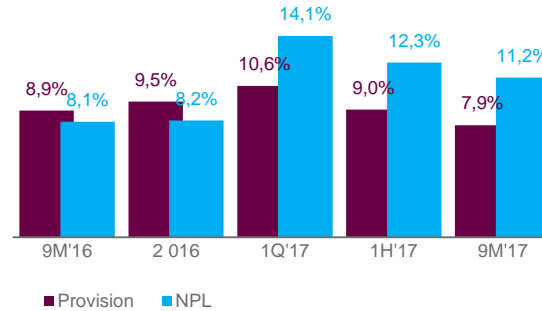


# COST OF RISK. SME & RETAIL

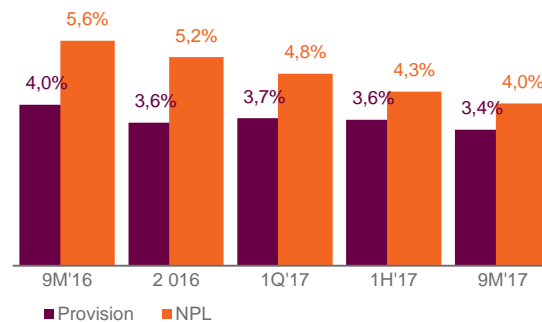
9M'17 SME cost of risk is an effect of resegmentation of part of corporate loan book to SME in 1Q'17

Retail – stable asset quality

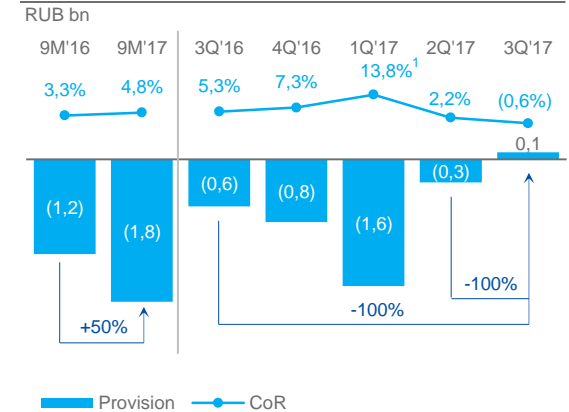
## SME NPL & Provision



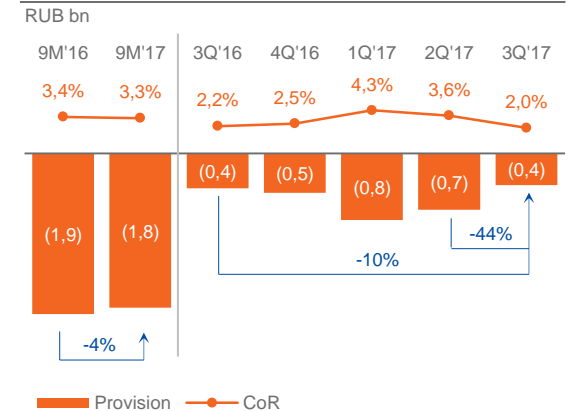
## Retail NPL & Provision



## SME Provision Charge



## Retail Provision Charge



<sup>1</sup> High level of cost of risk and value of provisions in 1Q'17 was due to one-off re-segmentation of part of corporate portfolio loans to SME in 1Q'17



# ASSETS AND LIABILITIES

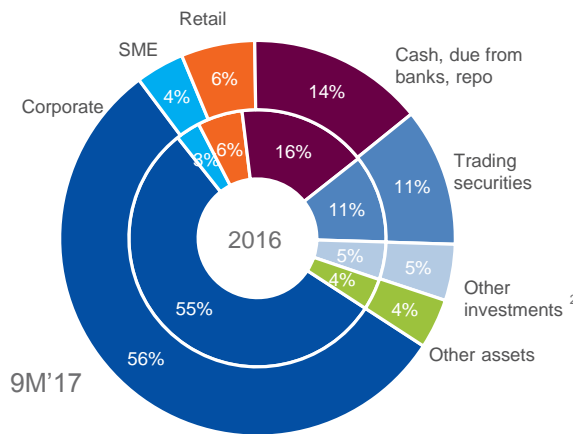
Total assets remained almost flat qoq at RUB 1.2 trln

Share of liquid assets<sup>1</sup> at 23% at the end of 3Q'17, covering 34% of total customer accounts

