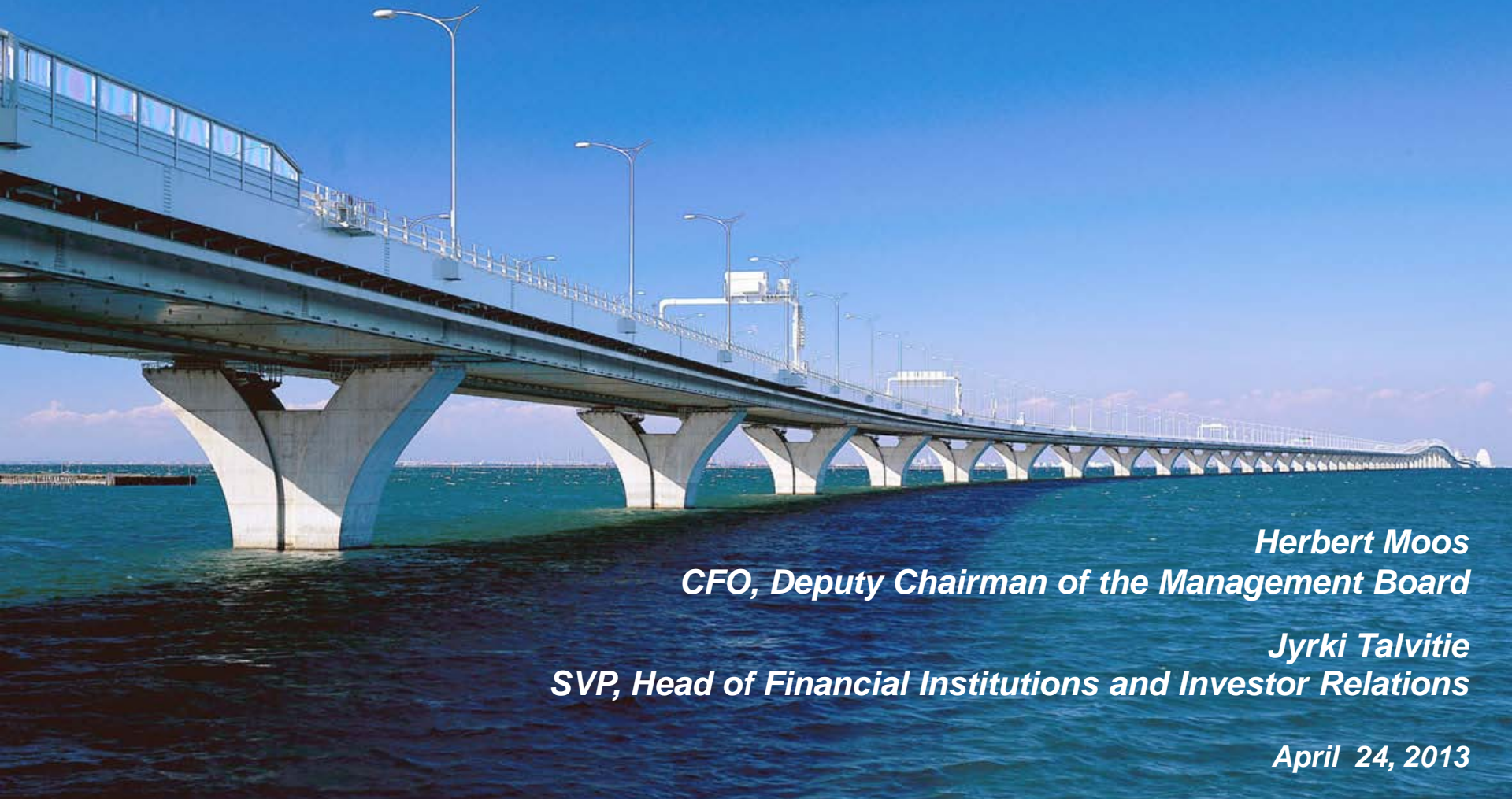




# *VTB Group FY'2012 Results*



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

*Jyrki Talvitie  
SVP, Head of Financial Institutions and Investor Relations*

*April 24, 2013*



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 FY'2012 Financial Highlights

- *Net profit at RUB 90.6 bn, corresponding to ROE of 13.7% with 4Q'2012 net profit at RUB 30.4 bn and ROE of 16.8%, representing the strongest quarterly bottom line in VTB history*
- *Robust development of Retail banking: VTB Group retail loans grew 36% YTD and comprise 22% of total book, segment profit before tax RUB 66.0 bn. CIB posted a profit before tax of RUB 52.4 bn*
- *Operating income before provisions amounted to RUB 369.5 bn, up 29% y-o-y*
- *Net interest income reached RUB 246.0 bn, up 8% y-o-y*
- *Stable net interest margin at targeted level: 4.2% in FY'2012 with 4Q'2012 NIM at 4.6%*
- *Strong net fee and commission income of RUB 48.3 bn, up 23% y-o-y, reflects consistent growth of Transaction banking and Retail banking*
- *Tier I CAR increased to 10.3% from 9.0% as at 31-Dec-2011*

