

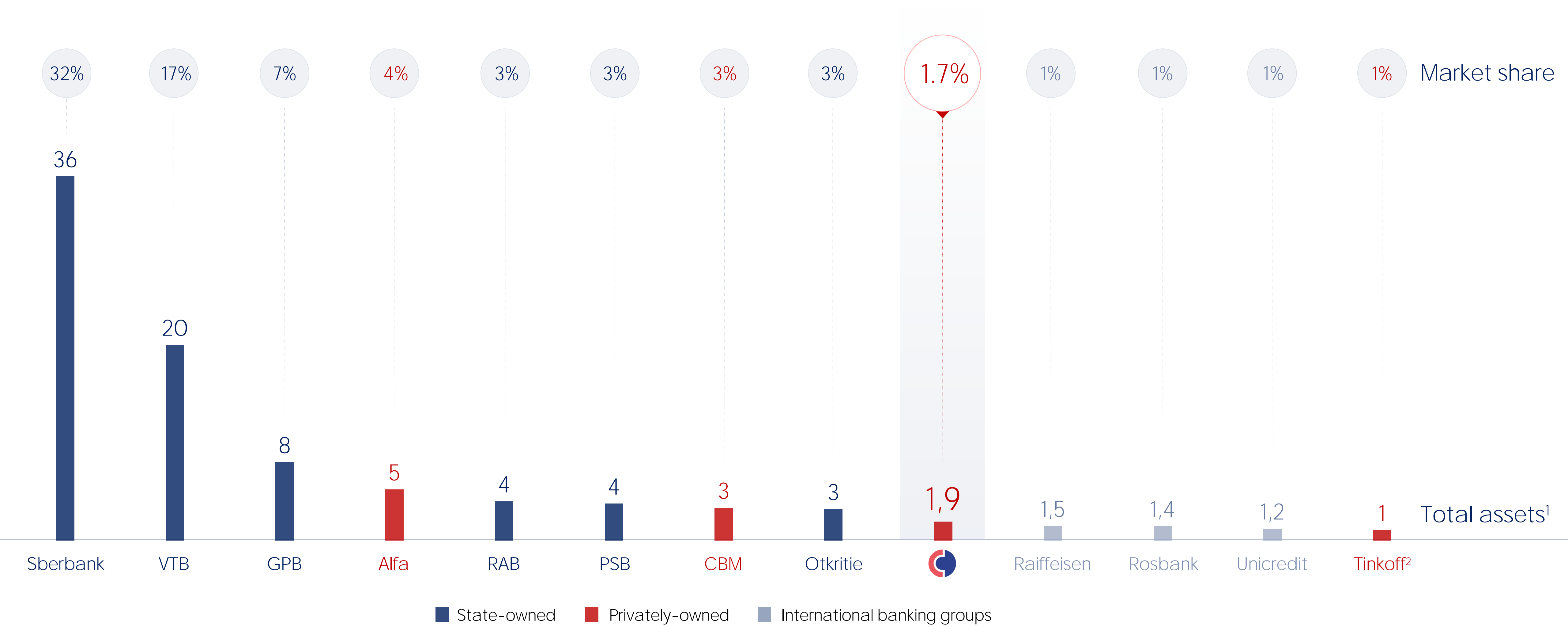
GROUP OVERVIEW

9M21



ABOUT SOVCOMBANK

THE LANDSCAPE

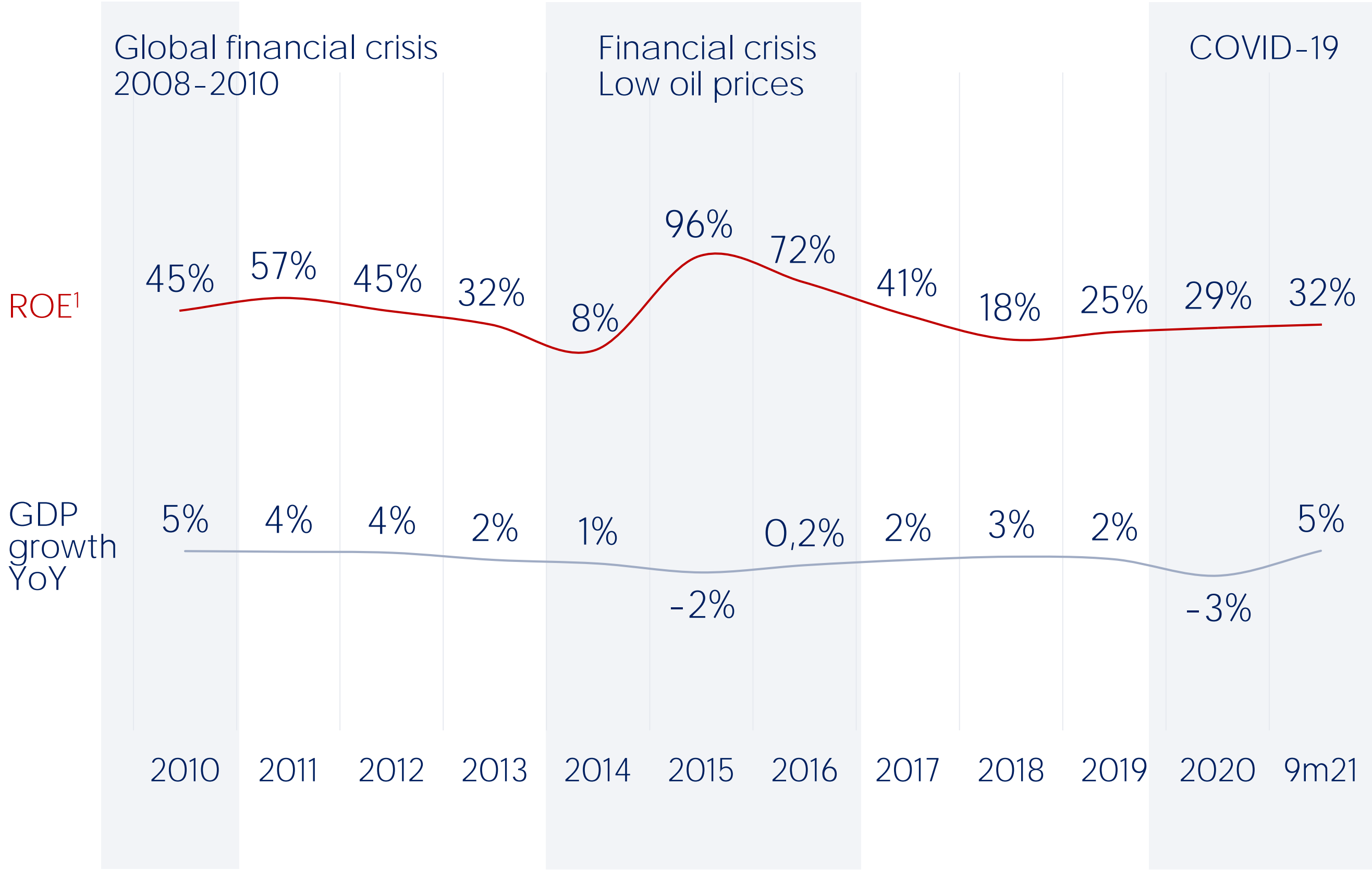





Source: Expert RA ranking table as at 30.09.2021 <https://raexpert.ru/rankingtable/bank/monthly/oct2021/tab01/>, CBR
1. Total assets under RAS as at 30.09.2021 including subsidiaries
2. Tinkoff was included in the list of SIFI in October 2021

TRACK RECORD OF PROFITABILITY

₹BN

AVERAGE ROE 2010-9M21: 42%



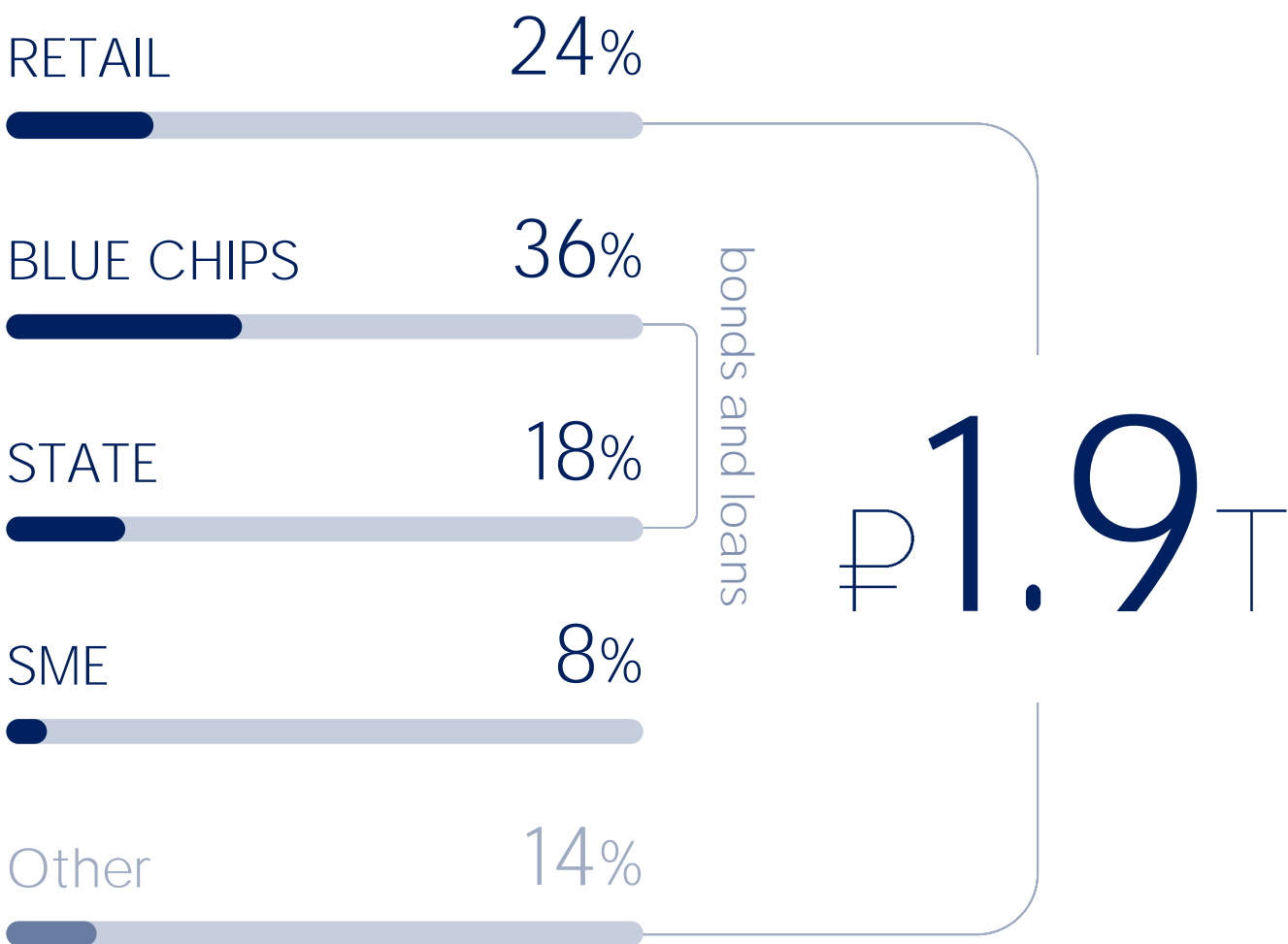
2010 – 9m21			
AVERAGE ROE	42%	38%	20%
PROFIT CAGR²	38%	62%	32%
10Y PROFIT	₹223 _{BN}	₹171 _{BN}	₹683 _{BN}

AT A GLANCE

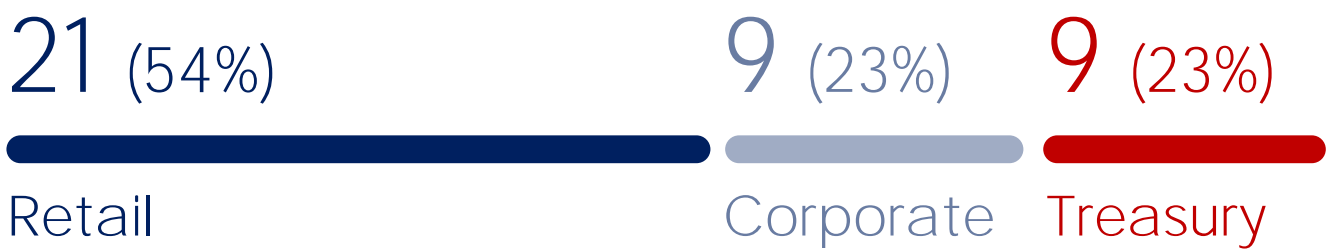
AS AT 30.09.2021 / FOR 9M21

CREDIT RATINGS ¹	
FITCH	BB+ stable
MOODY'S	Ba1 stable
S&P	BB positive
ACRA	AA- stable
EXPERT RA	AA stable
NCR	AA- stable