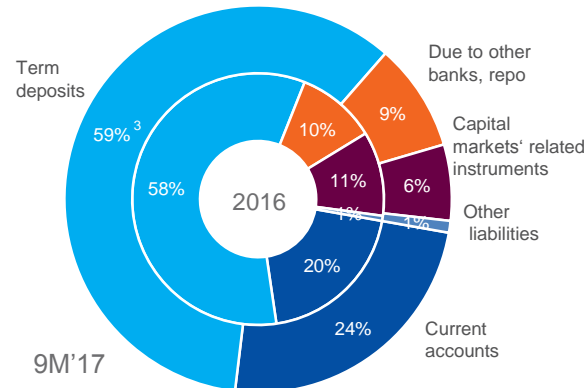
Current accounts share in total liabilities in 3Q'17 at 24%

Open FX balance sheet position is USD long

## Assets



## Liabilities



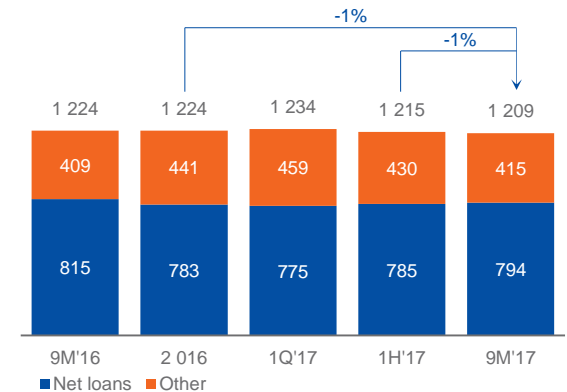
<sup>1</sup> Liquid assets = Cash and cash equivalents + Placements with banks and other FI (less 1 month) + Financial assets as FVPL (less 1 month) + REPO (less 1 month)

<sup>2</sup> Other investments = Loans available for sale + Investments held to maturity + Investments in associate + Investment property + Non-current assets held for sale + Goodwill

<sup>3</sup> Including corporate repo

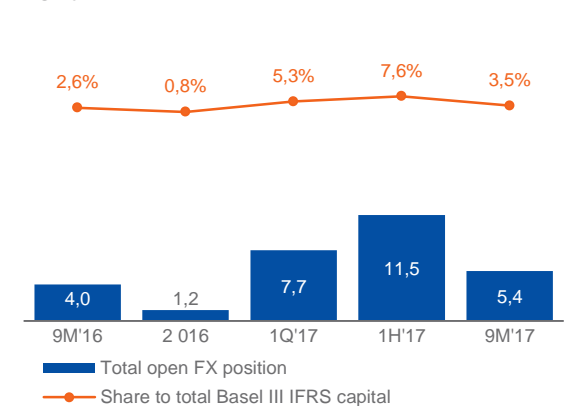
## Assets

RUB bn



## FX Net on & off BS position

RUB bn





# LOANS TO CUSTOMERS

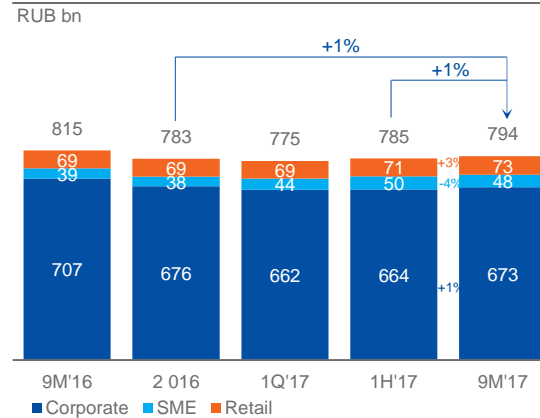
Net loans up by 1% in 3Q'17 as RWA control persists, primarily driven by growth in August backed by AT1 capital growth

In 3Q'17 corporate loans up by 1%, SME down by 4%, retail up by 3% on continuous growth in mortgage lending

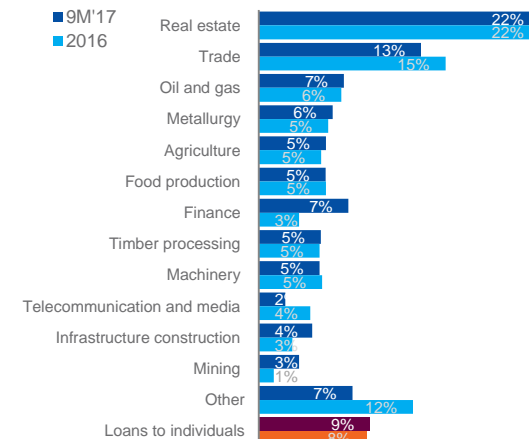
Top-20 ratio stood flat at 33% and represented by a certain number of large high-quality borrowers

Related party lending down to 20%, inside the covenants and regulatory requirements