# Performance of Corporate Banking

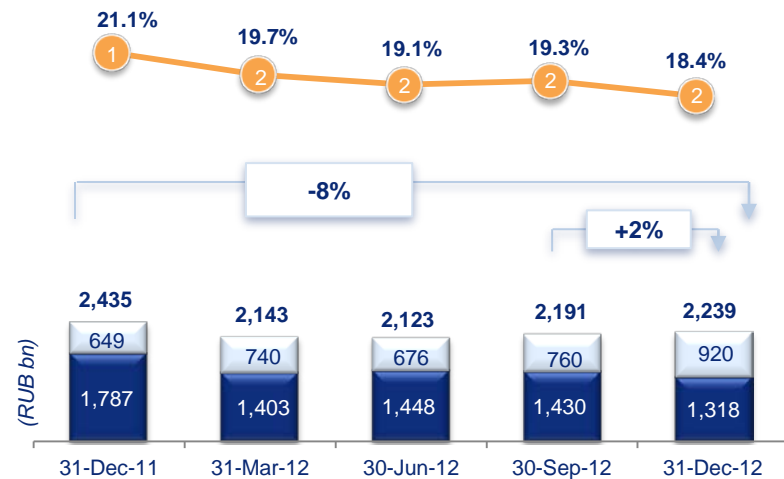
## Corporate loan portfolio

● Corporate loan market share in Russia <sup>(2)</sup>



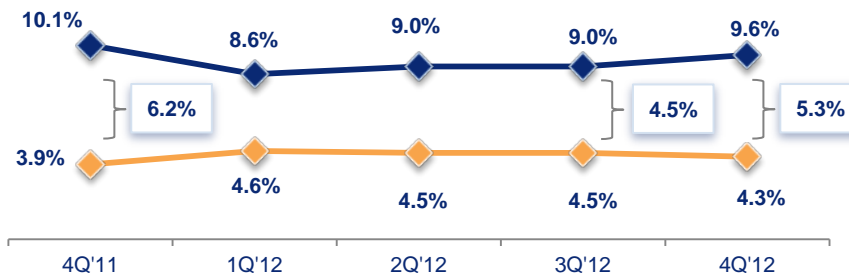
## Corporate liabilities

■ Term deposits □ Current accounts ● Corporate deposit market share in Russia



## Average yield and cost of funds

◆ Average yield on corporate loans  
◆ Average cost of corporate deposits and current accounts



## Segment financial result (loans & deposits)

(in RUB bn)	FY'2012
Net interest income	93.3
Net fee and commission income	1.9
Gains less losses arising from financial instruments & FX	2.1
Operating income before provisions	100.3
<b>Profit before taxation</b>	<b>26.2</b>

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

(2) Calculated based on CBR data (for Russian corporate loan market) and Rosstat data (for loans provided to Russian companies from abroad). Numerator represents VTB Group's consolidated corporate loan portfolio (under IFRS).

# Performance of CIB: Investment Banking , Transaction Banking

## Investment Banking – financial result

(in RUB bn)	FY'2012
Net interest income	15.0
Net fee and commission income	4.6
Gains less losses arising from financial instruments & FX	12.8
Operating income before provisions	34.7
<b>Profit before taxation</b>	<b>10.5</b>

## Transaction Banking – financial result

(in RUB bn)	FY'2012
Net interest income	22.3
Net fee and commission income	15.6
Gains less losses arising from financial instruments & FX	0.7
Operating income before provisions	38.7
<b>Profit before taxation</b>	<b>15.6</b>

## Key developments in 2012

### Russia & CIS DCM (as of 31-Dec-2012)



#	Lead Manager	Amount, (USD mn)	# of deals	% share
1	<b>VTB Capital</b>	<b>18,346</b>	<b>101</b>	<b>19.4</b>
2	Sberbank	12,127	84	12.8
3	Gazprombank	8,337	51	8.8
4	JP Morgan	7,353	32	7.8
5	Citi	6,098	25	6.5

### Russia & CIS M&A (as of 31-Dec-2012)



#	Lead Manager	Amount, (USD mn)	# of deals	% share
1	Deutsche Bank	72,574	14	49.6
2	<b>VTB Capital</b>	<b>68,331</b>	<b>21</b>	<b>46.7</b>
3	BoA - Merrill Lynch	66,459	5	45.4
4	Citibank	64,616	9	44.2
5	Barclays	62,859	4	43.0

