

VTB Group 1Q'2013 Results



***Herbert Moos
CFO, Deputy Chairman of the Management
Board***

***Jyrki Talvitie
SVP, Head of Investor Relations***

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Some of the information in this presentation may contain projections or other forward-looking statements regarding future events or the future financial performance of JSC VTB Bank ("VTB") and its subsidiaries (together with VTB, the "Group"). Such forward-looking statements are based on numerous assumptions regarding the Group's present and future business strategies and the environment in which the Group will operate in the future. We caution you that these statements are not guarantees of future performance and involve risks, uncertainties and other important factors that we cannot predict with certainty. Accordingly, our actual outcomes and results may differ materially from what we have expressed or forecasted in the forward-looking statements. These forward-looking statements speak only as at the date of this presentation and are subject to change without notice. We do not intend to update these statements to make them conform with actual results.

VTB Group 1Q'2013 Financial Highlights

- **Net profit RUB 15.7 bn, corresponding to 8.1% ROE**

- **Strong net interest income of RUB 73.8 bn, up 37% y-o-y**

- **Stable net interest margin at 4.5%**

- **Solid net fee and commission income of RUB 11.5 bn, up 12% y-o-y**

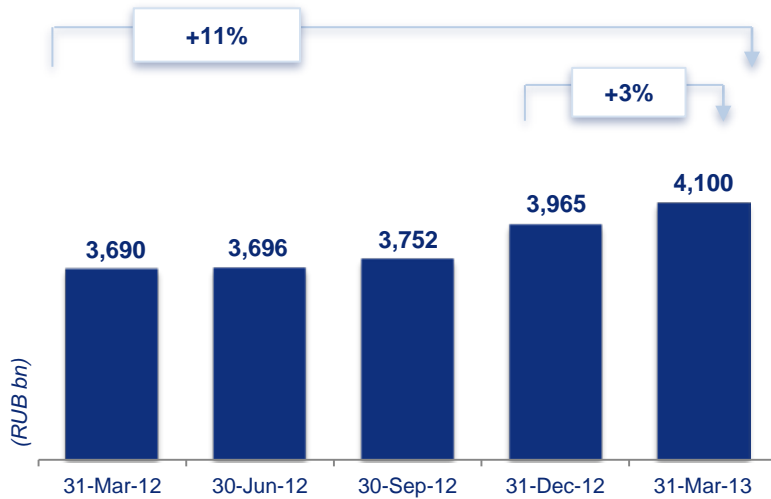
- **Cost of risk 1.6% vs. 1.1% in 4Q'12 and 1.7% in 1Q'12, stronger NPL coverage ratio (up 260 bps to 115%)**

- **Robust loan growth: retail loans up 6.5% to 23% of total loan book, core corporate loans up 4.2%**

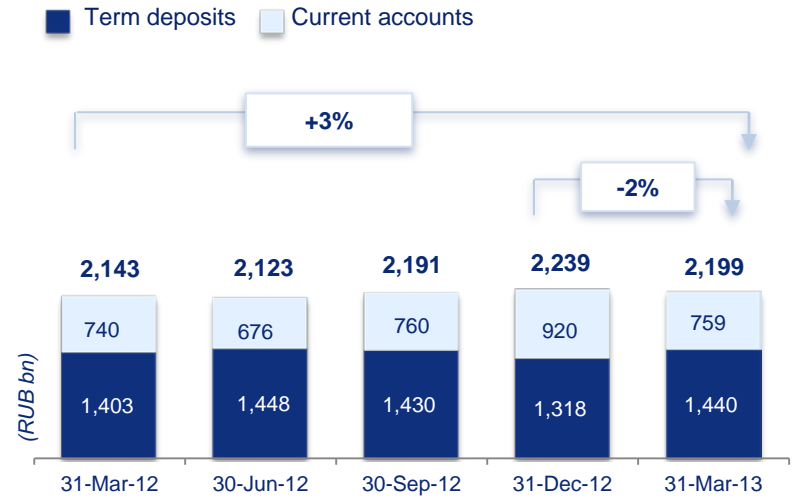
- **Stable Tier I CAR 10.2%, total CAR 14.5%**