## Net Loans by Segments

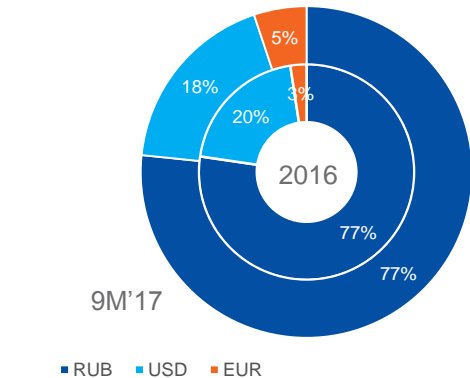


## Industry Diversification

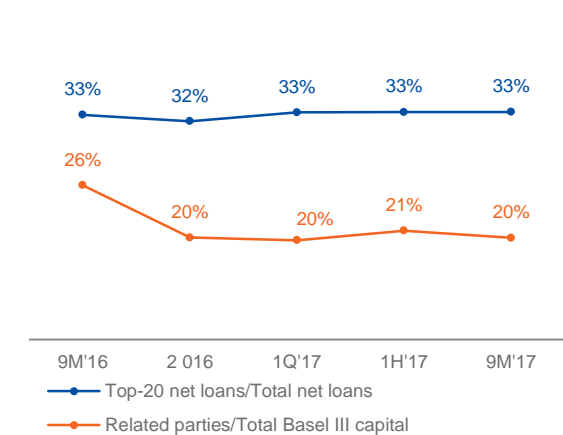


Other: Chemistry, Pharmaceuticals, Transport, Tourism, Construction materials, Energy, Jewelry, Light industry, Other

## Net Loans by Currency



## Concentration





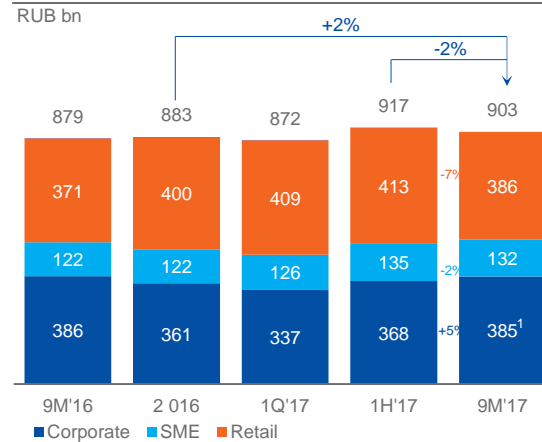
# CUSTOMER ACCOUNTS

Customer accounts & deposits decreased by 2% in 3Q'17

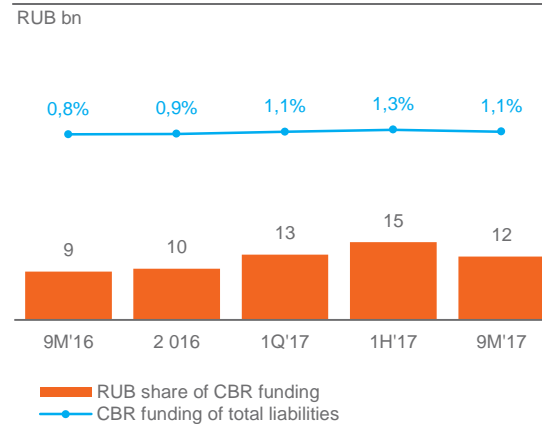
Concentration (top-20 depositors) slightly up to 20%

Share of CBR funding in total liabilities low at 1.1% represented only by loans under government-sponsored SME and Export Insurance programs

