



## ADDRESS TO BANK'S CUSTOMERS AND PARTNERS

### Dear Colleagues, Customers, and Partners of Promsvyazbank,

We would like to take this opportunity to emphasize once again the importance of close business relationships established over the years between you and Promsvyazbank. Our customers are the highest value of the Bank, and our employees are its core advantage. As of today, over 42,000 Russian businesses and more than 400,000 individuals have entrusted Promsvyazbank for managing their financial operations.

We have every reason to believe that 2006 was a landmark year for Promsvyazbank. In addition to remarkable growth in all key performance indicators, which clearly outpaced market average, we have achieved another important result by attracting a strategic investor. Having Commerzbank (Germany), a large European financial institution, as a strategic investor and partner will bring Promsvyazbank to a new level of doing business, enable it to sustain high growth rates and entrench its already strong positions among leaders of the Russian banking market.

The equally important objective for 2007 is to consolidate our market position as one of the most high-tech and customer-focused banks of Russia.

In 2006, we kept capitalizing on traditional strengths of Promsvyazbank, as offering full range of services to corporate customers, trade finance and factoring. We were quite successful in all of these fields, for instance, the total volume of international transactions amounted to about USD1.5 billion, and total of USD1 billion were raised in international markets. The total factoring portfolio has tripled over the reporting period and amounted to over RUR8.7 billion. The number of corporate customers increased by 10,000 companies.

Promsvyazbank continued to develop its retail banking segment, which resulted in a 5-fold increase of loans to individuals up to RUR11.7 billion. At the end of 2006, we carried out a corporate re-branding of the Bank in order to make it more advanced, vividly developing, and more attractive for customers.

In 2006, the Bank actively expanded its presence in regions of Russia. By the year end, its regional network consisted of 37 branches and over 90 outlets all over Russia as well as one branch in Cyprus, representative offices in India, China, Kirgizia, and Ukraine.

The year 2006 has been marked by a significant inflow of foreign credit institutions into the Russian market. The process is still underway this year due to the fact the financial market has been recognized as a promising business with attractive investment opportunities. That is where we should maintain ongoing commitment to the mission and corporate values of Promsvyazbank. The Bank is still dedicated to provide every reasonable support to the nation's economy, and we still wish to contribute to Russia's development and prosperity.

We are grateful to all our customers, partners, and colleagues for fruitful cooperation in the past, and sincerely hope that next year will be equally rewarding for all of us.

Chairman of the Board of Directors  
A.N. Ananiev

President, Chairman of the Management Board  
A.A. Levkovskiy