Performance of Corporate Banking

Corporate loan portfolio



Corporate liabilities



Average yield and cost of funds



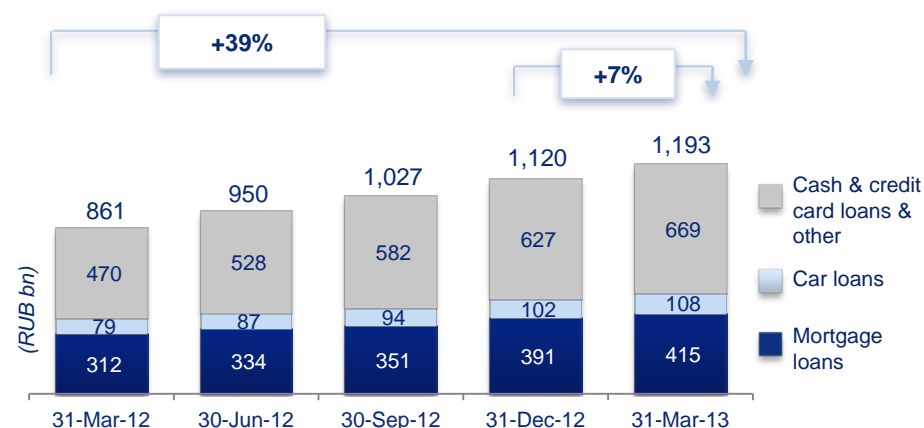
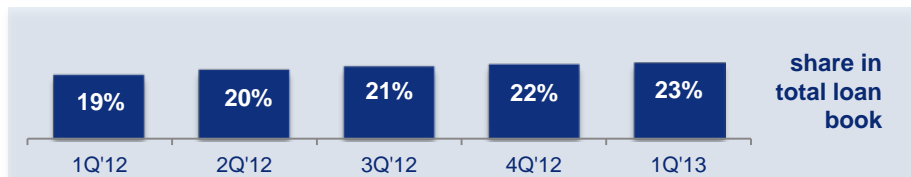
Market share in Russia



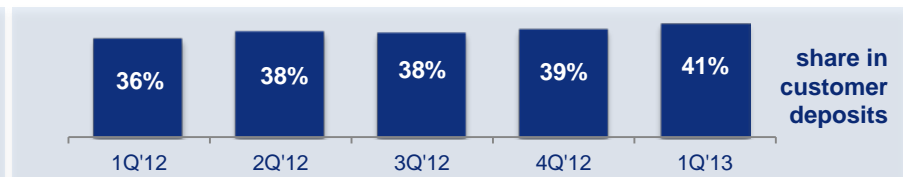
(1) Calculated excluding the effect of provision releases at TransCreditBank and the Bank of Moscow.