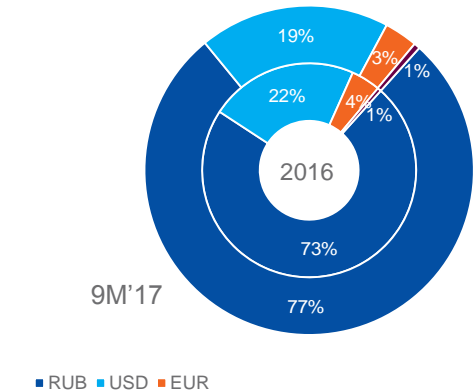
## Customer Accounts by Segments



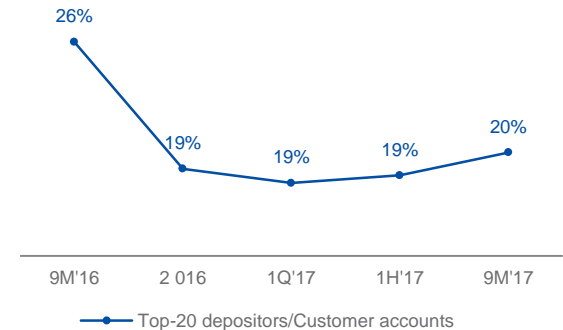
## CBR Funding



## Customer Accounts by Currency



## Concentration

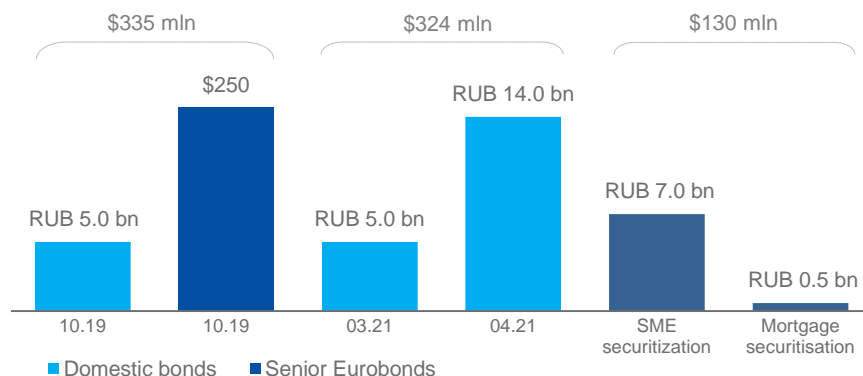


<sup>1</sup> Including corporate repo



# WHOLESALE FUNDING

## Wholesale funding drawdown schedule<sup>1</sup>



## Write-down Event<sup>2</sup>

The Bank of Russia approved amendments to the plan of participation in preventing bankruptcy of Promsvyazbank Public Joint-Stock Company (License #3251), further referred to as the Bank, which provide for its recapitalization using the Funds for Consolidation of the Banking Sector.

In accordance with the Federal Law 'On Banks and Banking Activity' and the Federal Law 'On Insolvency (Bankruptcy)', the above measures shall constitute the grounds of cancellation of the Bank's obligations under subordinated loans and cancellation of the Bank's executives and controlling entities.

## Overview of Outstanding Public Debt

Currency	Outstanding (m)	Issue Date	Maturity Date	Interest
<b>Domestic</b>				
RUB	5,000.0	02/10/2014	01/10/2019	12.00%
RUB	5,000.0	28/03/2016	28/03/2021	10.20%
RUB	14,000.0	25/04/2016	19/04/2021	11.00%
<b>Senior Eurobonds</b>				
USD	250.0	19/10/2016	19/10/2019	5.25%
<b>Securitization</b>				
RUB*	516.0	28/06/2013	09/02/2040	8.50%
RUB**	7,000.0	22/09/2016	26/06/2031	10.25%

<sup>1</sup> Outstanding debt as at 1.02.2018, based on USD rate as at 1.02.2018 1\$ = RUB 58,5814

## Write-down Notices

- <http://www.ise.ie/app/announcementDetails.aspx?ID=13505180>
- <http://www.ise.ie/app/announcementDetails.aspx?ID=13505215>
- <http://www.ise.ie/app/announcementDetails.aspx?ID=13505209>
- <http://www.ise.ie/app/announcementDetails.aspx?ID=13505201>
- <http://www.ise.ie/app/announcementDetails.aspx?ID=13505213>

<sup>2</sup> Information notice of The Central Bank of the Russian Federation (Bank of Russia) «On measures aimed at improving financial stability of Promsvyazbank PJSC», 22.12.2017. Source: [http://www.cbr.ru/press/PR/?file=22122017\\_123556ik2017-12-22T12\\_35\\_24.htm](http://www.cbr.ru/press/PR/?file=22122017_123556ik2017-12-22T12_35_24.htm)

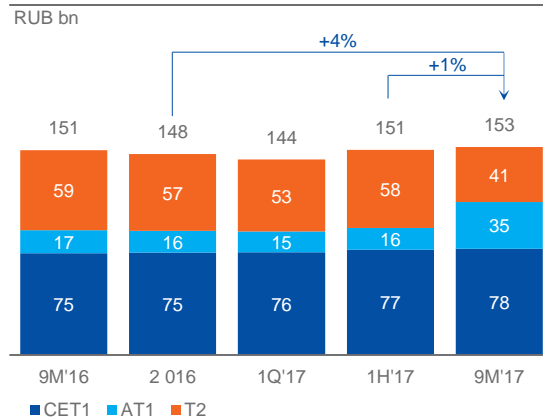


# CAPITAL

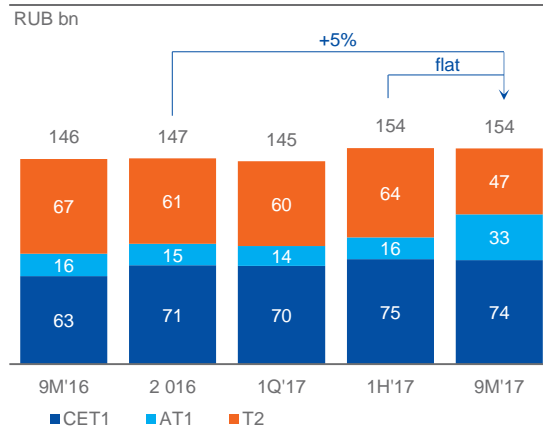
## Update as at Jan 31, 2018

According to Article 189.50 of the Federal Law dated 26.10.2002 №127 "On Insolvency (Bankruptcy)", the Central Bank established negative value of PJSC Promsvyazbank equity, and on decision of CBR Bank Supervision Committee dated 12.01.2018, the authorized capital of Promsvyazbank was written down to one ruble.