## Key developments in 2012

### Product Developments

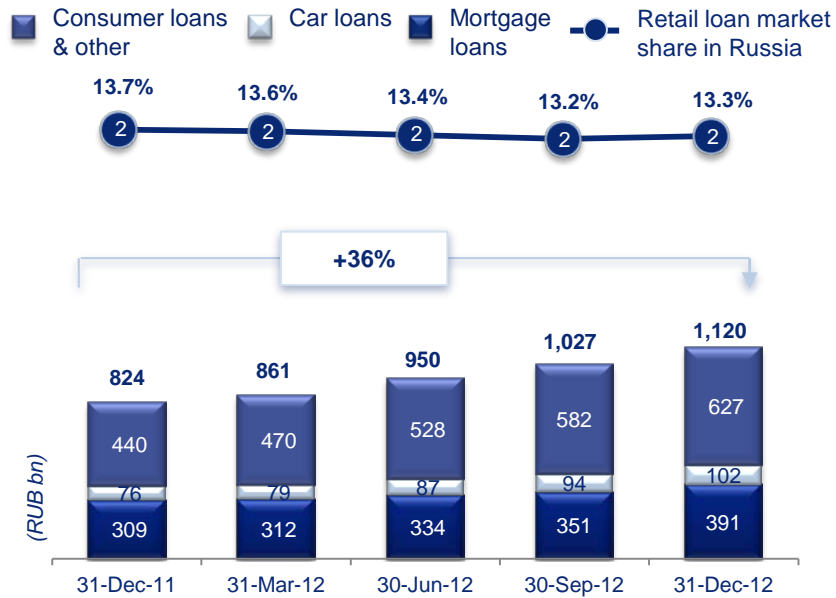
- New Cash covered guarantee products launched
- New "Mobile Client" service introduced which provides corporate customers with access to information on bank accounts via mobile devices
- Client Settlement Center and Remote Banking expanded with new capabilities and changes on analytics and budgeting
- Concurrent launches of multiple Cash and Settlement projects started in VTB International subsidiaries

### Sales Development

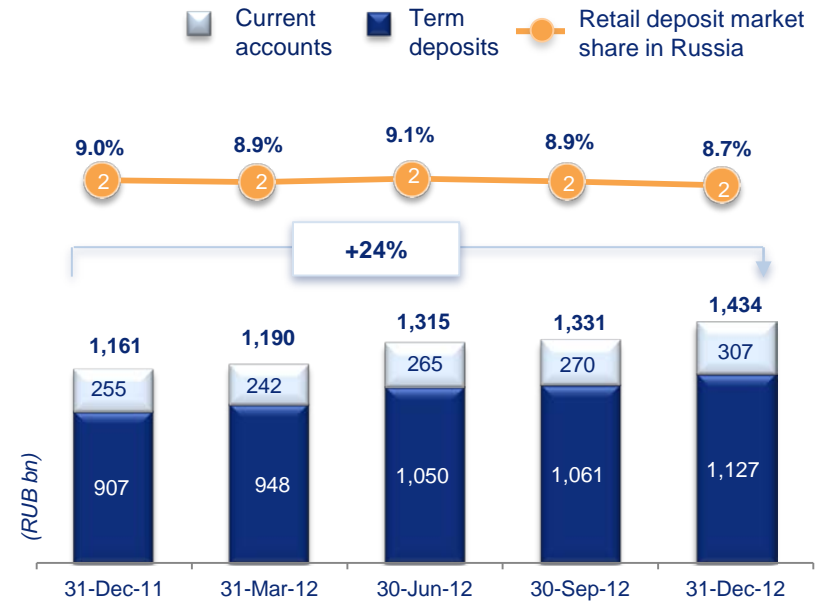
- Complex and customised cash management solutions established for 165 large groups of companies (over 1,300 entities) bringing more than RUB 1.5 bn annualised revenue stream
- Dedicated sales teams launched in regions for mid market and small clients
- Cash management sales pipeline reached RUB 2.9 bn at YE'2012
- Group guarantee portfolio increased by 32% in 2012 to RUB 568 bn