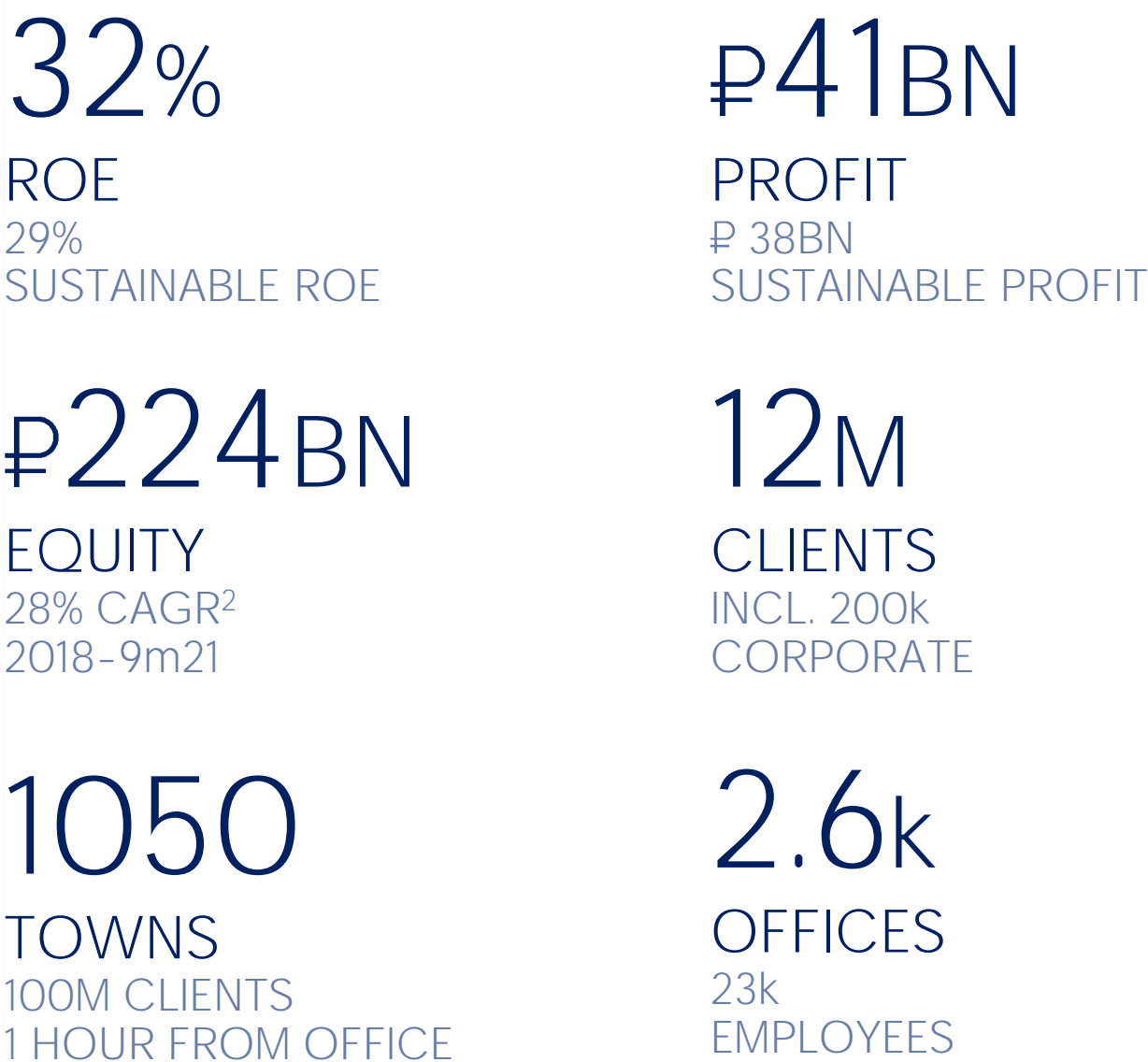
DIVERSIFIED ASSETS



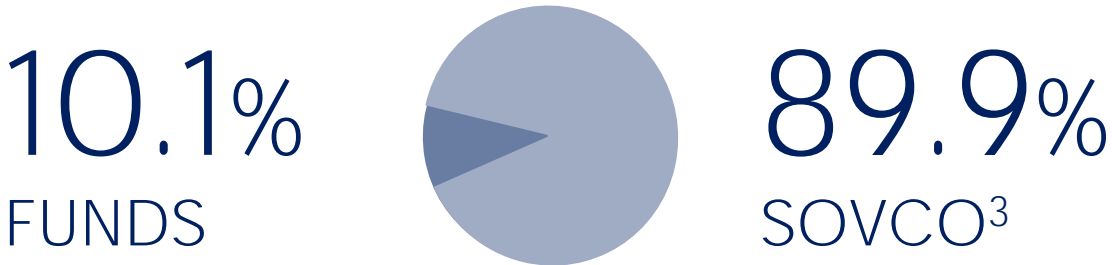
SUSTAINABLE PROFIT, ₱ BN



KEY NUMBERS



SHAREHOLDERS



Source: IFRS financial statements (as at 30 September 2021), company disclosure

1. Long-term credit ratings as at 1 December 2021

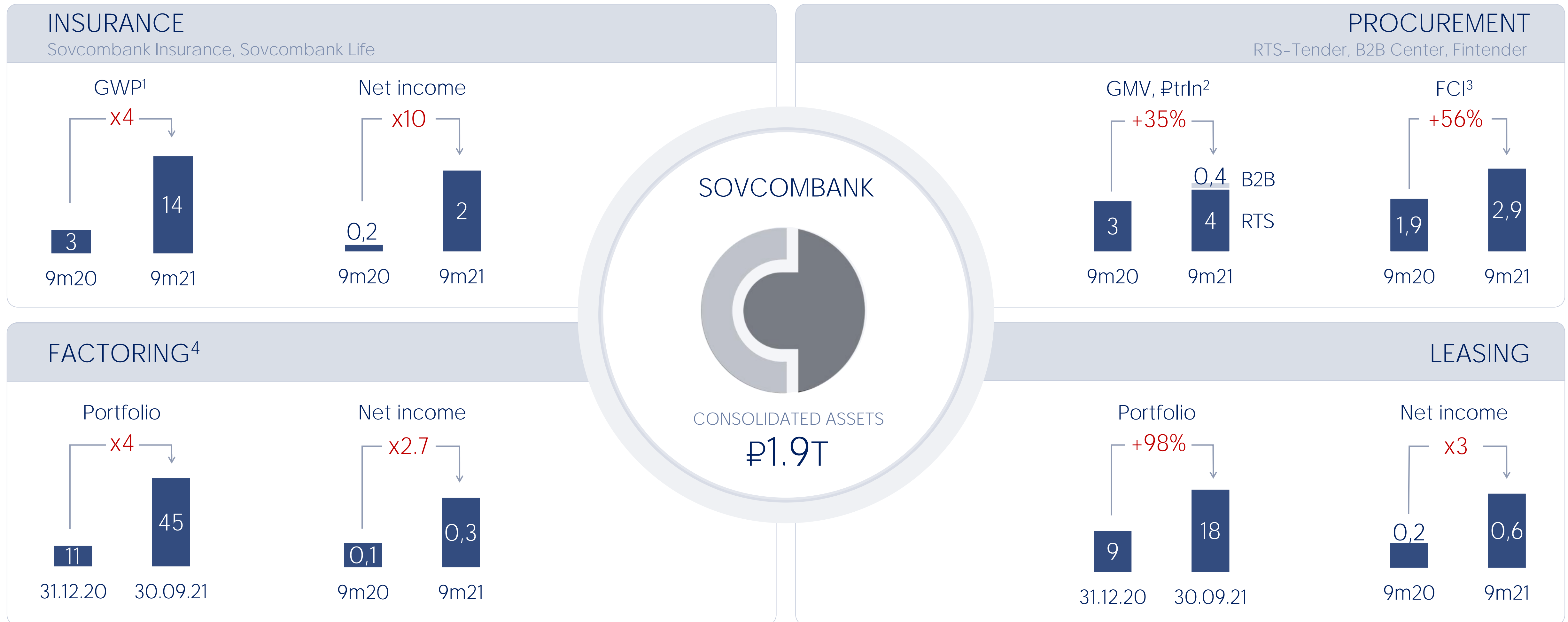
2. CAGR - Compound annual growth rate

3. Including 3.4% treasury shares

NON-BANKING BUSINESS

₽BN

AS AT 30.09.2021 / FOR 9M21



Source: IFRS financial statements (9m20 – 9m21), company disclosure

1. Gross Written Premium

2. Volume of contracts signed

3. Fee an commission income

4. Incl. National Factoring Company – acquired in July 21

FINANCIAL OVERVIEW

HIGHLIGHTS 9M21

BALANCE SHEET

₽BN

	30.09.2021		31.12.2020
Assets	1,913	+29%	1,483
Stage 3 & POCI	2.5%	-0.3 p.p.	2.8%
Customer accounts	1,249	+25%	999
Equity	224	+19%	188

P&L

₽BN

	9M21		9M20
Sustainable profit	38	+64%	23
Operating income ¹	115	+49%	77
Cost of risk	2.8%	-0.5 p.p.	3.3%
CIR ²	44%	+4 p.p.	40%

Source: IFRS financial statements (9m20 – 9m21), company disclosure

1. NII + NFCI + Obligatory deposit insurance

2. OPEX / (NII + NFCI)



ASSETS

- Retail loans +56%, Corporate loans +72%, Bonds -10%
- Stage 3 & POCI loans are 155% covered by LLP



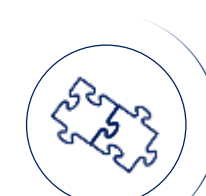
CREDIT RATINGS

FitchRatings

affirmed credit rating at "BB+" in Sep 21

S&P Global

affirmed credit rating "BB" with "Positive" outlook in Oct 21



M&A

- Metlife Russia: acquisition in January 21 (renamed to Sovcombank Life)
- Orient Express: acquisition in April 2021



LIABILITIES

- Growth of corporate funding (+28% vs. 31.12.20)
- Growth in retail funding (+27% vs. 31.12.20)



PROFIT

- Sustainable profit of ₽ 38BN in 9m21 (+57% vs. 9m20) with ROE of 29%
- OPEX incl. a number of one-offs related to Orient Express acquisition