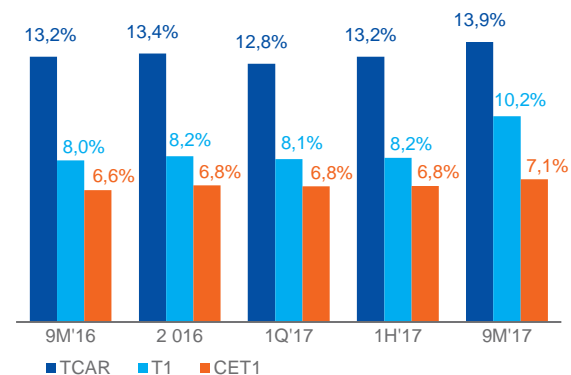
### IFRS Basel III Capital



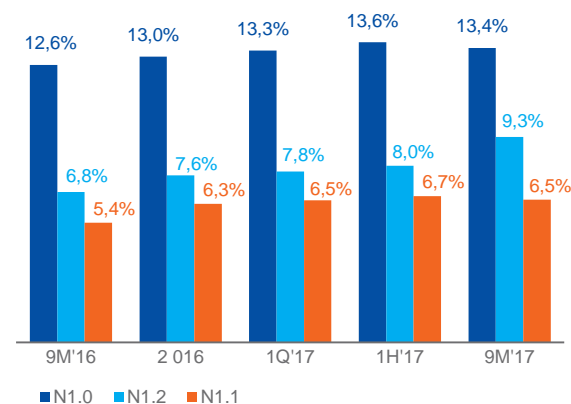
### RAS Basel III Capital



### IFRS Basel III CAR



### RAS Basel III CAR





# Systemically Important Universal Bank

---

## 9M 2017 IFRS Results Overview

---

### Appendix

---

1. Balance sheet, IFRS
2. Profit and loss, IFRS
3. Financial ratios, IFRS
4. Segment results, IFRS



# BALANCE SHEET

RUB mln	9M' 17	1H'17	2016	y-t-d
<b>ASSETS</b>				
Cash and cash equivalents	124 005	99 269	118 232	5%
Obligatory reserves with central banks	8 677	8 845	8 285	5%
Placements with banks and other FI	6 469	11 094	17 461	(63%)
Securities <sup>1</sup>	136 679	151 555	136 014	0%
Amounts receivable under reverse repo	35 226	52 925	55 687	(37%)
Loans to customers	793 811	785 248	783 155	1%
Other investments <sup>2</sup>	54 308	56 260	56 776	(4%)
Other assets	49 375	50 178	48 612	1%
<b>Total assets</b>	<b>1 208 620</b>	<b>1 215 374</b>	<b>1 224 222</b>	<b>(1%)</b>
<b>LIABILITIES</b>				
Deposits and balances from FI and OBF	75 762	95 263	87 063	(13%)
Amounts payable under repurchase agreements	108 077	2 693	38 892	178%
Current accounts and deposits from customers	825 724	916 579	883 135	(7%)
Own securities issued and subordinated borrowings	59 051	97 760	112 081	(47%)
Other liabilities	14 935	8 627	11 518	30%
<b>Total liabilities</b>	<b>1 083 549</b>	<b>1 120 922</b>	<b>1 132 689</b>	<b>(4%)</b>
<b>EQUITY</b>	<b>125 071</b>	<b>94 452</b>	<b>91 533</b>	<b>37%</b>

<sup>1</sup> Securities = Financial instruments at FVPL – Derivatives + Available for sale securities

<sup>2</sup> Other investments = Loans available for sale + Investments in associate + Investment property + Non-current assets held for sale