# Retail Banking – Robust Growth

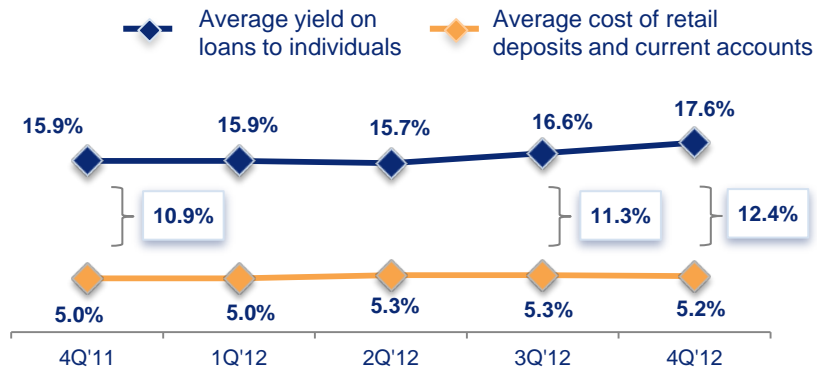
## Retail loan portfolio



## Retail deposits



## Average yield and cost of funds



## Segment financial result

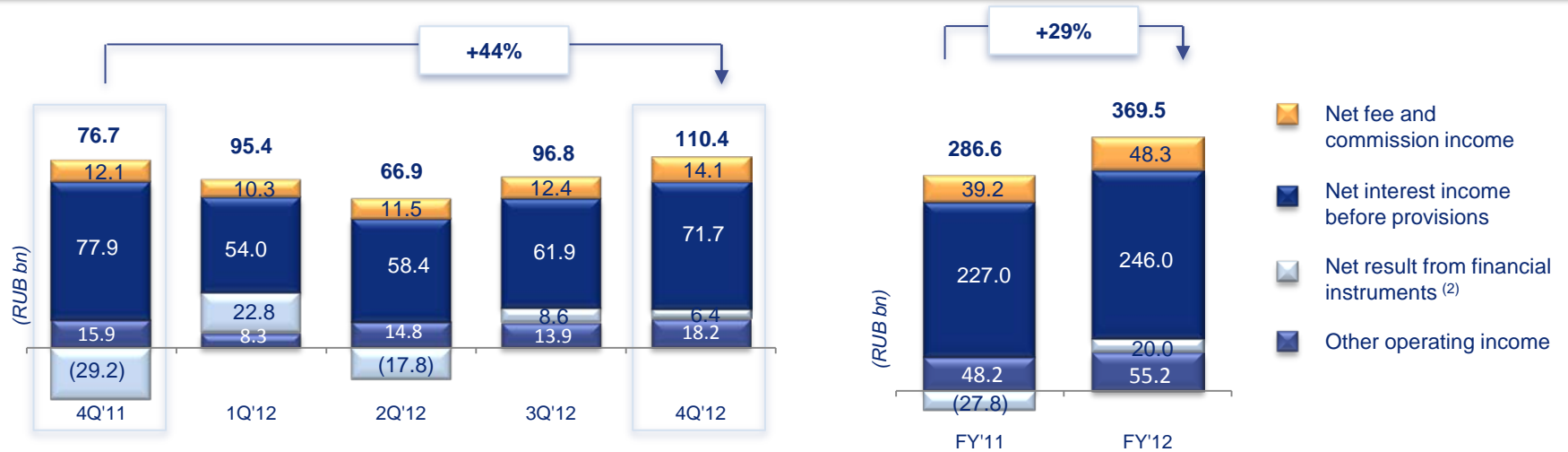
(in RUB bn)	FY'2012
Net interest income	133.7
Net fee and commission income	32.2
Gains less losses arising from financial instruments & FX	3.2
Operating income before provisions	170.6
<b>Profit before taxation</b>	<b>66.0</b>

# *Financial Update*

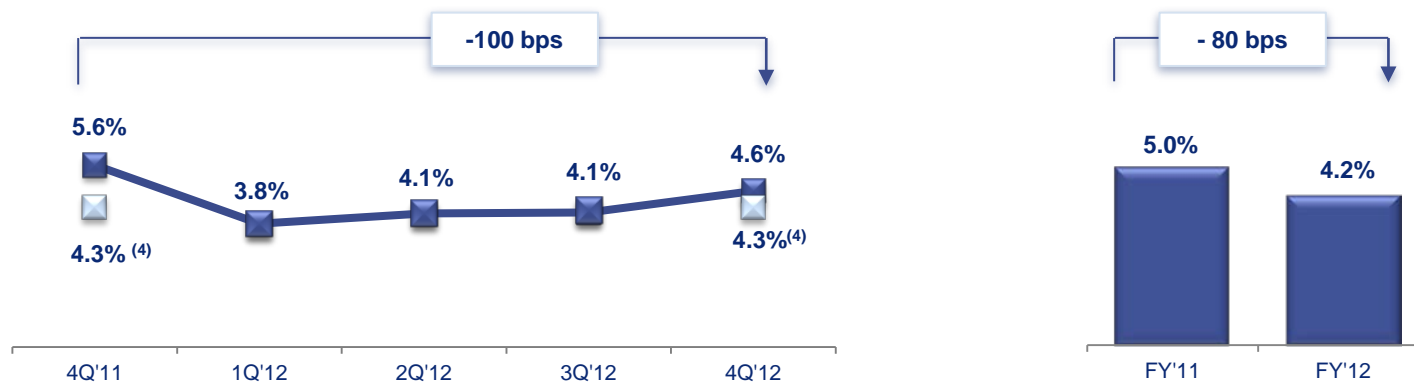


# Operating Income and NIM

## Operating income before provisions (1)



## Net interest margin (3)



(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) Calculated including Gains less losses arising from financial instruments at fair value through profit or loss, Gains less losses from available-for-sale financial assets, Gains less losses / (losses net of gains) arising from extinguishment of liability, Gains less losses arising from dealing in foreign currencies and Foreign exchange translation losses net of gains.