Expert

upgraded credit rating to "AA" (national scale) in Feb 21

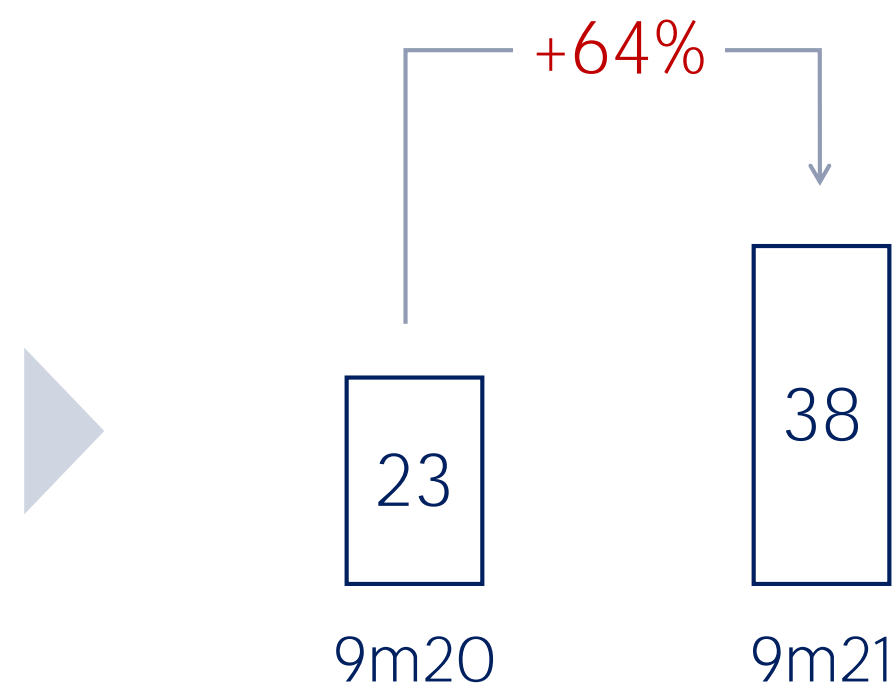
ACRA

upgraded credit rating to "AA-" (national scale) in Apr 21

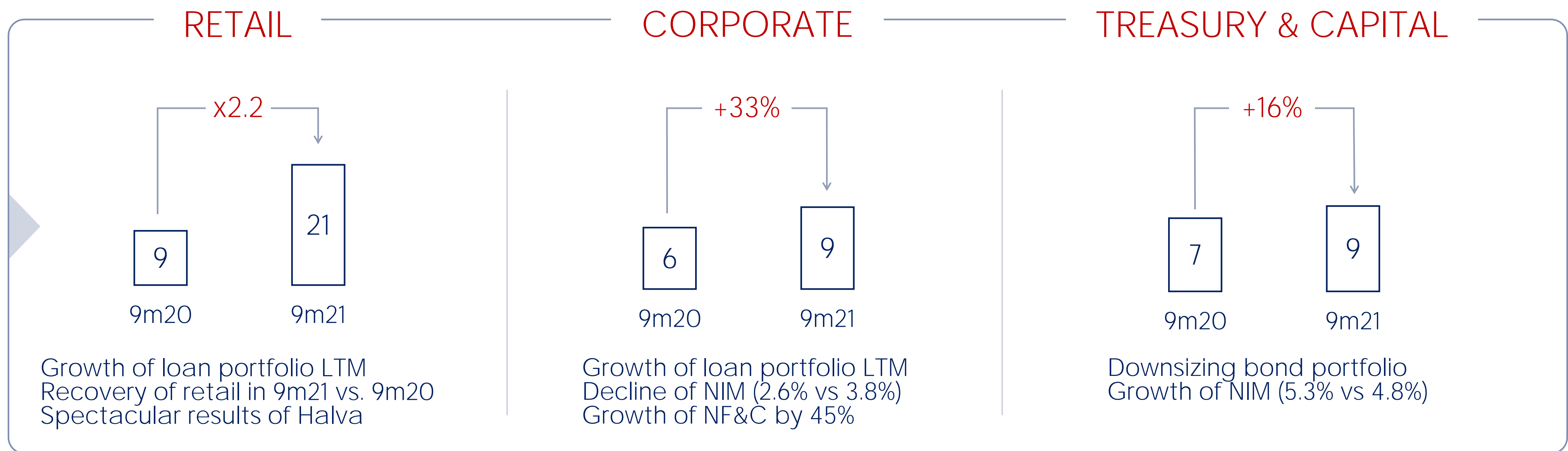
SUSTAINABLE PROFIT BY SEGMENTS

₹BN

Overall

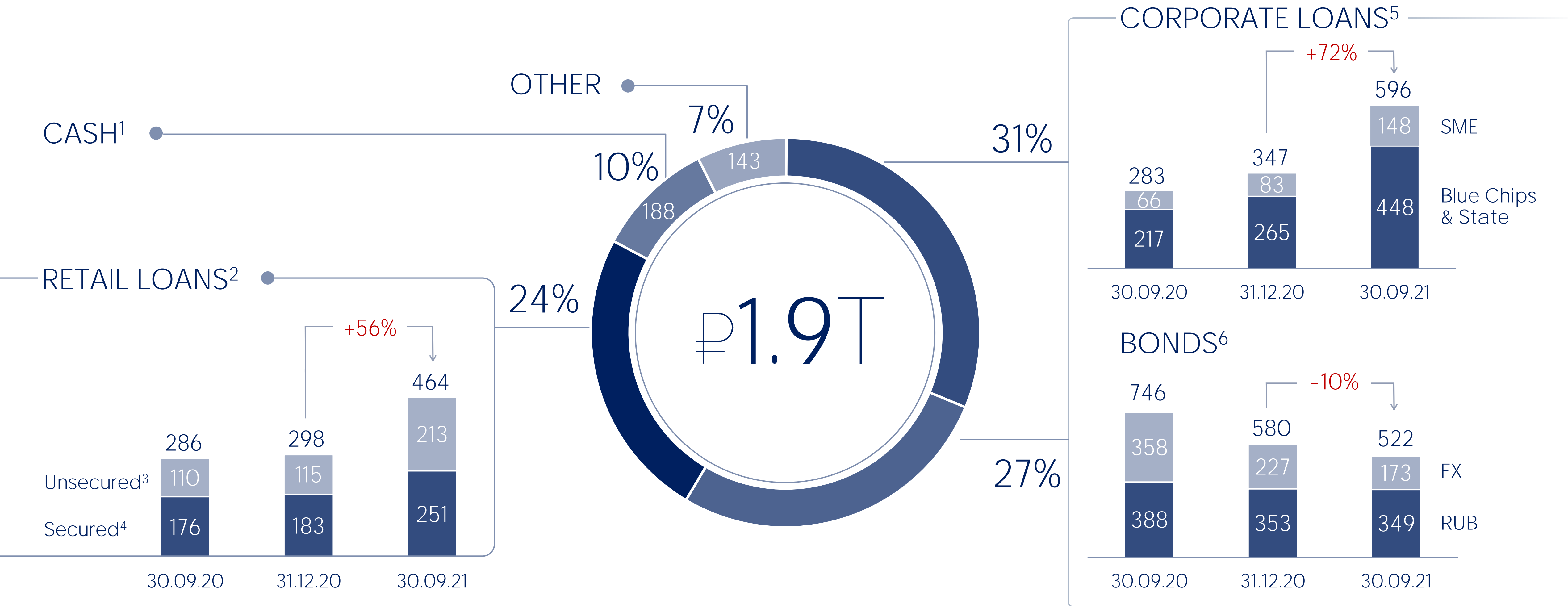


By segments



DIVERSIFIED ASSETS

₽BN



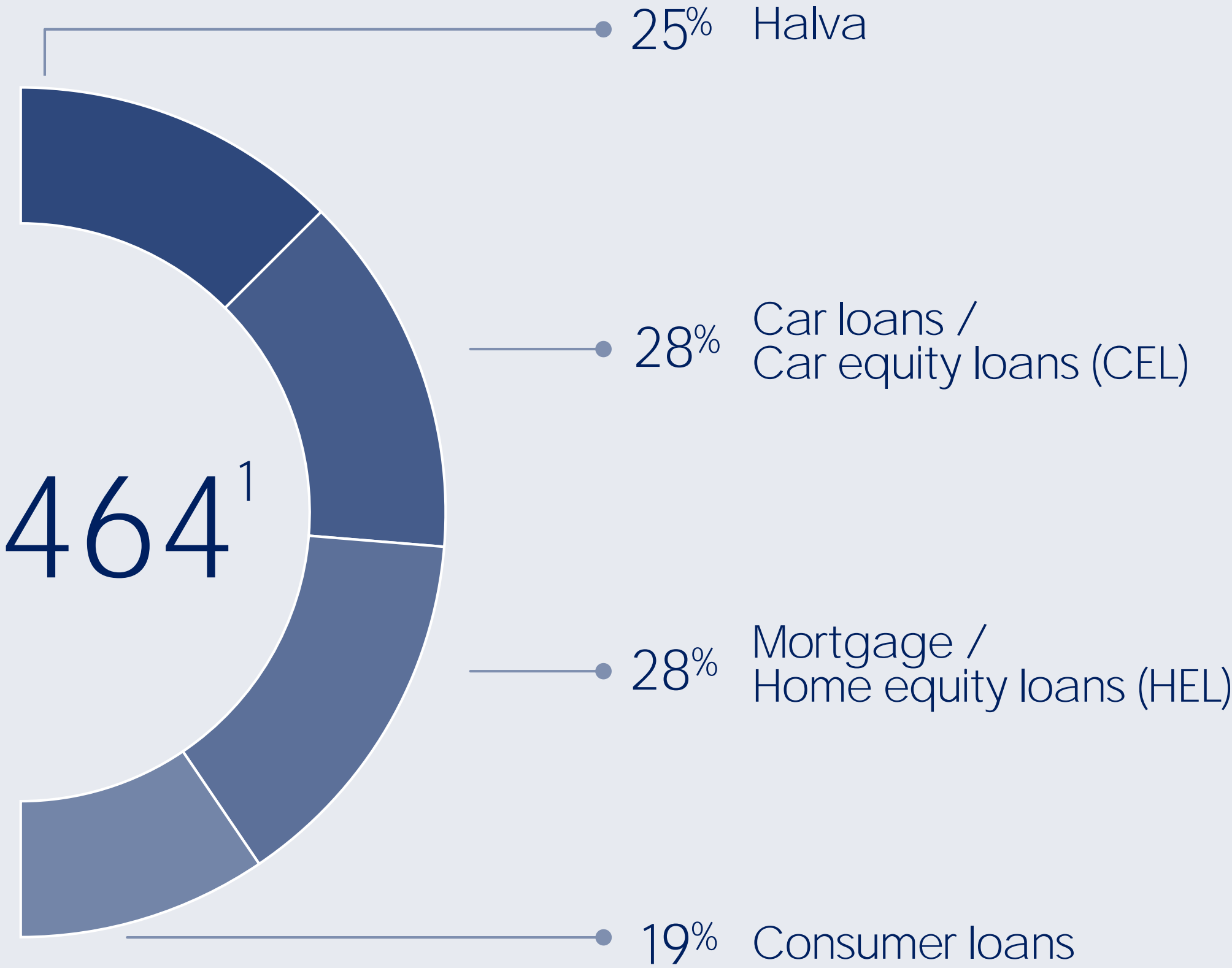
Source: IFRS financial statements (9m20 – 9m21)
Values are subject to rounding: rounded components may not add up to the rounded sum

- 1. Cash and cash equivalents, Mandatory cash balances with the CBR
- 2. Loans to individuals less allowance for loan impairment
- 3. Unsecured loans include consumer loans and installment cards
- 4. Secured loans include car loans and mortgage loans
- 5. Corporate loans less allowance for loan impairment

6. Financial instruments at FVPL excluding derivative financial instruments, corporate shares and units and shares of companies with state participation; Financial instruments at FVOCI; Corporate bonds, bonds of companies with state participation, Russian subfederal and municipal bonds, and Russian federal Eurobonds measured at amortized cost less allowance for impairment and bonds of Russian banks measured at amortized cost less allowance for impairment

RETAIL LOAN PORTFOLIO

₺BN



4.1%

Stage 3 & POCI loans

129%

Stage 3 & POCI coverage

56%

Secured lending

12M

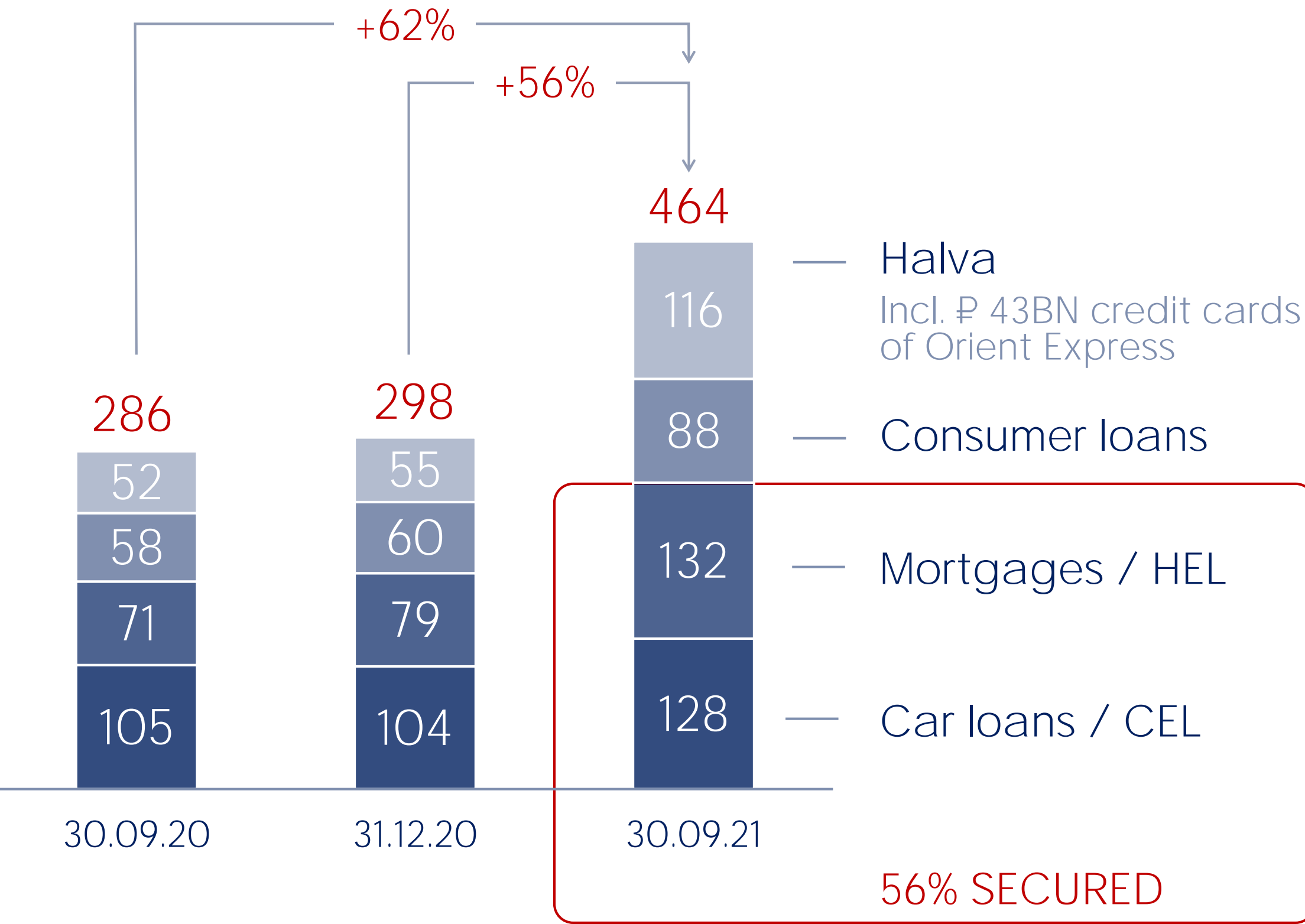
Retail clients

Source: IFRS financial statements (as at 30 September 2021), company disclosure
1. Loans to individuals less allowance for loan impairment