# PROFIT & LOSS

RUB mln	9M'17	9M'16	Y-o-Y	3Q'17	2Q'17	Q-o-Q
Net interest income	24 172	19 212	26%	8 936	7 782	15%
Net fee and commission income	16 081	12 402	30%	5 668	5 710	(1%)
Net (loss)/gain on FAFVPL	(40)	(2 035)	(98%)	(1 978)	2 753	na
Net foreign exchange gain/(loss)	634	2 806	(77%)	(785)	1 006	na
Other net income/(expense)	(3 565)	8 182	na	(2 198)	(1 060)	107%
<b>Operating income</b>	<b>37 282</b>	<b>40 567</b>	<b>(8%)</b>	<b>9 643</b>	<b>16 191</b>	<b>(40%)</b>
Loan impairment charge	(15 747)	(23 659)	(33%)	(2 652)	(7 161)	(63%)
Other impairment charge	90	504	(82%)	(129)	124	na
Administrative and general expenses	(16 579)	(15 303)	8%	(5 546)	(6 060)	(8%)
<b>Profit before tax</b>	<b>5 046</b>	<b>2 109</b>	<b>2.4x</b>	<b>1 316</b>	<b>3 094</b>	<b>(57%)</b>
Income tax credit/(expense)	(1 161)	(386)	3x%	(303)	(712)	(57%)
<b>Net profit</b>	<b>3 885</b>	<b>1 723</b>	<b>2.3x</b>	<b>1 013</b>	<b>2 382</b>	<b>(57%)</b>



# RATIOS

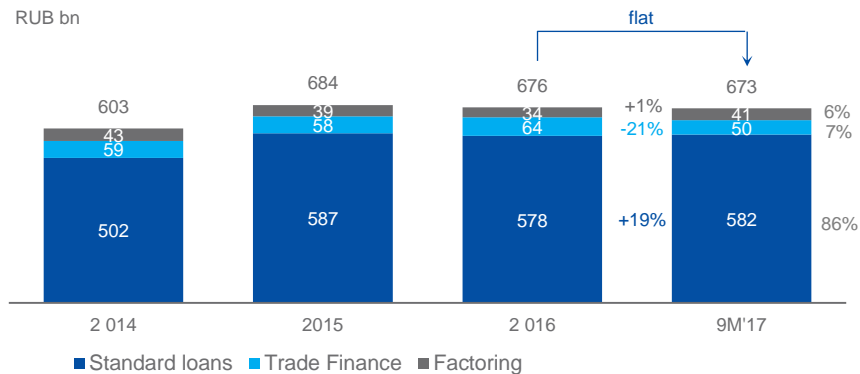
	<b>9M'17</b>	<b>9M'16</b>
<b>Profitability</b>		
ROE	5,5%	2,8%
ROA	0,4%	0,2%
Net Interest Margin	2,9%	2,3%
NFC / Operating Income	43%	31%
NFC / Operating Expenses	97%	81%
CTI	44%	38%
	<b>9M'17</b>	<b>2016</b>
<b>Liquidity</b>		
Net loans / Customer Deposits (LTD)	96%	89%
Liquid Assets to Total Assets	23%	21%
<b>Credit Quality</b>		
NPL	8,2%	8,5%
NPL Coverage	102%	94%
<b>Capital Adequacy RAS Basel III</b>		
Core Tier 1 Capital (N1.1)	6,5%	6,3%
Total Tier 1 Capital (N1.2)	9,3%	7,6%
Total Capital (N1.0)	13,4%	13,0%



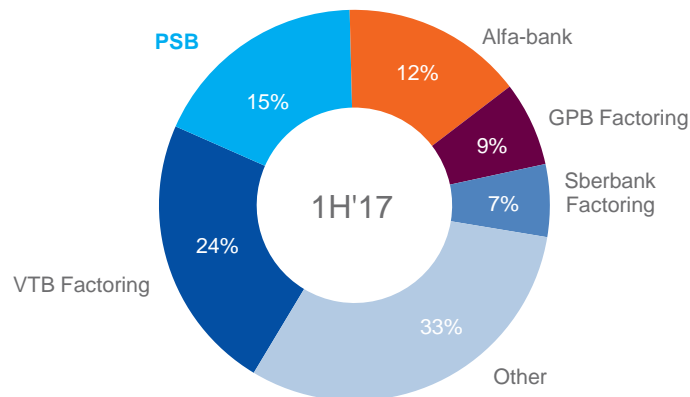
# SEGMENT PERFORMANCE: CORPORATE BANKING