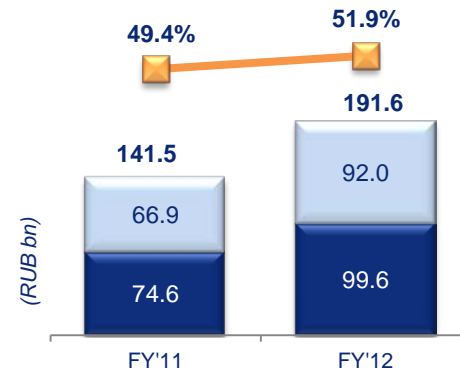
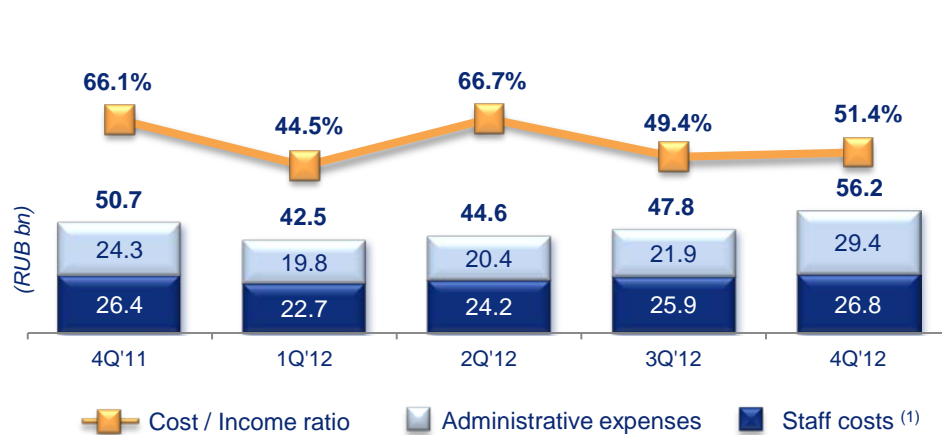
(3) Net interest income divided by average interest earning assets, which include gross loans and advances to customers, due from other banks (gross), debt securities and correspondent accounts with other banks.

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

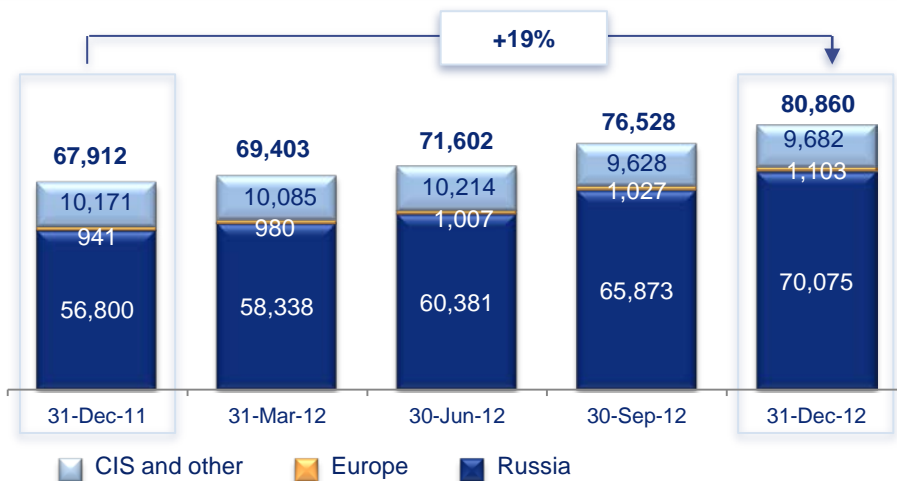


# Staff and Administrative Expenses

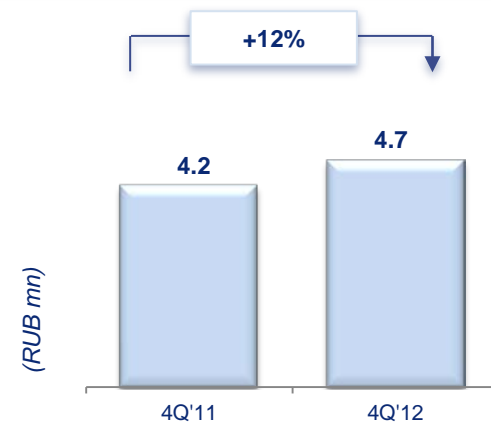
## Staff costs and administrative expenses