Retail Banking

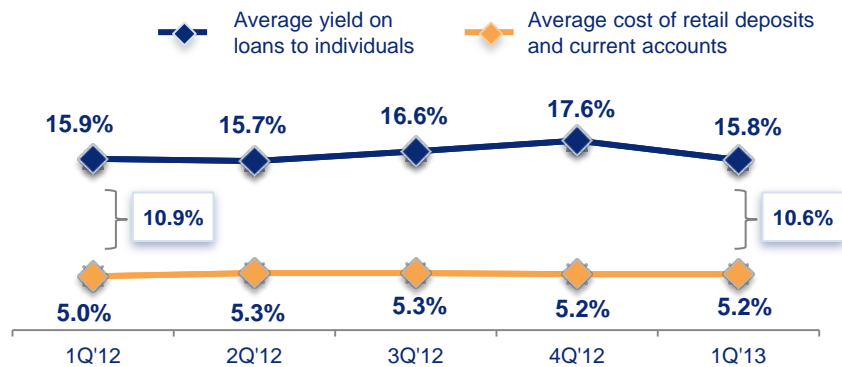
Retail loan portfolio



Retail deposits



Average yield and cost of funds

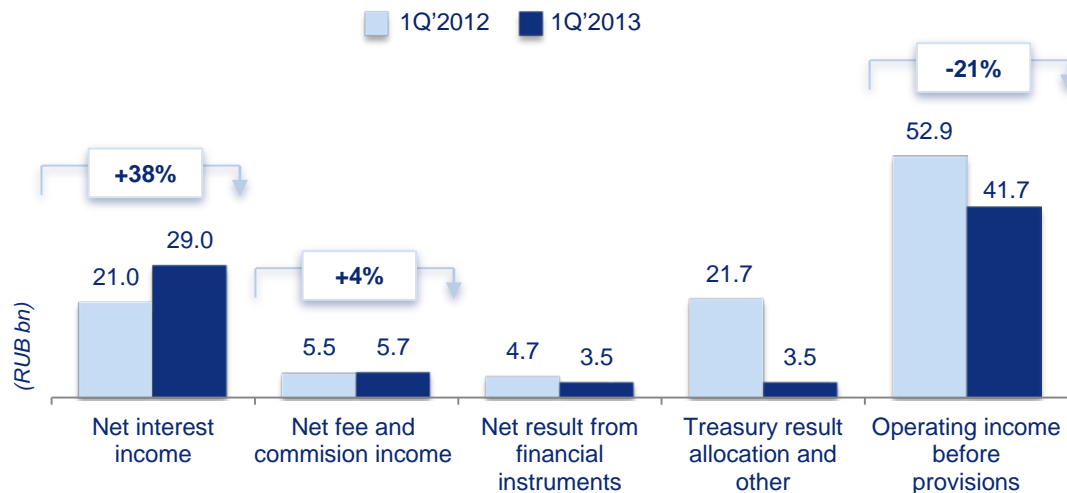


Market share in Russia

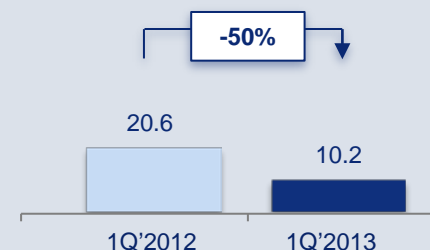


VTB Group 1Q'2013 Segment Analysis

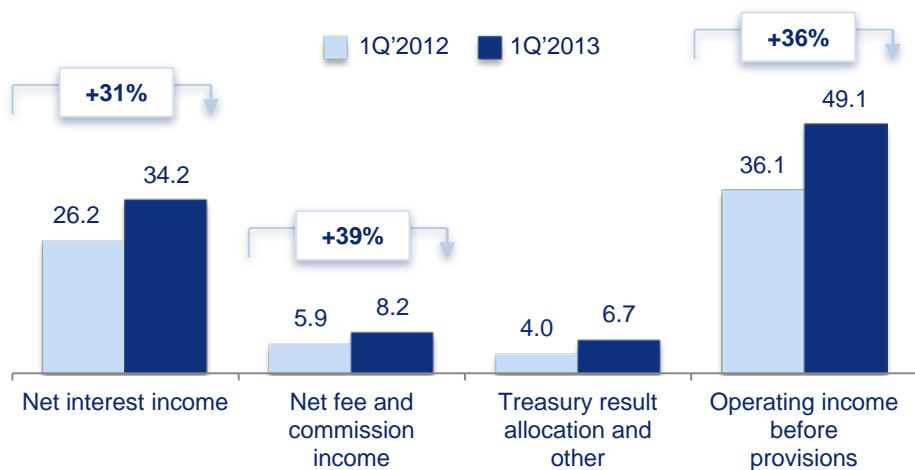
Corporate – Investment Banking



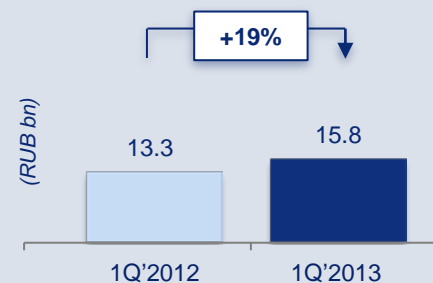
Segment result (profit before tax)



Retail Banking



Segment result (profit before tax)