RETAIL LOAN PORTFOLIO

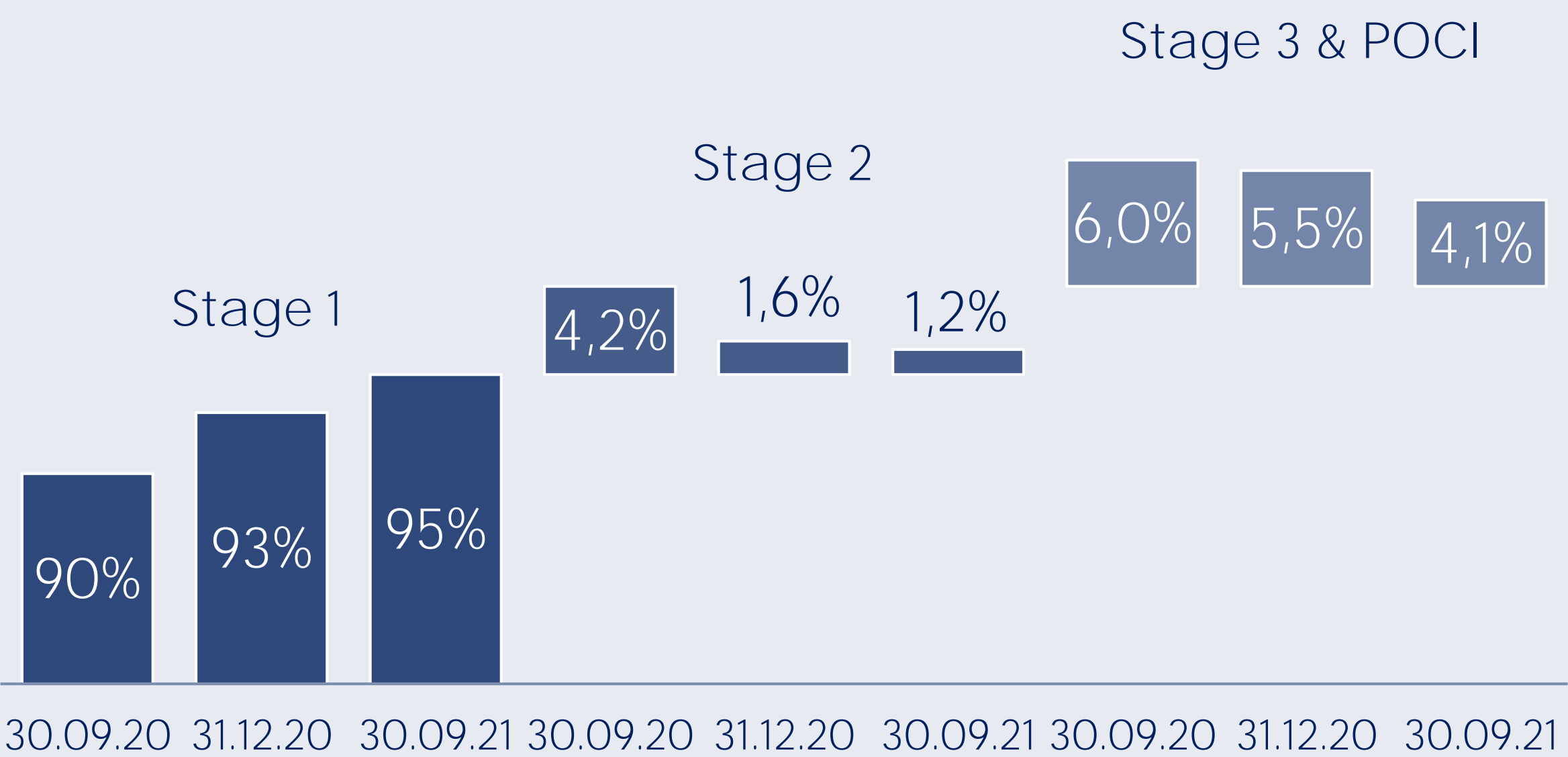
₺BN

NET PORTFOLIO¹



COMPOSITION OF GROSS PORTFOLIO

Coverage 120% ... 128% .. 129%

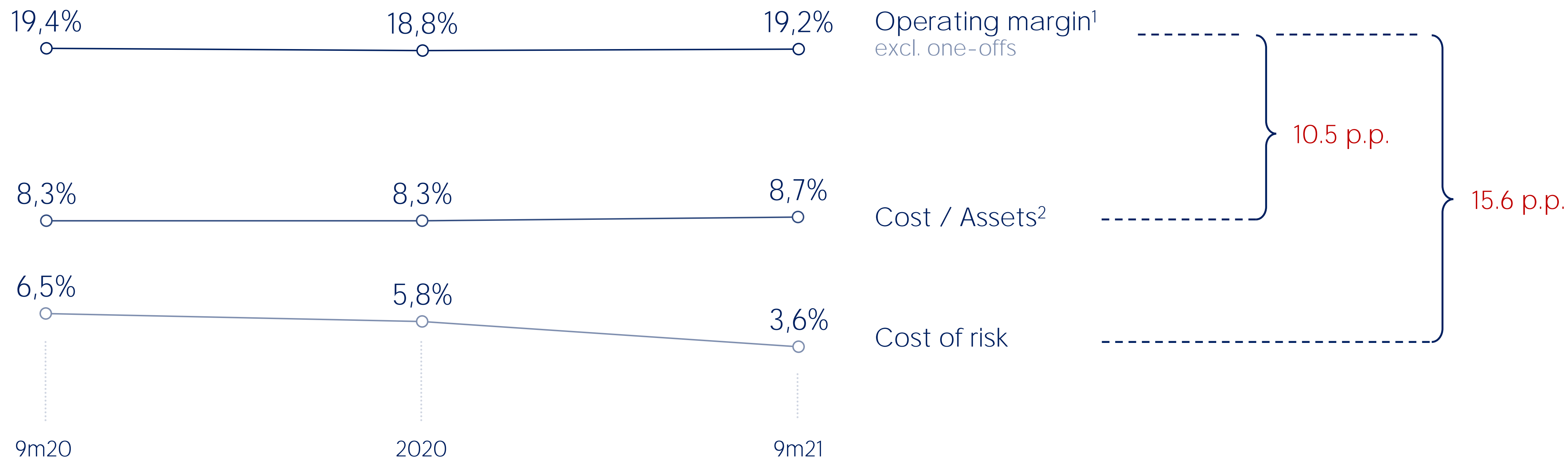


Source: IFRS financial statements (9m20 – 9m21)
1. Loans to individuals less allowance for loan impairment

SEGMENT RESULTS: RETAIL

₽BN

OPERATING EFFICIENCY



Source: IFRS financial statements (9m20 – 9m21)
1. (NII + Inter-segment revenue + Obligatory deposit insurance + NFCI) / Average segment assets, according to the segment reporting
2. OPEX for the period / Average segment assets, according to the segment reporting

CORPORATE BUSINESS

AS AT 30.09.2021 / FOR 9M21

₽596_{BN}
CORPORATE LENDING¹

25% SME | 75% «Blue chips» & State

₽650_{BN}
CORPORATE FUNDING²

24% Current accounts | 76% Term deposits

TRADE FINANCE

₽234_{BN}

Bank guarantees issued

PROCUREMENT

25%

Share of public procurement tenders under 44-FZ³

CLIENTS

200_k

«Blue chips», State and SME

GOLD

30%

Gold mined in Russia⁴

Source: IFRS financial statements (as at 30 September 2021), company disclosure

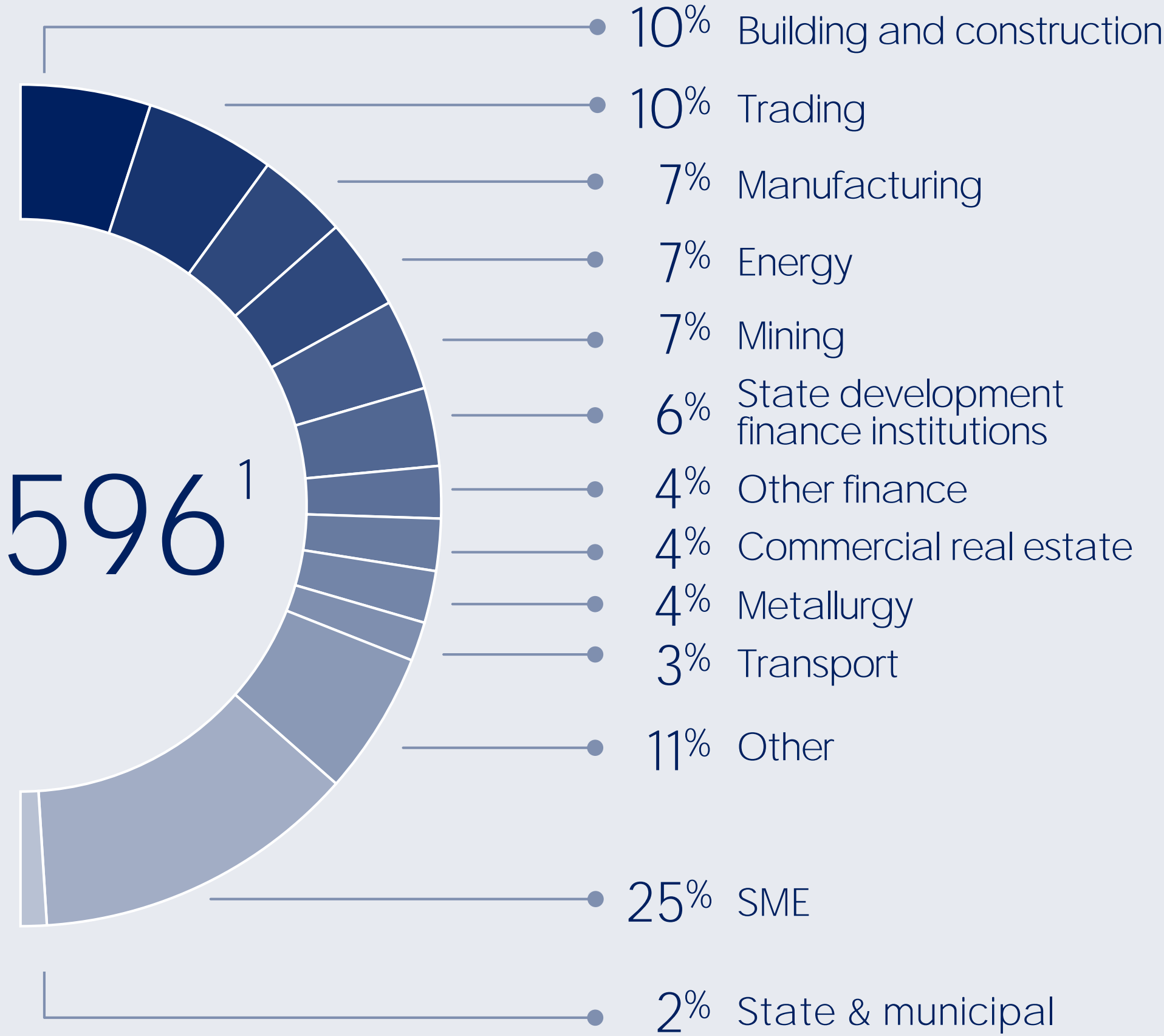
1. Corporate loans, Loans to small businesses and other loans to customers and Loans to constituent entities and municipalities of the Russian Federation less allowance for loan impairment
2. Corporate deposits as of 30 September 2021

3. For 9m21, according to the Group's estimates based on the information published by <https://zakupki.gov.ru/>

4. Share of gold purchased by the Group in 9m21 in total volume of gold mined in Russia, based on the information published by the Ministry of Finance of the Russian Federation

CORPORATE LOAN PORTFOLIO

₽BN



1.3%

Stage 3 loans

222%

Stage 3 coverage

10%

ESG-linked loans

7%

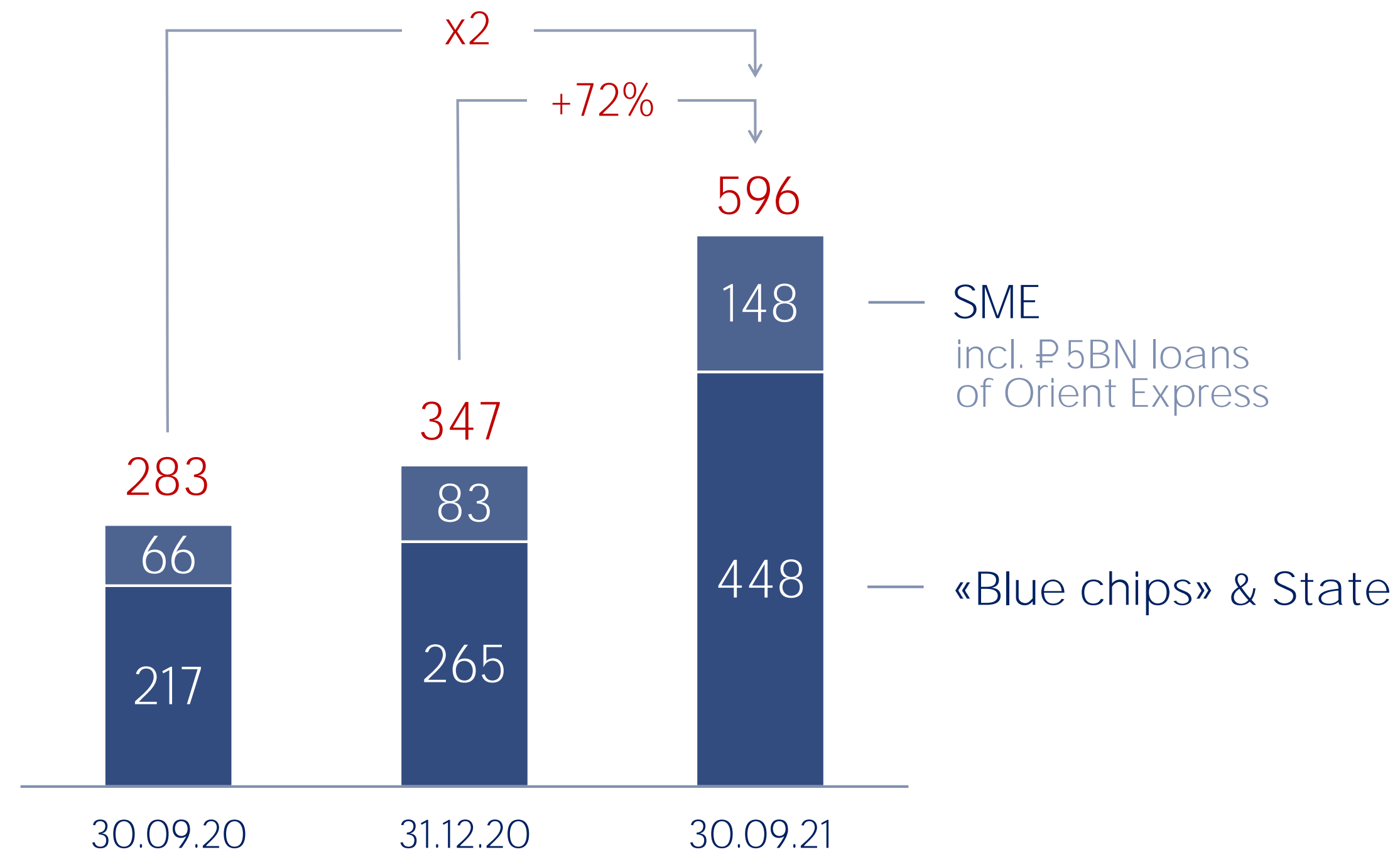
The largest exposure

Source: IFRS financial statements (as at 30 September 2021)
1. Corporate loans, Loans to small businesses and other loans to customers and Loans to constituent entities and municipalities of the Russian federation less allowance for loan impairment