## Net Loans

RUB bn



## Leadership in Factoring<sup>1</sup>

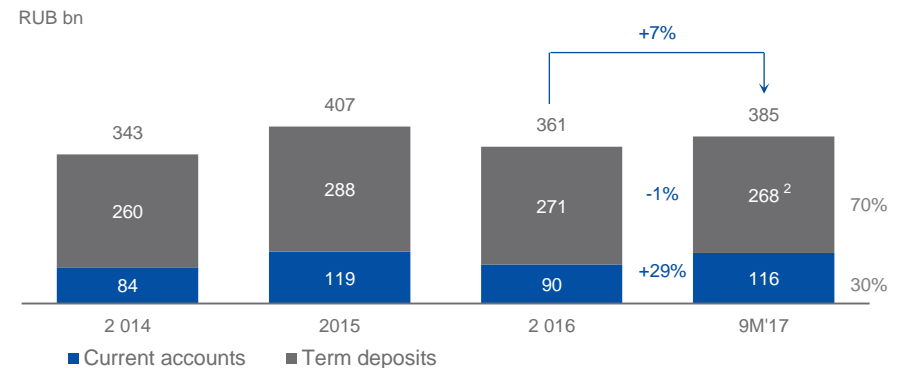


<sup>1</sup> By Association of Factoring Companies for 1H'17

<sup>2</sup> Including corporate repo

## Customer Accounts

RUB bn



## P&L

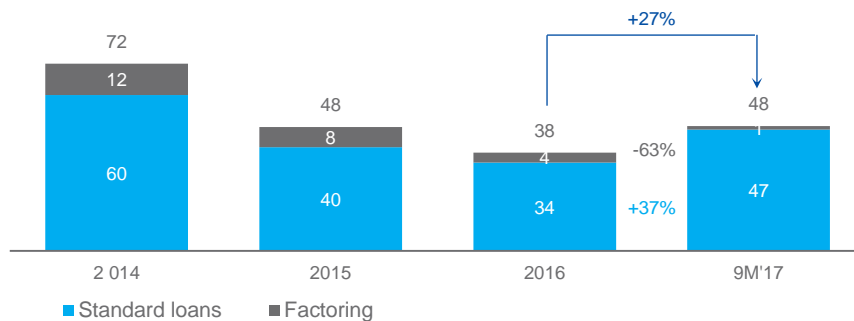
Corporate Banking, RUB bn	9M'17	9M'16	yoy
Operating income	14,7	14,3	3%
General and administrative expenses	(3,6)	(3,6)	(1%)
Provision charge	(12,2)	(20,6)	(41%)
<b>Net (loss)/profit</b>	<b>(0,8)</b>	<b>(7,8)</b>	<b>(90%)</b>