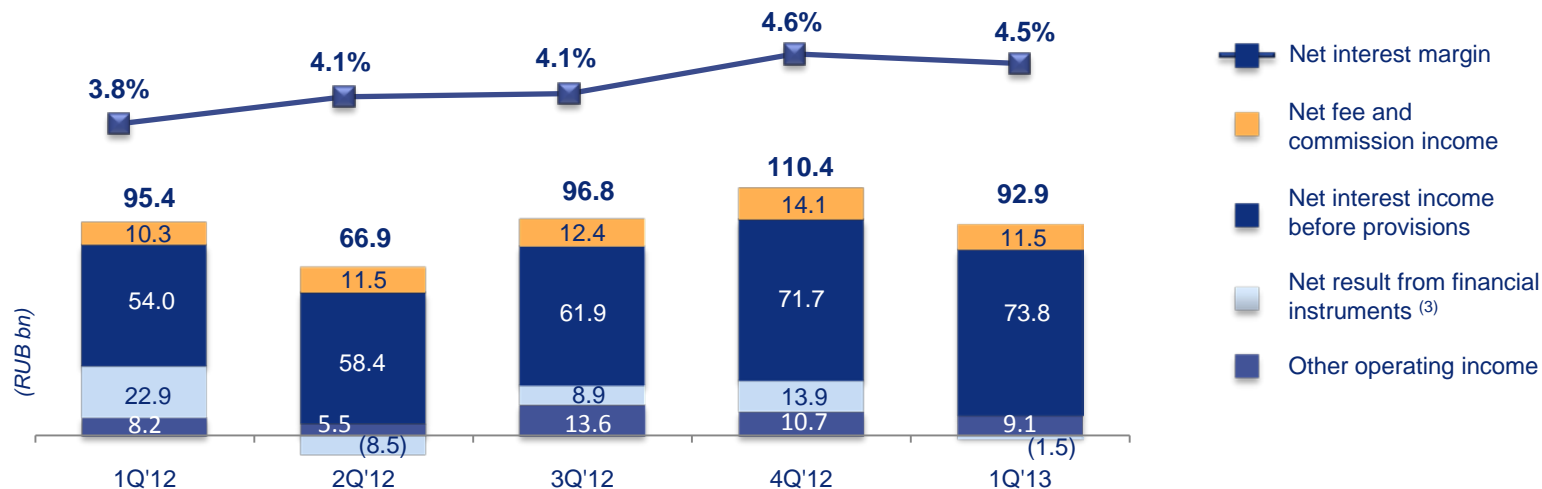




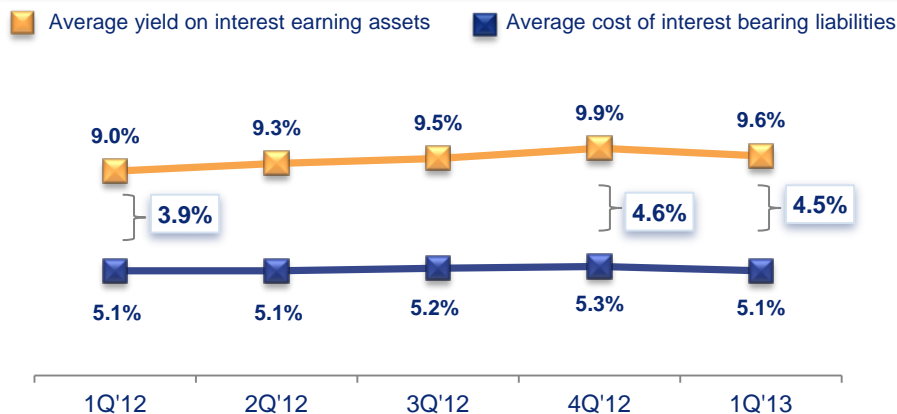
Financial Update

Strong Core Banking Income Supported by Stable NIM

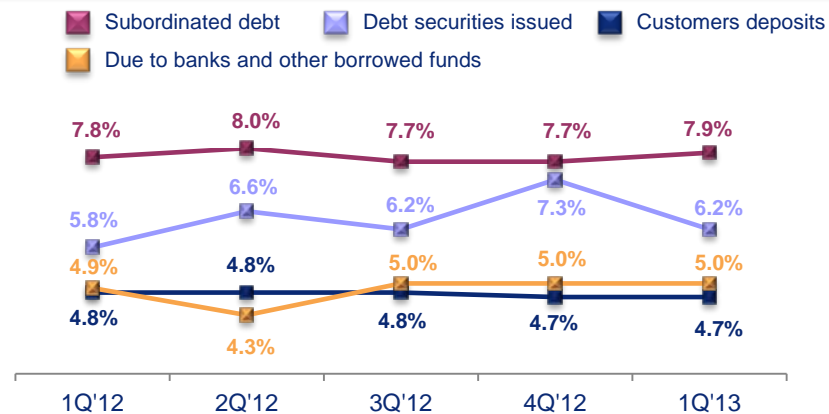
Operating income before provisions ⁽¹⁾ and Net interest margin ⁽²⁾



Net interest spread



Cost of funds ⁽⁴⁾



(1) Operating income before provisions is calculated before provisions for impairment of debt financial assets and impairment of other assets, contingencies and credit-related commitments.

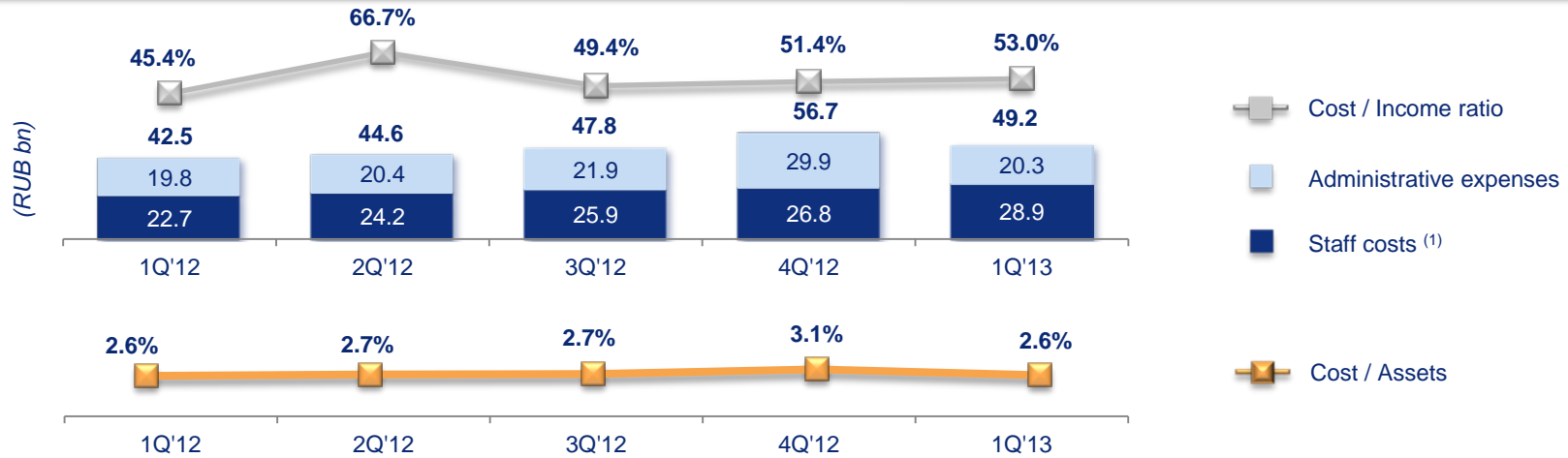
(2) Net interest income divided by average interest earning assets, which include gross loans and advances to customers, due from other banks (gross), debt securities and correspondent accounts with other banks.

(3) Calculated including income from securities, FX, gains arising from extinguishment of liability, net recovery of losses on initial recognition of financial instruments, restructuring and other gains on loans and advances to customers.

(4) Represent annualised average rates (expense for the period divided by average balance).