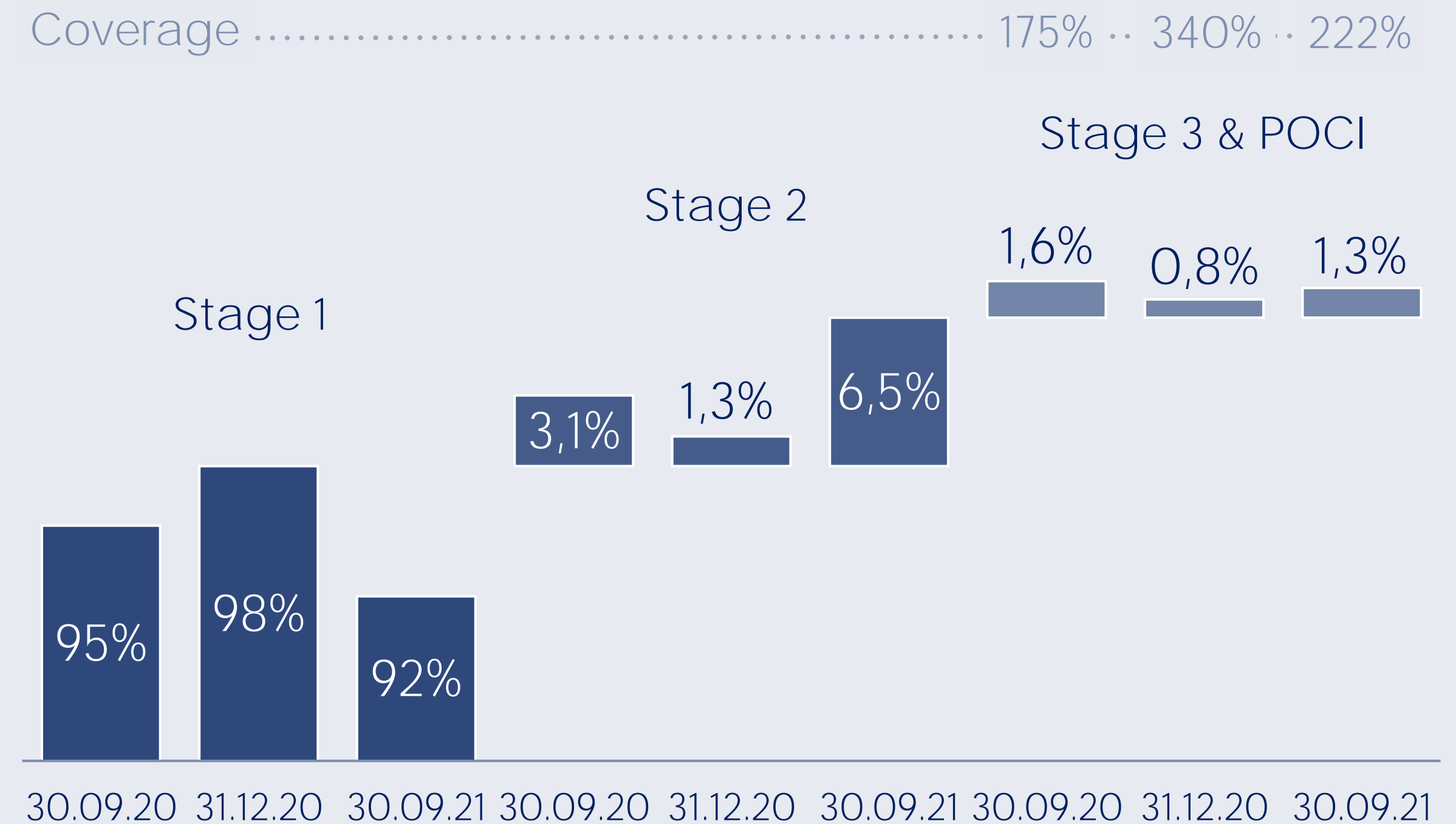
CORPORATE LOAN PORTFOLIO

₽BN

NET PORTFOLIO¹



COMPOSITION OF GROSS PORTFOLIO²



Source: IFRS financial statements (9m20 – 9m21)

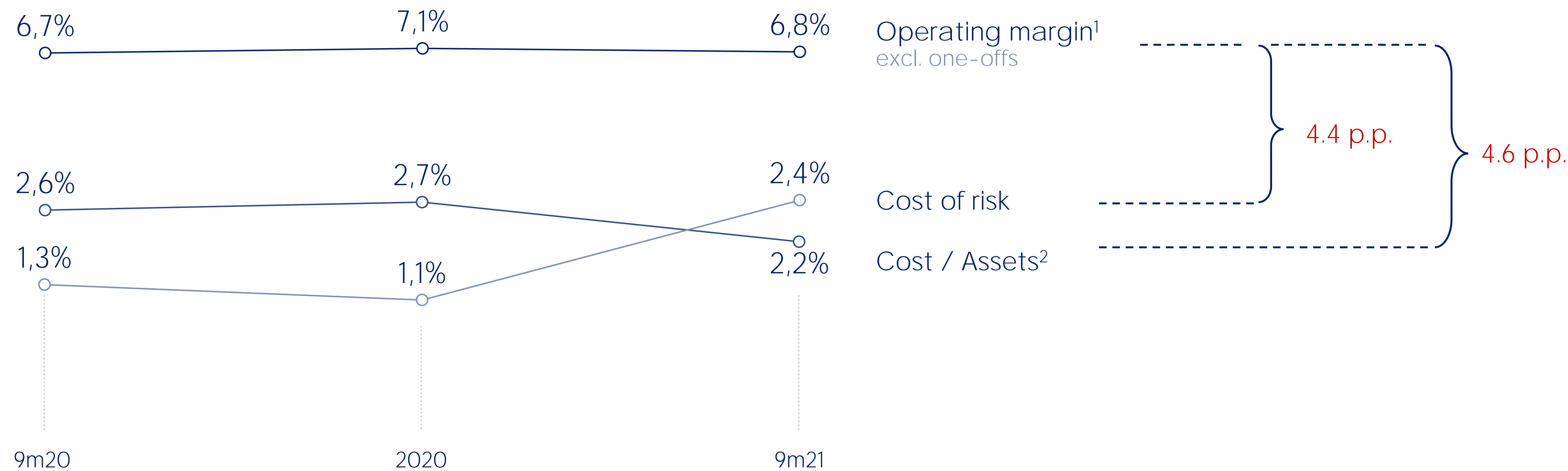
1. Corporate loans, Loans to small businesses and other loans to customers and Loans to constituent entities and municipalities of the Russian federation less allowance for loan impairment
2. Excluding bonds at amortized cost

