

Promsvyazbank Fact Sheet

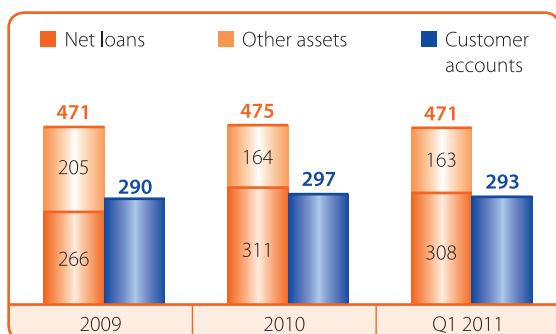
Founded: 1995

Shareholder Structure:

72.93% — Promsvyaz Capital B.V. (beneficiary owners:
Dmitry Ananiev & Alexey Ananiev)
15.32% — Commerzbank Auslandsbanken Holding AG
11.75% — European Bank for Reconstruction
and Development

Employees: almost 10 900 as at 1 June 2011

Key Financials (RUB bn, consolidated FS)



Key P&L Items (RUB bn)

	Q1 2011	Q1 2010*	% change or n times
Net interest income	4.6	4.1	13.2
Net fee & commission income	1.6	1.3	26.7
Net impairment charge	(2.0)	(2.4)	(18.1)
General & administrative expenses	(3.6)	(3.5)	2.7
Net profit	0.7	0.05	14n

Credit Ratings

Moody's Ba2 (Stable)
Fitch Ratings BB- (Stable)

OJSC Promsvyazbank (PSB) is a privately-owned universal commercial bank. Founded in 1995 in Moscow by two Russian businessmen (Ananiev brothers), PSB currently ranks 10th by assets among Russian banks¹ and is the 2nd largest privately-owned bank in the country.

PSB has established strong presence in the domestic market. As at 1 June 2011, PSB had a network of 242 points of sale (including offices in 90 Russian cities), a branch and a retail office in Cyprus, and representative offices in China, India, and Ukraine. The Bank offers access to over 1,200 ATMs and on-line banking.

During 2010 the legal integration of Volgoprombank, Yarsotsbank and Bank Nizhniy Novgorod has been finalized. All three banks were acquired in 2008 and jointly account for c.a. 5% of PSB's total assets as of today.

Commerzbank became PSB's minority shareholder in Q4 2006. The European Bank for Reconstruction and Development joined the bank's shareholders' structure with an 11.75% stake in February 2010, which represents the largest EBRD equity investment in a Russian bank to date.

Key Business Segments

- Corporate Banking** is a historical focus of PSB (largely in the segment of mid-sized corporates with annual sales up to US\$1 bn), accounting for 59% of its operating income (Q1 2011), with particular strengths in high value-added areas of factoring (27% market share²) and trade finance (10% of the LC market³).
- SME Banking**, launched in 2007, has been steadily growing, with PSB becoming a #4 SME lender in Russia¹ in 2010. SME loan book grew by 5% during Q1 2011, and it is among the top strategic priorities of the Bank to further expand the share of SMEs in its loan portfolio.
- Retail Banking** expanded significantly in 2007–2008, backed by countrywide distribution network and cross-selling with corporate clients. Since H2 2008 PSB has significantly lowered its credit risk appetite and focused on revamping of its risk management, distribution techniques and IT. *En masse* retail lending has been resumed in the H2 2010. Retail deposits grew strongly in 2009 and 2010. Retail Banking stands for 15% of PSB operating income (Q1 2011). Private Banking is another strategic priority that showed solid growth in 2008–2010. In April 2011 the bank launched its network-wide mortgage lending programme.
- Investment Banking and Financial Markets.** PSB is one of the leading providers of investment banking services in Russia. As at end of 2010 the bank ranked amongst Top-15 RUB bonds arrangers⁴ and was the 5h largest REPO dealer in sovereign RUB bonds on MICEX⁵. The bank was also among Top-3 RUB bond underwriters⁴.

Customers

PSB offers its services to about 1.5 million retail customers and over 98,000 corporates (1 April 2011).

* Where a one-off effect is spread evenly over the whole reporting period. Started 1 July'10 interest income accrued on substantially provisioned loans is recognized in the P&L account net of provision

Last updated: June 2011.

Sources:

¹ RBC.Rating, 01.04.2011.

² Russian Association of Factoring Companies, 01.01.2011.

³ SWIFT, 01.01.2011.

⁴ Cbonds as at 01.01.2011.

⁵ Moscow International Currency Association.