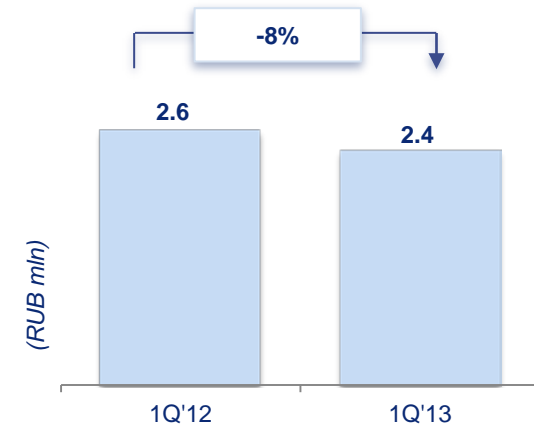
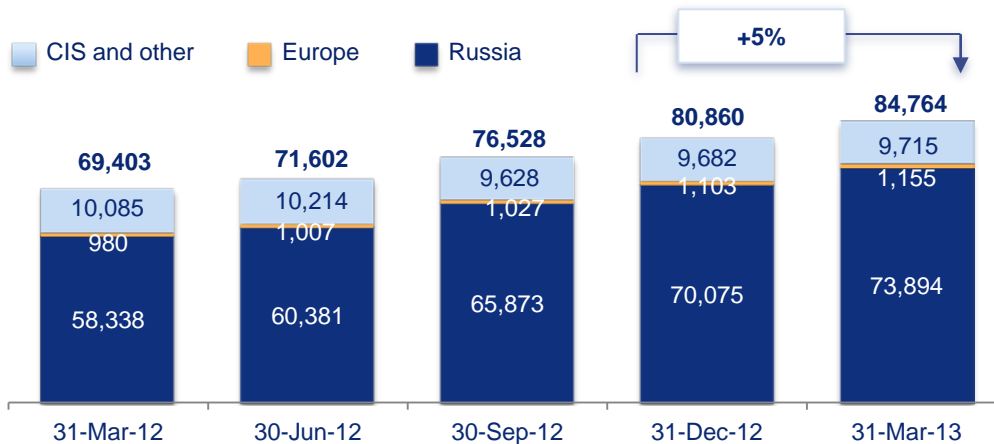
Staff and Administrative Expenses

Staff costs and administrative expenses



Number of employees

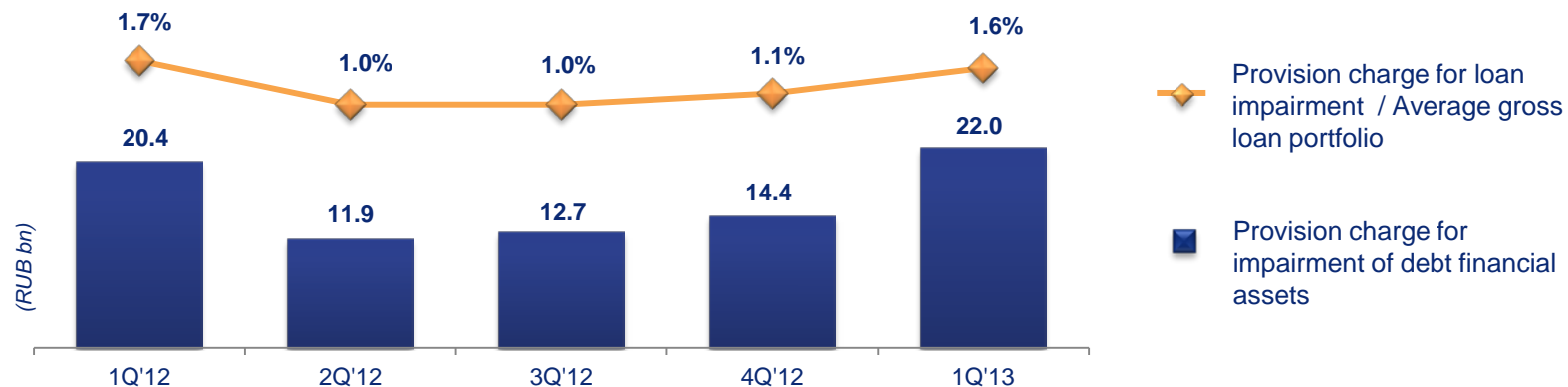
Staff and administrative expenses per employee (2)