Stage 2 growth in 3Q21 due to reclassification of Rusnano loan

SEGMENT RESULTS: CORPORATE

₴BN

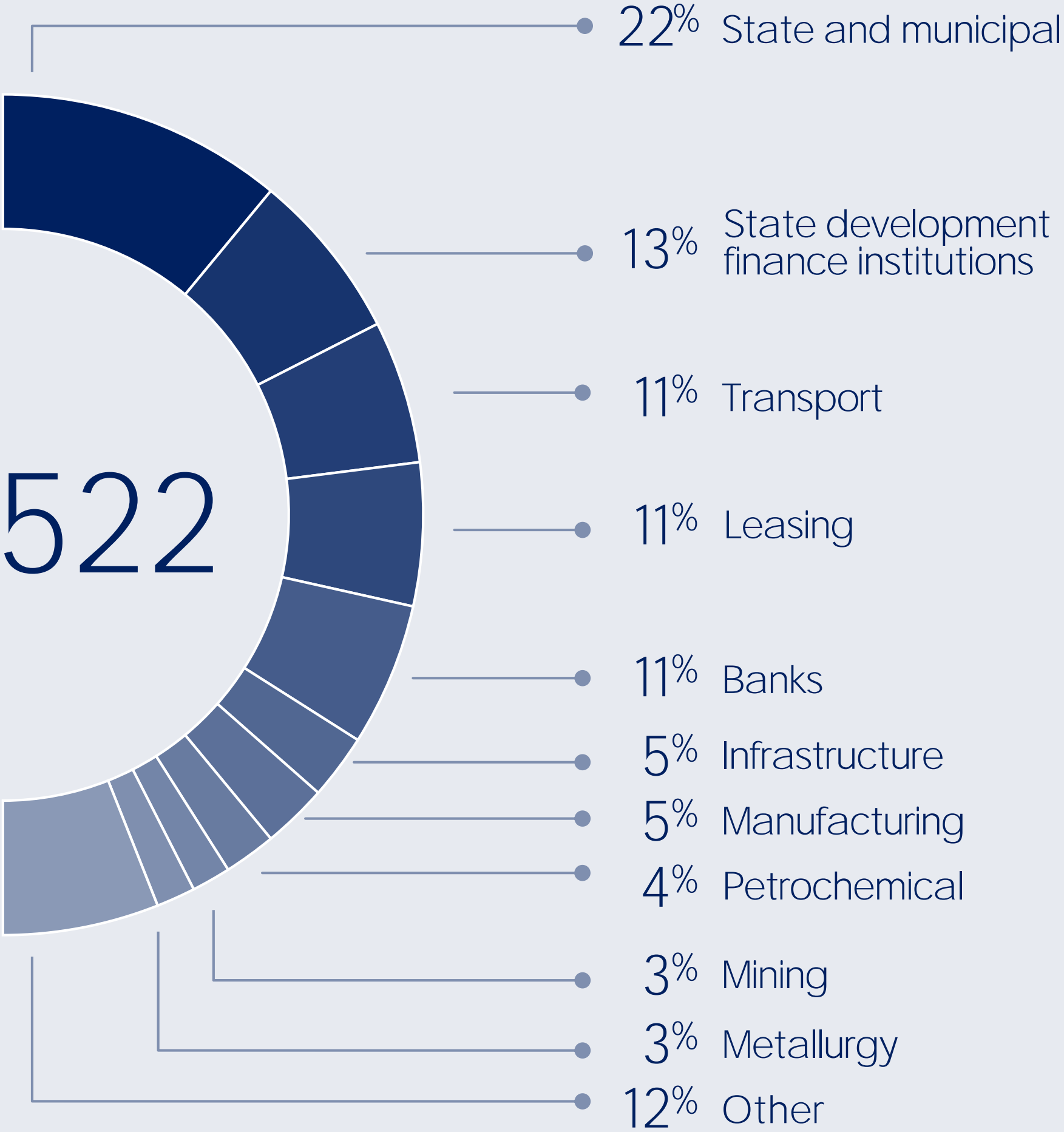
OPERATING EFFICIENCY



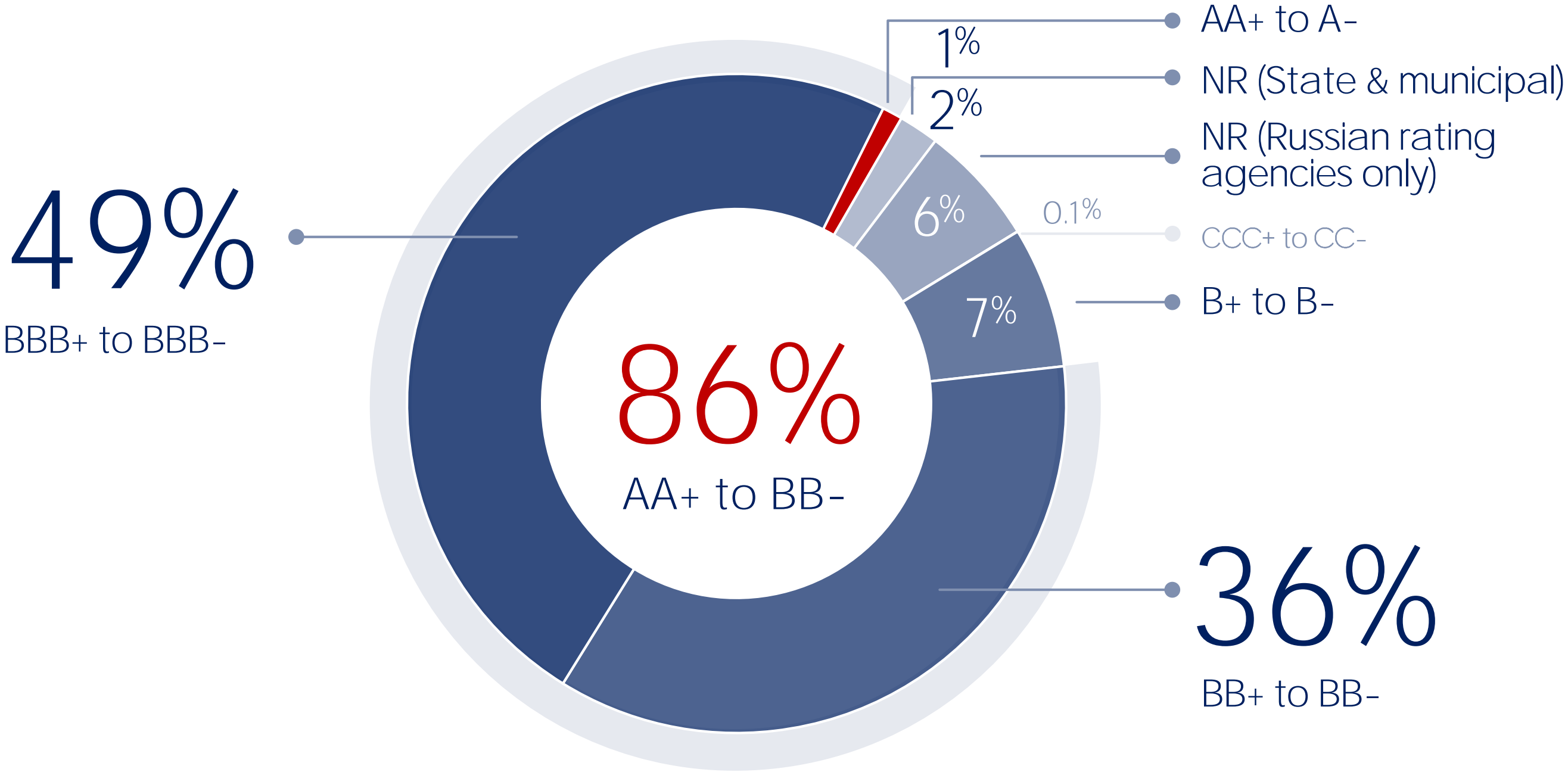
Source: IFRS financial statements (9m20 – 9m21)
1. (NII + Inter-segment revenue + Obligatory deposit insurance + NFCI) / Average segment assets, according to the segment reporting
2. OPEX for the period / Average segment assets, according to the segment reporting

BOND PORTFOLIO¹

₽BN

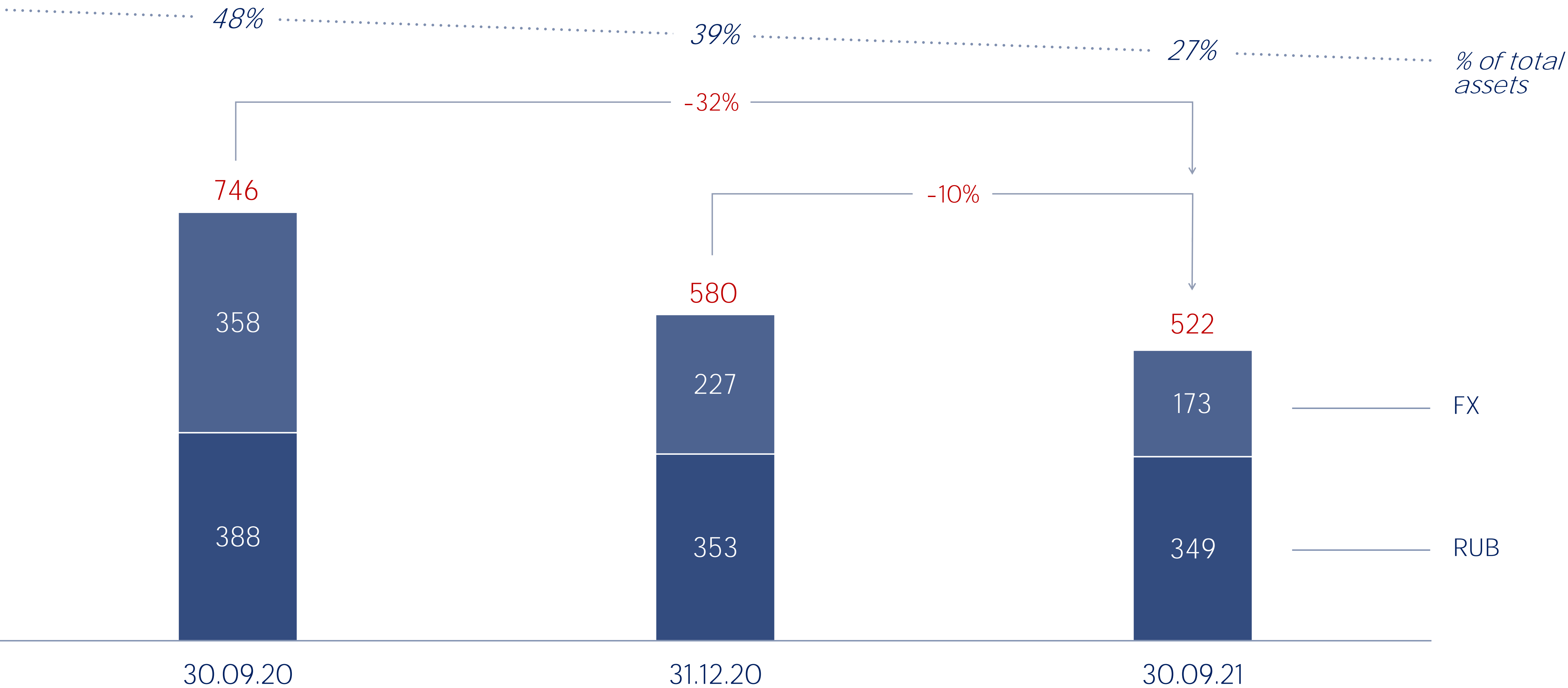


CREDIT RATINGS BY MOODY'S / S&P / FITCH



Source: IFRS financial statements (as at 30 September 2021)
1. Financial instruments at FVPL excluding derivative financial instruments, corporate shares and shares of companies with state participation; Financial instruments at FVOCI; Corporate bonds, bonds of companies with state participation, Russian subfederal and municipal bonds, and Russian federal Eurobonds measured at amortized cost less allowance for impairment and bonds of Russian banks measured at amortized cost less allowance for impairment

BOND PORTFOLIO¹



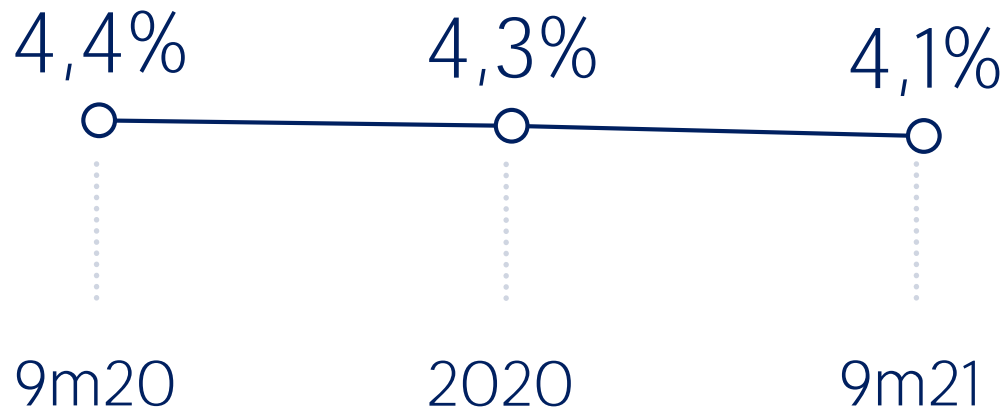
Source: IFRS financial statements (as at 30 September 2021)
Values are subject to rounding: rounded components may not add up to the rounded sum

1. Financial instruments at FVPL excluding derivative financial instruments, corporate shares and shares of companies with state participation; Financial instruments at FVOCI; Corporate bonds, bonds of companies with state participation, Russian subfederal and municipal bonds, and Russian federal Eurobonds measured at amortized cost less allowance for impairment and bonds of Russian banks measured at amortized cost less allowance for impairment

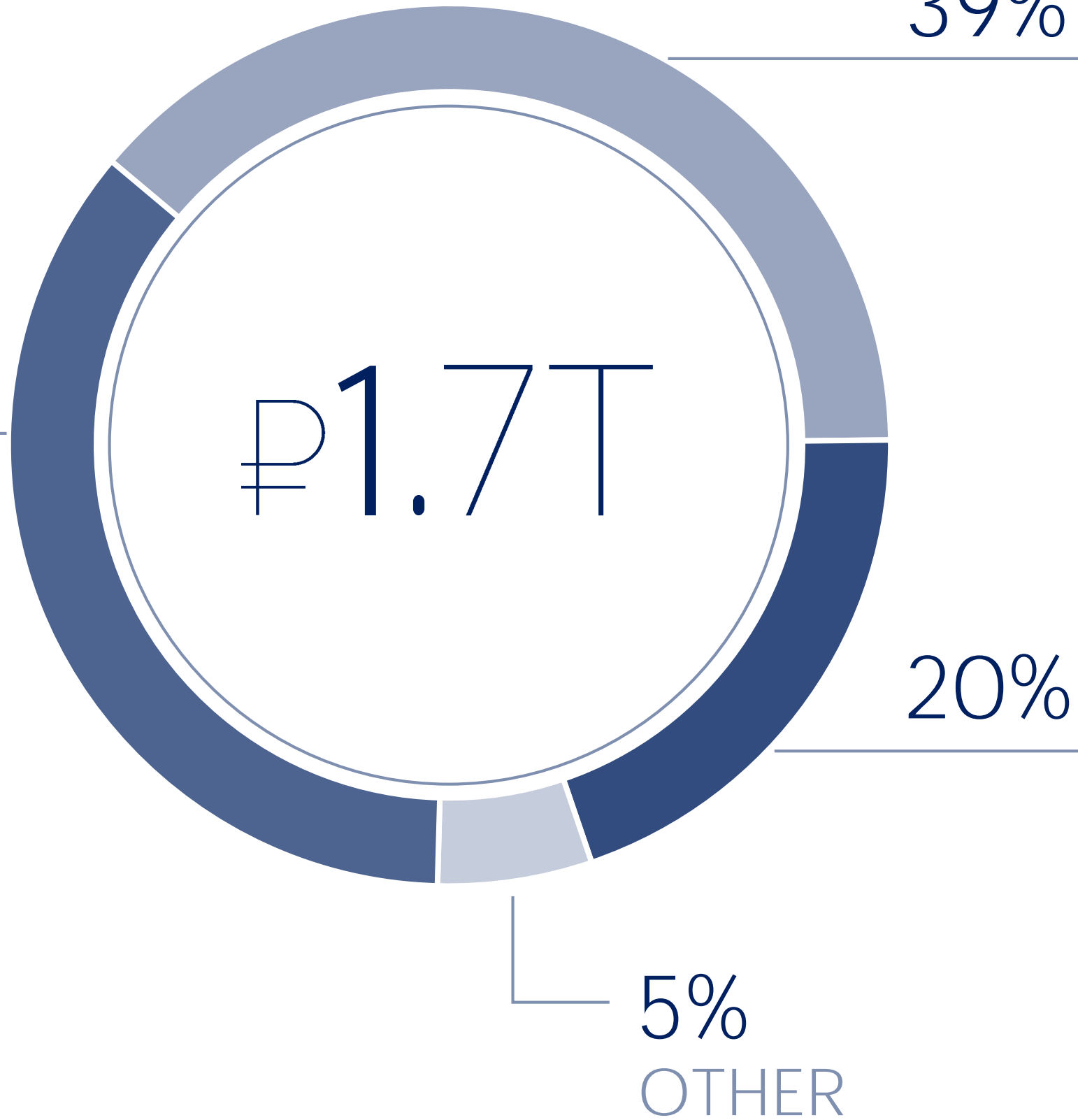
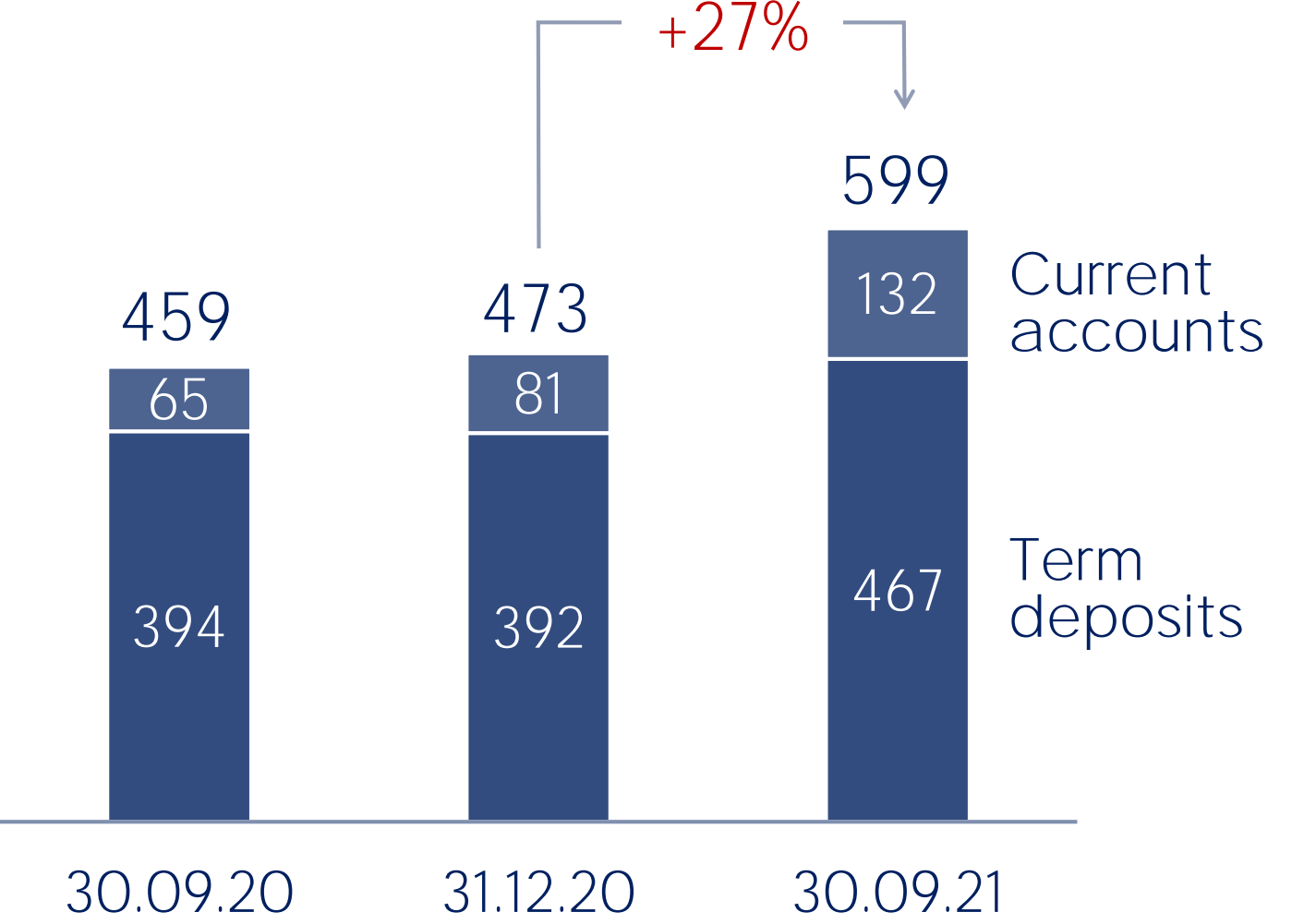
DIVERSIFIED FUNDING