## Number of employees



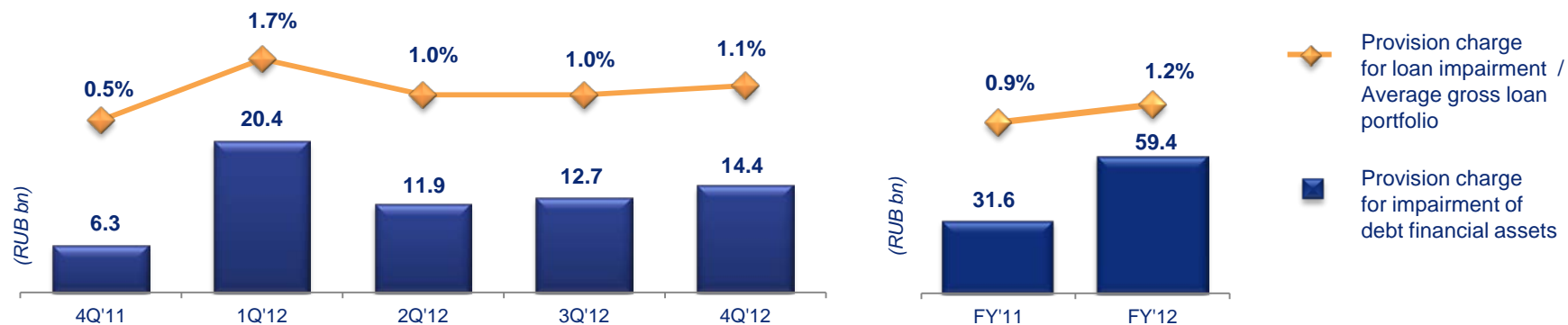
## Operating income per employee (2)



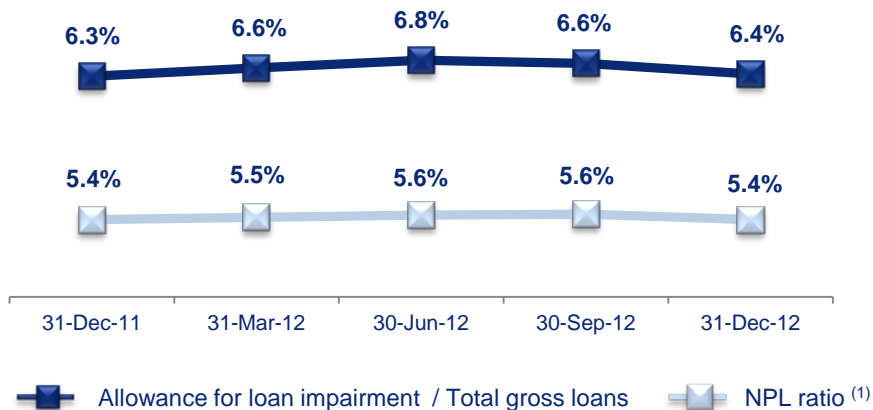
(1) Including pensions.

(2) Operating income before provision per employee (annualised).

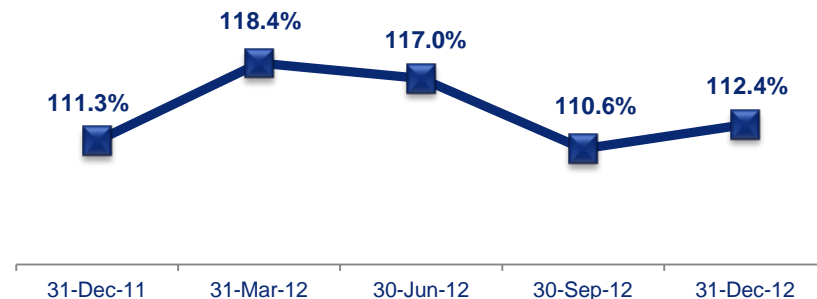
## Cost of risk returns to normal levels



