

Promsvyazbank

Fact Sheet

Founded: 1995

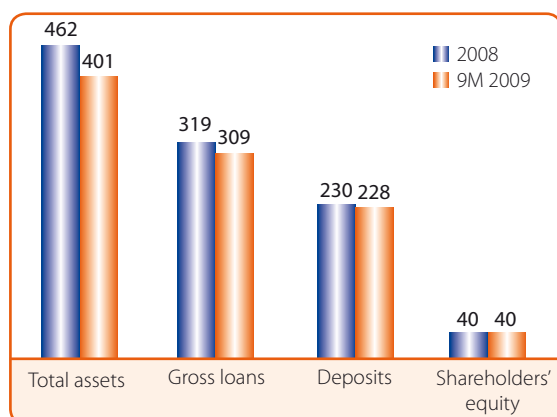
Shareholder Structure:

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: 9,700 as at 1 January 2010

Key Financials

(RUB bn*, IFRS consolidated accounts, unaudited interim data)



| | 01.10.2008 | 01.10.2009 |
|-----------------------------|------------|------------|
| Net interest income | 15.5 | 19.6 |
| Net fee & commission income | 3.2 | 4.3 |
| Net provision charge | (7.0) | (16.2) |
| Net profit / (loss) | 3.1 | (0.1) |

*RUB/USD exchange rate:
 01.10.2009: 1USD = RUB 30.0
 01.10.2008: 1USD = RUB 25.4

Credit Ratings

Moody's Ba2 / Not Prime
 Standard & Poor's B
 Fitch Ratings B+ / B

Last updated: February 2010

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

PSB has established strong presence in the domestic market. As at 1 January 2010, PSB had a network of about 240 branches and offices, 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.

Commerzbank became PSB minority shareholder in 2006. The European Bank for Reconstruction and Development became a new PSB shareholder with an 11,75% stake in February 2010. This is the largest EBRD equity investment in a Russian bank to date.

Key Business Segments

- **Corporate Banking** is a historical focus for PSB, accounting for 55% of its operating income (9M 2009), with particular strengths in high value-added areas of factoring (31% market share²) and trade finance (11% of the LC market³).
- **Retail Banking** expanded significantly in 2007-2008, backed by countrywide distribution network and cross-selling with corporate clients. However, since H2 2008 PSB has significantly lowered its credit risk appetite and focused on revamping risk management procedures. Retail deposits grew strongly in 2009, with PSB now ranking #8 in Russia⁴. Retail Banking stands for 15% of PSB operating income (9M 2009).
- **Private Banking** is another strategic focus area that showed solid growth in 2008-2009.
- **Investment Banking and Financial Markets.** PSB is one of the leading fixed income houses in Russia: it ranked among top-10 fixed income operators in Russia and 2nd largest OFZ repo operator as at YE 2009⁵. In 2009 PSB was lead manager for several bond issues and bond restructuring projects. PSB also ranked among ten best Forex Desks and Money Desks in 2009⁶.
- **SME Banking**, launched in 2007, has demonstrated a dynamic growth, with PSB becoming a #7 SME lender in Russia⁷. SME loans increased by 15% during 9M 2009, and the Bank plans to further expand the share of SME loans in its portfolio.

Customers

- PSB offers its services to about 1 million retail customers and over 80,000 corporates (1 January 2010).

Sources:

¹ Interfax, 01.01.2010, ² Expert RA, 01.07.2009, ³ SWIFT, 01.10.2009, ⁴ RBC.Rating, 01.10.2009, ⁵ MICEX, ⁶ Moscow International Currency Association, ⁷ RBC.Rating, 01.07.2009

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