₹BN

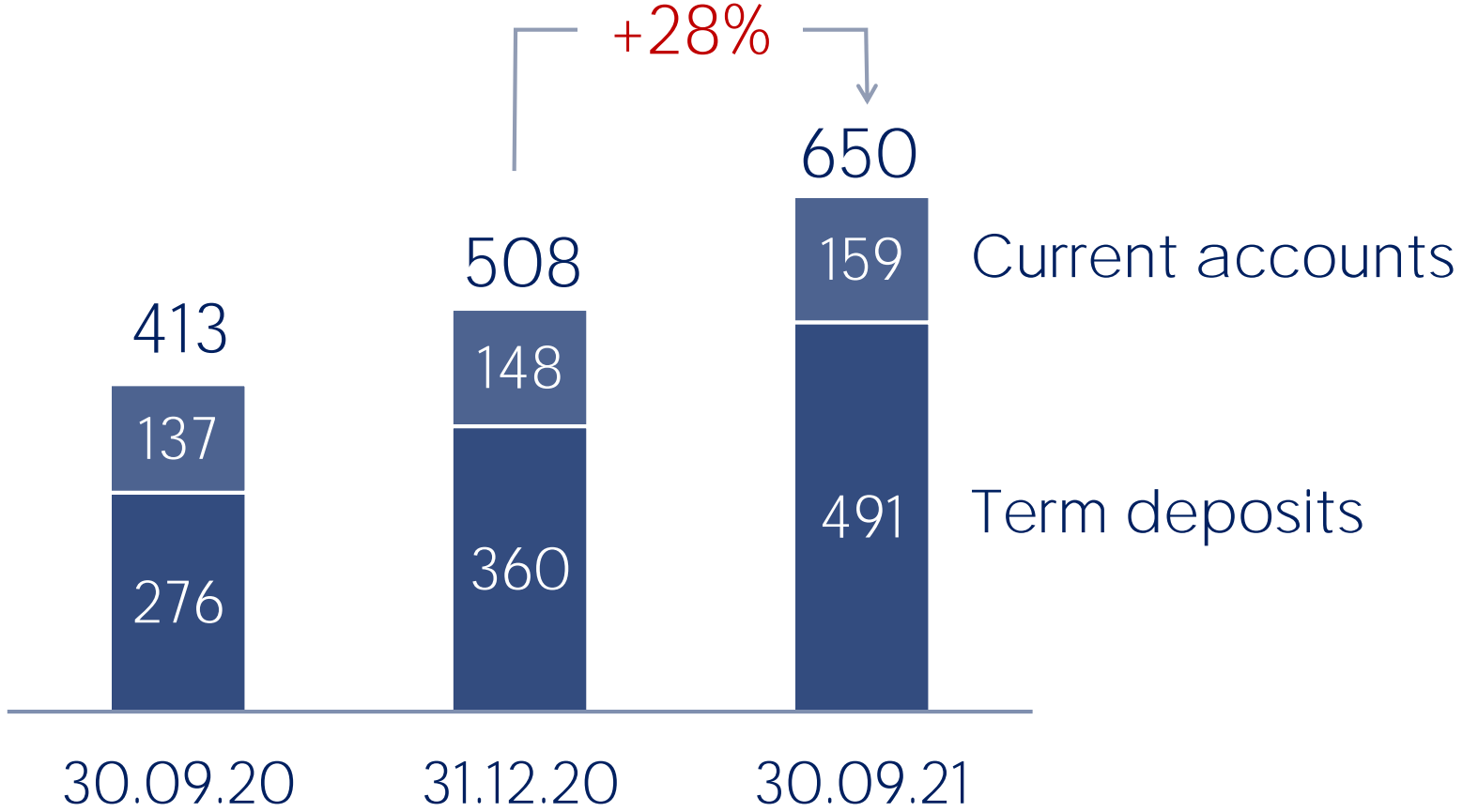
COST OF FUNDING



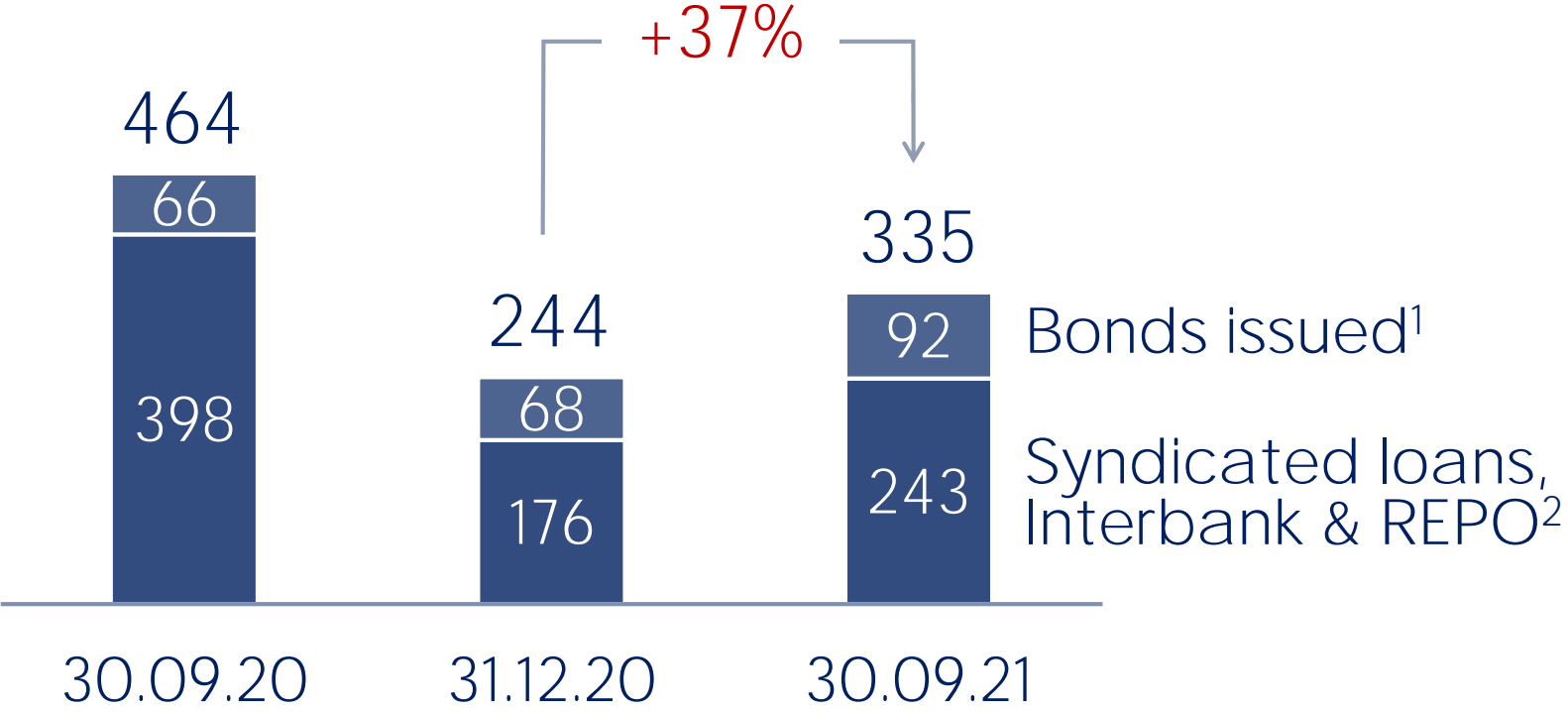
RETAIL



CORPORATE



WHOLESALE



Source: IFRS financial statements (9m20 – 9m21)
1. Debt securities issued and Subordinated debt according to the Note 22 in the 9m21 IFRS financial statements
2. Due to banks and other borrowed funds according to the Note 22 in the 9m21 IFRS financial statements

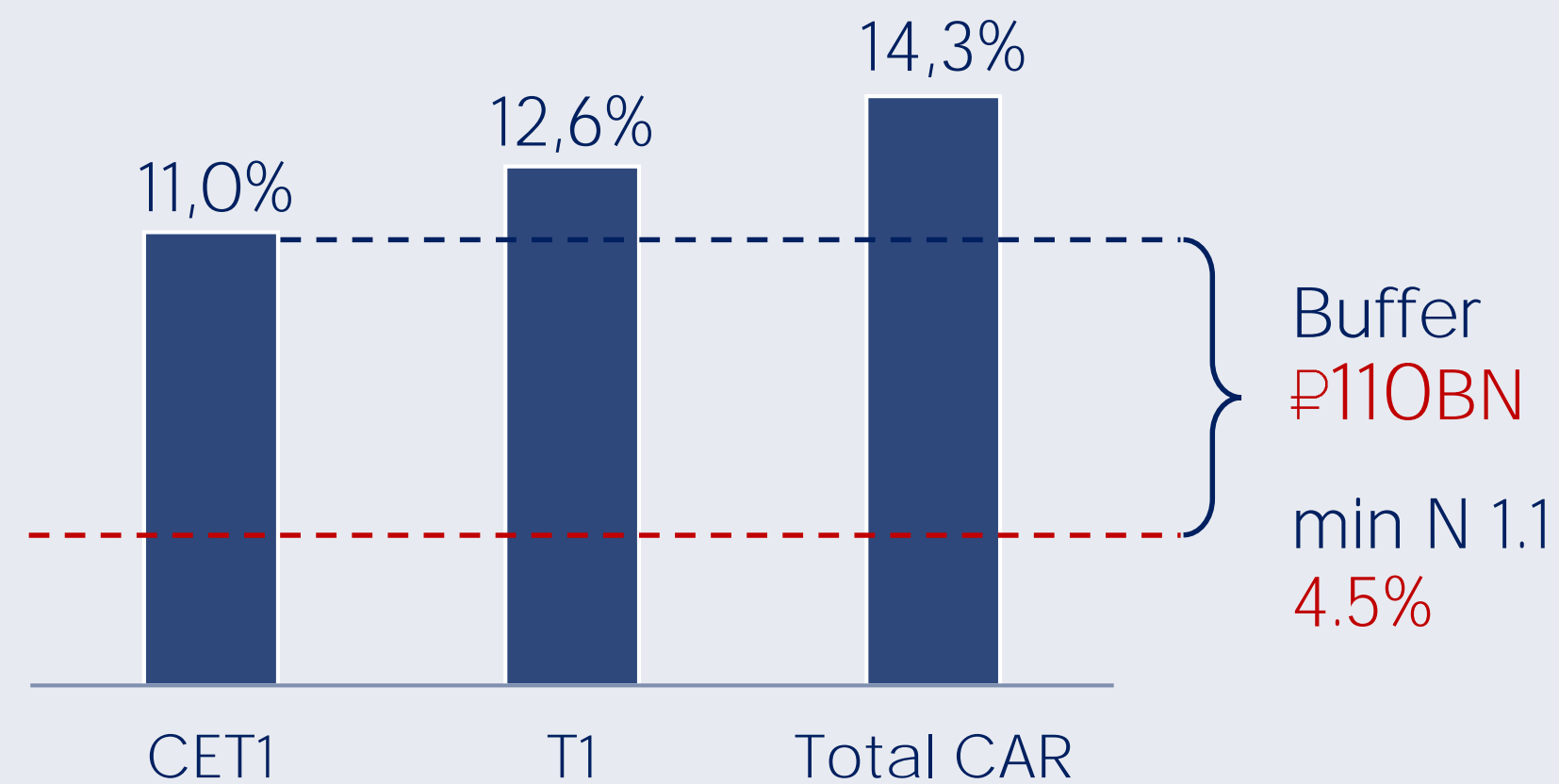
PUBLIC DEBT

LOCAL			INTERNATIONAL			
AS AT 30 NOV'21	Maturity / offer date	₽ BN	Maturity / offer date	\$ MLN	Coupon rate %	ISIN
TIER 1 CAPITAL	Perpetual / 2025	<div><div></div>4,1</div>	Perpetual / 2025	<div><div></div>300</div>	7.75%	XS2113968148 144α: US84605LAB27
			Perpetual / 2027	<div><div></div>300</div>	7.6%	XS2393688598 144α: US84605LAD82
TIER 2 CAPITAL	2028	<div><div></div>0,4</div>	2030 / 2025	<div><div></div>300</div>	8.0%	XS2010043656 144α: US84605LAA44
	2029 / 2023	<div><div></div>0,1</div>				
SENIOR UNSECURED	Dec 21	<div><div></div>10</div>	2025	<div><div></div>300</div>	3.4%	XS2291914971 144α: US84605LAC00
	2022	<div><div></div>9,5</div>				
	2023	<div><div></div>3,1</div>				
	2024	<div><div></div>10</div>				
				Social Eurobond		