# SEGMENT PERFORMANCE: SME BANKING

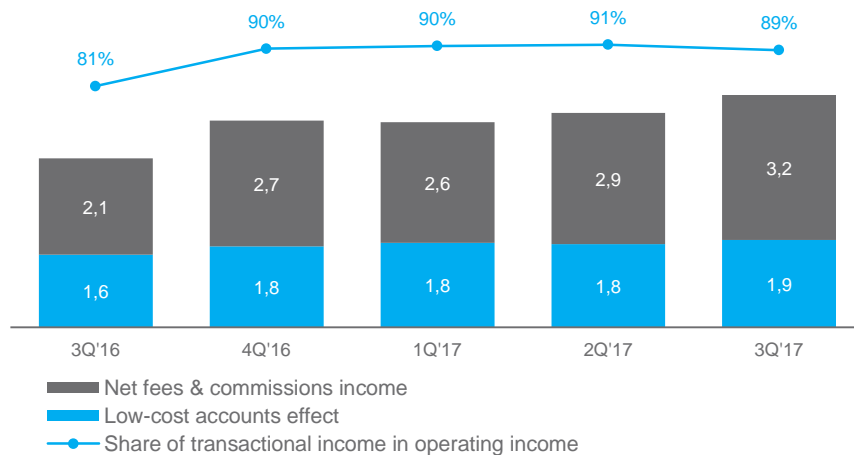
## Net Loans

RUB bn



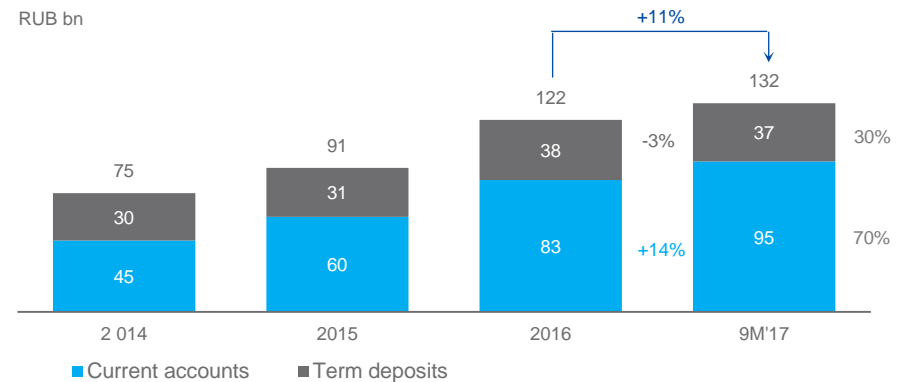
## High Share of Risk-free Income

RUB bn



## Customer Accounts

RUB bn



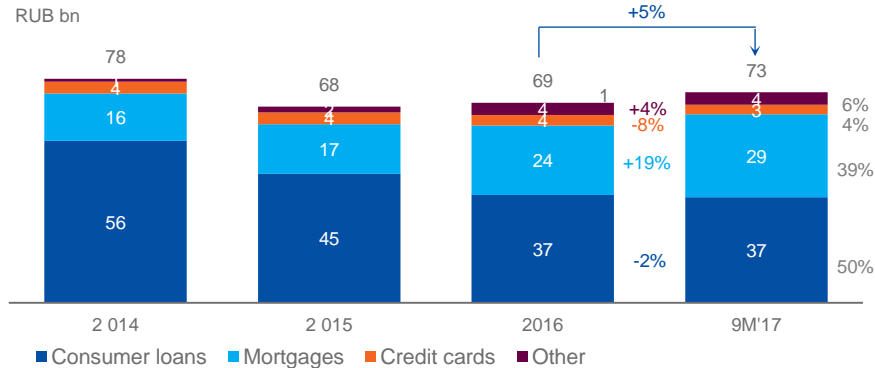
## P&L

SME Banking, RUB bn	9M'17	9M'16	yoy
Operating income	15,8	11,7	36%
General and administrative expenses	(5,9)	(4,6)	27%
Provision recovery/(charge)	(1,8)	(1,2)	50%
<b>Net profit</b>	<b>6,3</b>	<b>4,8</b>	<b>31%</b>

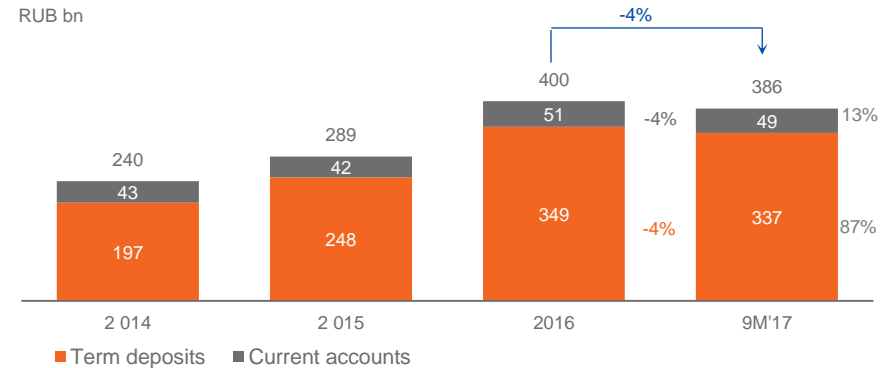


# SEGMENT PERFORMANCE: RETAIL BANKING

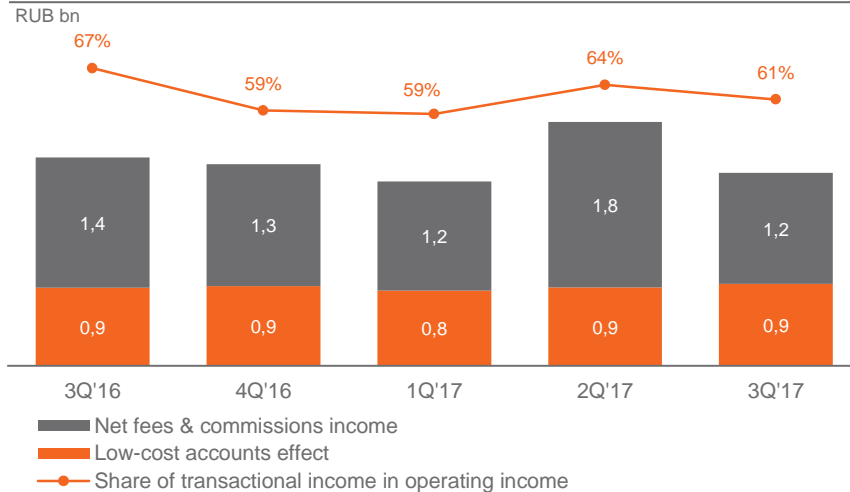
## Net Loans



## Customer Accounts



## High Share of Risk-free Income



## P&L

Retail Banking, RUB bn	9M'17	9M'16	yoy
Operating income	11,1	10,0	11%
General and administrative expenses	(6,0)	(5,7)	5%
Provision charge	(1,8)	(1,9)	(4%)
<b>Net profit</b>	<b>2,6</b>	<b>1,9</b>	<b>32%</b>

<sup>1</sup> Mainly Pervobank auto credit loan portfolio



---

## Investor Relations:

Nataly Loginova  
Vice-president  
+7 495 411 51 19  
[loginovanv@psbank.ru](mailto:loginovanv@psbank.ru)

Natalia Kharchevnikova  
+7 495 727 10 20 ext. 70 6768  
[kharchevnikova@psbank.ru](mailto:kharchevnikova@psbank.ru)