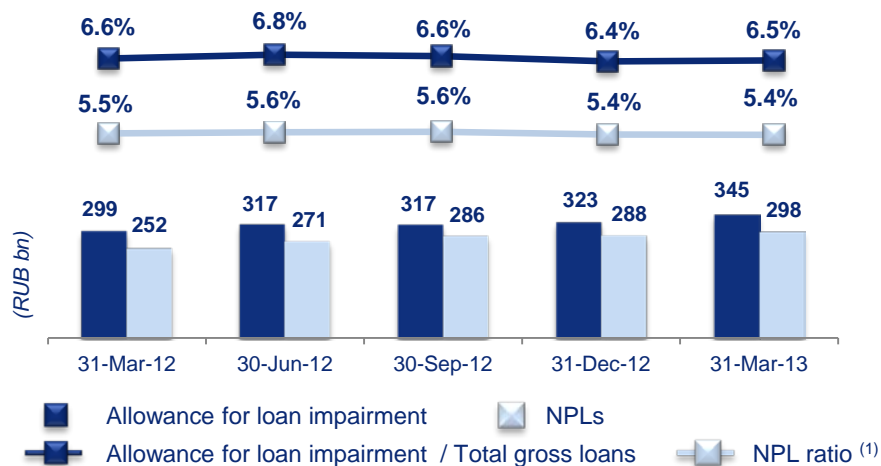
(1) Including pensions.
 (2) Staff costs and administrative expenses per average employee (annualised).