## NPL and loan-loss reserve ratios



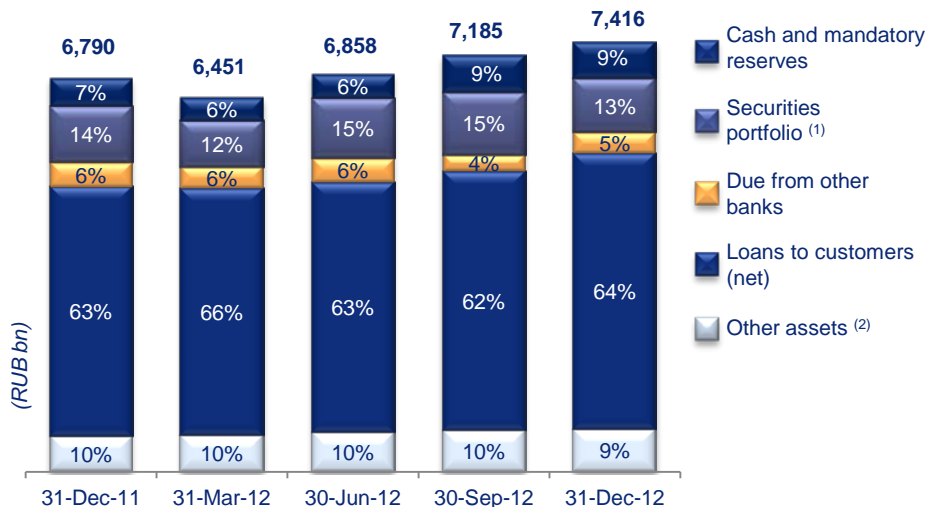
## NPL coverage ratio



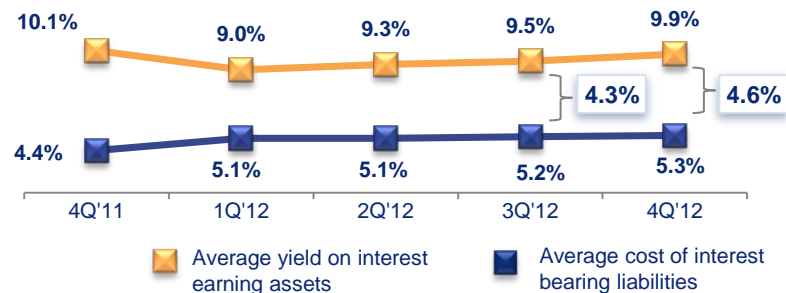
(1) Non-performing loans (NPLs) represent impaired loans with repayments overdue by over 90 days. NPLs are calculated including the entire principal and interest payments. Ratio is calculated to total gross loans including financial assets classified as loans and advances to customers pledged under repurchase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

# Healthy Balance Sheet Structure

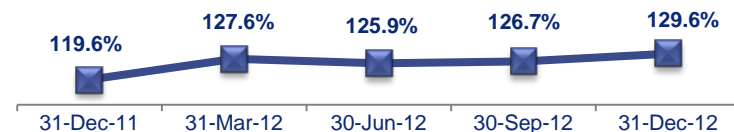
## Assets structure



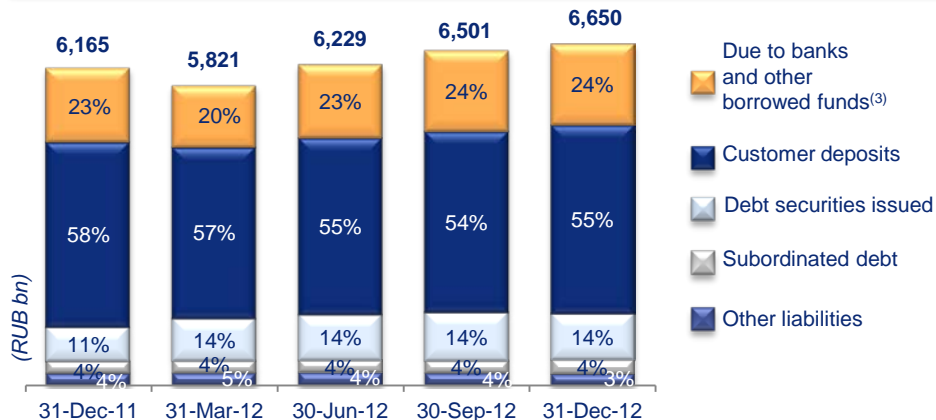
## Net interest spread



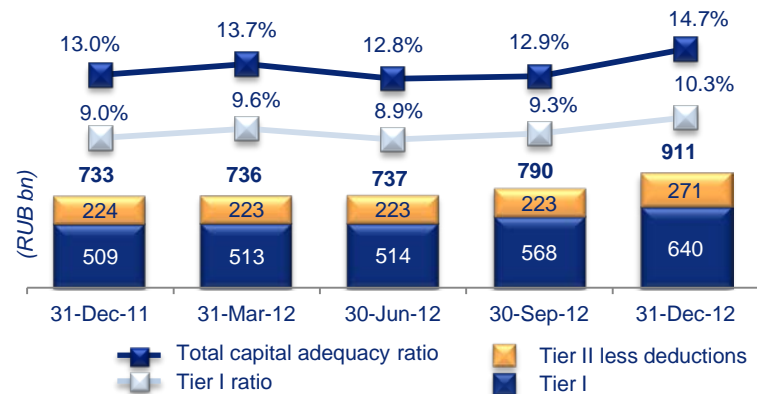
## Customer loans / customer deposits



## 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.

# *Appendix*



# VTB Group Public Debt Instruments

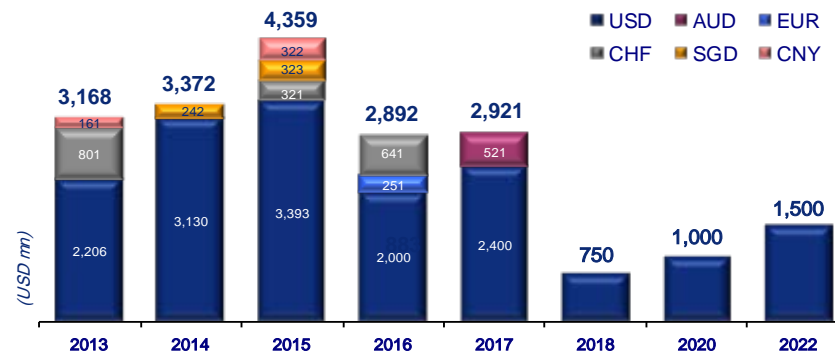
## VTB Group public debt instruments outstanding<sup>(1)</sup>

Borrower	Equivalent amount (USD, mn)	Instrument	Maturity Date/ Put or Call Option	Coupon
<b>2013</b>				
Bank of Moscow	500	Public debt instrument	May-13	7.34%
VTB	1,706	Series 4 EMTN 2 (put option)	May-13	6.88%
VTB	427	Series 9 CHF EMTN 2	Aug-13	4.00%
Bank of Moscow	374	CHF Public debt instrument	Sep-13	4.50%
VTB	161	Series 11 CNY EMTN 2	Dec-13	2.95%
<b>Subtotal</b>	<b>3,168</b>			
<b>2014</b>				
VTB	242	Series 13 SGD EMTN 2	Jun-14	3.40%
VTB	3,130	Loan repayment	Jul-14	
<b>Subtotal</b>	<b>3,372</b>			
<b>2015</b>				
Bank of Moscow	750	Public debt instrument	Mar-15	6.70%
VTB	1,250	Series 7 EMTN 2	Mar-15	6.47%
VTB	693	Series 6 EMTN 1 (put option)	Jun-15	6.25%
VTB	323	Series 17 SGD EMTN 2	Jul-15	4.00%
VTB <sup>(2)</sup>	400	Subordinated Debt	Sep-15	5.01%
VTB	322	Series 22 CNY EMTN 2	Oct-15	4.5%
VTB	321	Series 14 CHF EMTN 2	Nov-15	5%
Bank of Moscow	300	Public debt instrument	Nov-15	5.97%
<b>Subtotal</b>	<b>4,359</b>			
<b>2016</b>				
VTB	251	Series 9 EUR EMTN 1	Feb-16	4.25%
VTB	2,000	Loan repayment	Apr-16	
VTB	641	Series 19 CHF EMTN 2	Sep-16	3.15%
<b>Subtotal</b>	<b>2,892</b>			
<b>2017</b>				
VTB	2,000	Series 15 EMTN2	Apr-17	6.00%
Bank of Moscow	400	Subordinated debt (call option)	May-17	6.81%
VTB	521	Series 23 AUD EMTN2	Dec-17	7.5%
<b>Subtotal</b>	<b>2,921</b>			

## VTB Group public debt instruments outstanding<sup>(1)</sup>

Borrower	Equivalent amount (USD, mn)	Instrument	Maturity Date / Put or Call Option	Coupon
<b>2018</b>				
VTB	750	Series 12 EMTN 2	Feb-18	6.32%
<b>Subtotal</b>	<b>750</b>			
<b>2020</b>				
VTB	1,000	Series 10 EMTN 2	Oct-20	6.55%
<b>Subtotal</b>	<b>1,000</b>			
<b>2022</b>				
VTB	1,500	Series 21 EMTN 2 Subordinated Debt	Oct-22	6.95%
<b>Subtotal</b>	<b>1,500</b>			
<b>Perpetual</b>				
VTB	2,250	Tier 1 Perpetual Eurobond (call option) <sup>(4)</sup>	Dec-22 (call option)	9.5% <sup>(3)</sup>
<b>Subtotal</b>	<b>2,250</b>			
<b>Total</b>	<b>22,212</b>			

## VTB Group debt maturity profile



(1) Exchange rates published by the CBR as of April 9, 2013. Note: In addition to international debt, VTB Group currently has RUB 226 bn outstanding domestic bonds.

(2) As the result of the reorganisation of JSC Bank VTB North-West and its merger with JSC VTB Bank, March 18, 2011, JSC VTB Bank has assumed the rights and obligations of JSC Bank VTB North-West as the Borrower.

(3) Fixed until the first call date, then reset on 6th Dec 2022 and every 10th year thereafter.

(4) The Instrument meets CBR requirement for Additional Tier 1 Capital, however the instrument will be partially allocated to Tier 2 Capital under CBR in view of limited current capacity for Additional Tier 1 Capital under CBR standards.

# VTB Group International Public Debt Instruments Issued in 2012-2013

Borrower	Date of issue	Amount (mln)	Instrument	Maturity date	Coupon/rate
VTB	April 2012	USD 2,000	Series 15 EMTN 2	April 2017	6.0%
VTB	July 2012	SGD 400	Series 17 EMTN 2	July 2015	4.0%
VTB	August 2012	USD 2,250	Tier 1 Perpetual Loan Participation Notes	December 2022 (call option)	9.5%
VTB	September 2012	CHF 600	Series 19 EMTN 2	September 2016	3.15%
VTB	October 2012	USD 1,500	Series 21 EMTN 2 LT2 Subordinated Debt	October 2022	6.95%
VTB	October 2012	CNY 2,000	Series 22 EMTN 2	October 2015	4.5%
VTB	December 2012	AUD 500	Series 23 EMTN 2	December 2017	7.5%
VTB	April 2013	USD 2,000	Syndicated loan	April 2016	LIBOR+1.5%
<b>Total (USD equivalent) <sup>(1)</sup></b>		<b>USD 9,557</b>			

(1) Exchange rates published by the CBR are as of April 9, 2013