Asset Quality

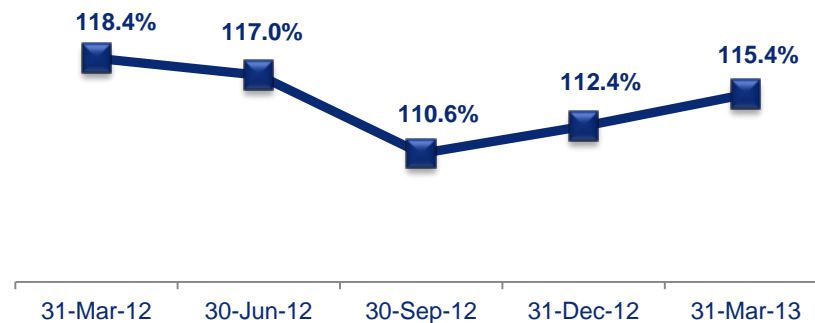
Cost of risk



NPL and loan-loss reserves



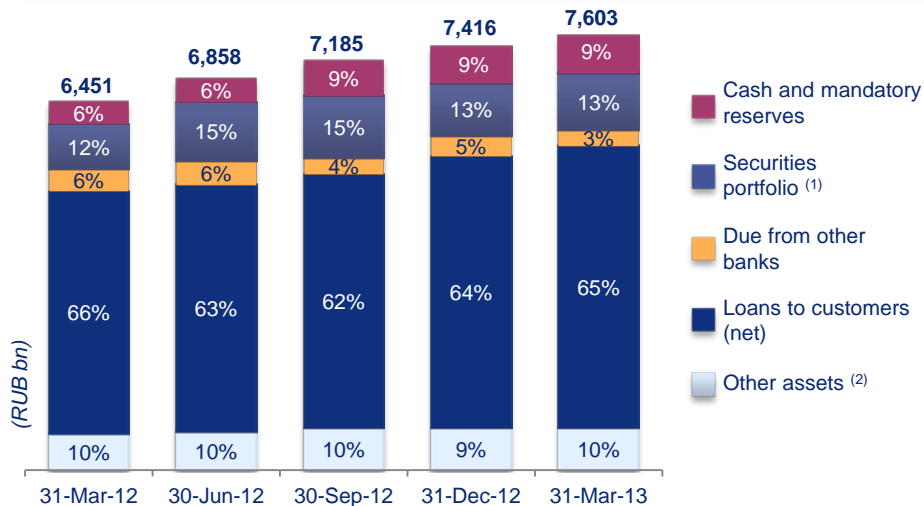
NPL coverage ratio



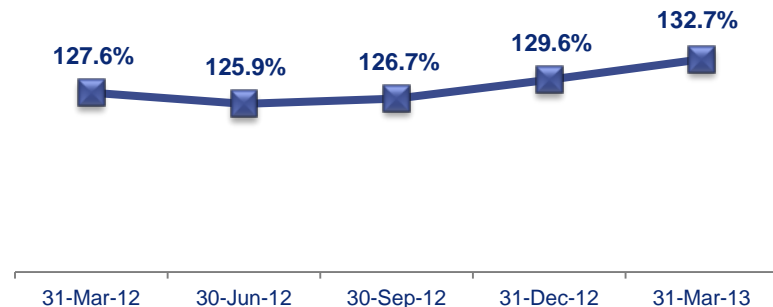
(1) Non-performing loans (NPLs) represent impaired loans with repayments overdue by over 90 days. NPLs are calculated including the entire principal and interest payments. Ratio is calculated to total gross loans including financial assets classified as loans and advances to customers pledged under repurchase agreements.

Balance Sheet Structure

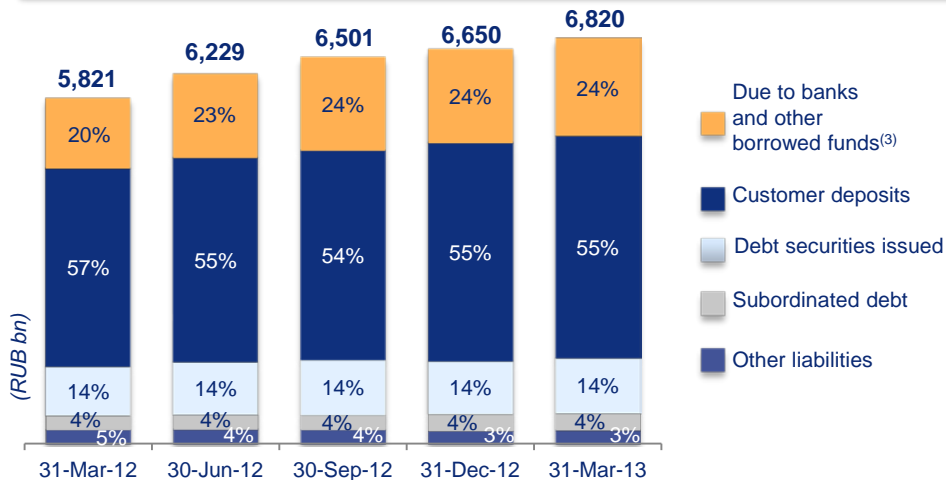
Assets structure



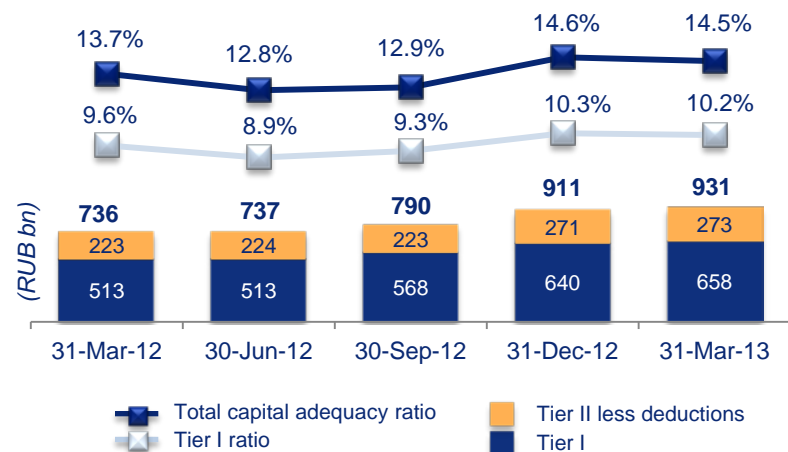
Customer loans / customer deposits



Liabilities structure



BIS Group capital



(1) Includes debt and equity securities, assets pledged under REPO, securities classified as due from other banks and loans to customers, and derivatives.
 (2) Includes investment in associates, premises and equipment, investment property, intangible assets and goodwill, deferred tax assets and others.
 (3) Other borrowed funds include bilateral and syndicated bank loans, secured and unsecured financing from central banks.



Investor Relations

Tel: +7 (495) 775-71-39

e-mail: investorrelations@vtb.ru