CAPITAL

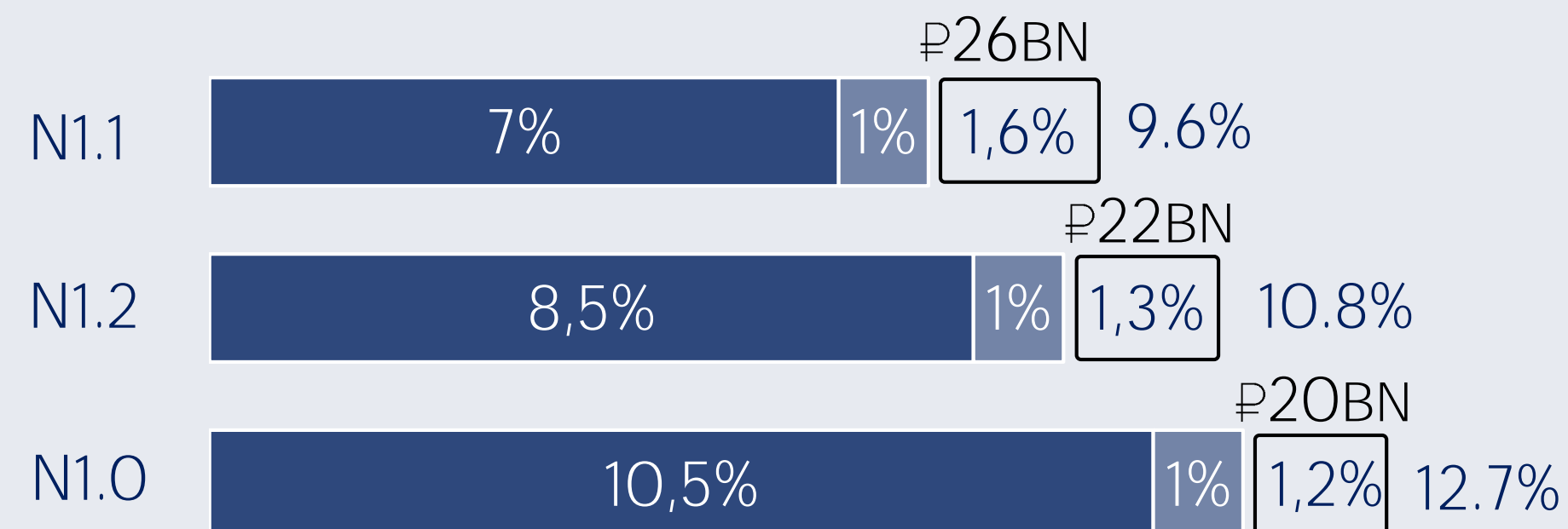
IFRS CAPITAL ADEQUACY (BASEL III)

Consolidated, as at 30.09.2021



RAS CAPITAL ADEQUACY (BASEL 3.5)

Standalone, as at 01.10.2021



₱BN

IFRS CAR

₱BN	30.09.21	31.12.20	Δ
Common equity (CET1)	187	155	+21%
Additional (AT1)	26	26	-2%
Tier 1 capital	212	181	+18%
Tier 2 capital	29	30	-1%
Total capital	242	210	+15%
Total risk-weighted assets	1,690	1,345	+26%
Tier 1 capital adequacy ratio	12.6%	13.4%	-0.8 p.p.
Total capital adequacy ratio	14.3%	15.6%	-1.3 p.p.

IFRS EQUITY

₱BN	30.09.21	31.12.20	Δ
Share capital	2	2	-
Treasury shares	(5)	(5)	-
Other capital contribution	26	26	-
Perpetual subordinated bonds	26	26	-2%
Retained earnings	169	136	+25%
Revaluation reserves (FVOCI, buildings)	3	1	x2
Non-controlling interest	3	2	+29%
Total equity	224	188	+19%

Source: IFRS financial statements (2020 – 9m21), company disclosures, CBR
Values are subject to rounding: rounded components may not add up to the rounded sum

KEY FINANCIALS

P&L, ₽BN	9m21	9m20	Δ
NII	83	59	+42%
<i>Net interest margin</i>	<i>7.5%</i>	<i>6.5%</i>	<i>+1 p.p.</i>
NFCI	24	18	+32%
Allowance for credit losses	(18)	(17)	+4%
<i>Cost of risk</i>	<i>2.8%</i>	<i>3.3%</i>	<i>-0.5 p.p.</i>
OPEX	(47)	(31)	+51%
<i>Cost / Income</i>	<i>44%</i>	<i>40%</i>	<i>+4 p.p.</i>
Profit for the period	41	22	+90%
<i>ROE¹</i>	<i>32%</i>	<i>23%</i>	<i>+9 p.p.</i>
Sustainable profit	38	23	+64%
<i>Sustainable ROE</i>	<i>29%</i>	<i>24%</i>	<i>+5 p.p.</i>

BS, ₽BN	30.09.21	31.12.20	Δ
Retail loans ²	464	298	+56%
Corporate loans ³	596	347	+72%
Bonds ⁴	522	580	-10%
Total assets	1,913	1,483	+29%
Retail funding	599	473	+27%
Corporate funding	650	508	+28%
Wholesale funding ⁵	335	244	+37%
Total liabilities	1,690	1,295	+31%
Total equity	224	188	+19%

Source: IFRS financial statements (9m20 – 9m21)

1. Profit for the period / Average total equity (excl. Perpetual subordinated bonds)

2. Retail loans less allowance for loan impairment

3. Corporate loans less allowance for loan impairment

4. Financial instruments at FVPL excluding derivative financial instruments, corporate shares and shares of companies with state participation; Financial instruments at

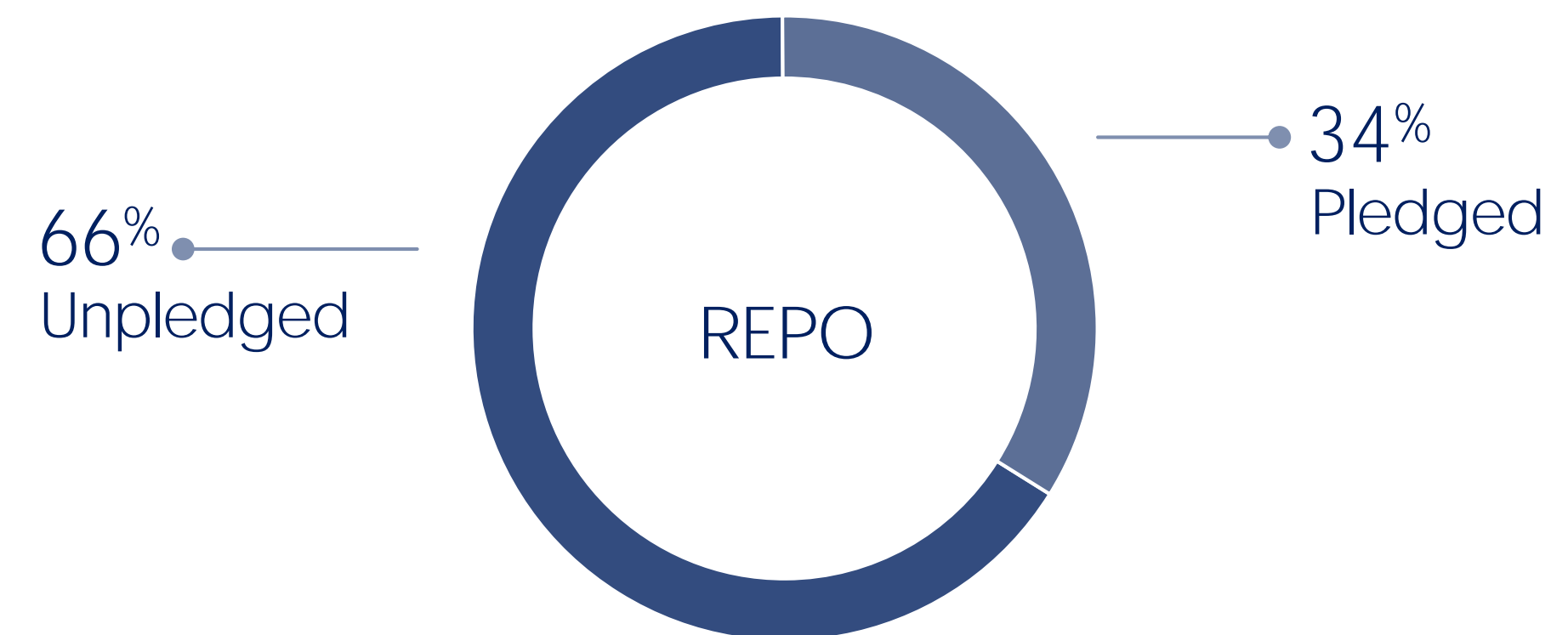
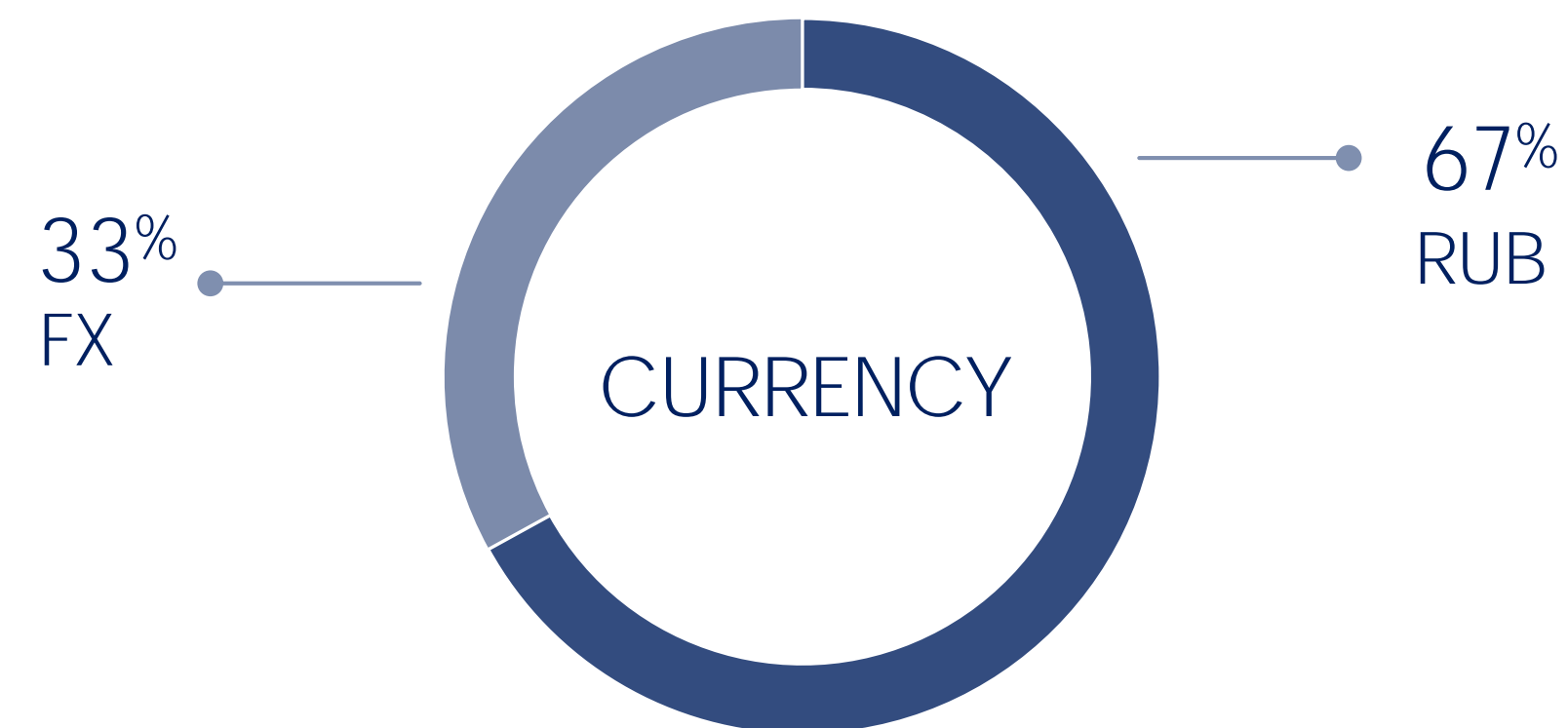
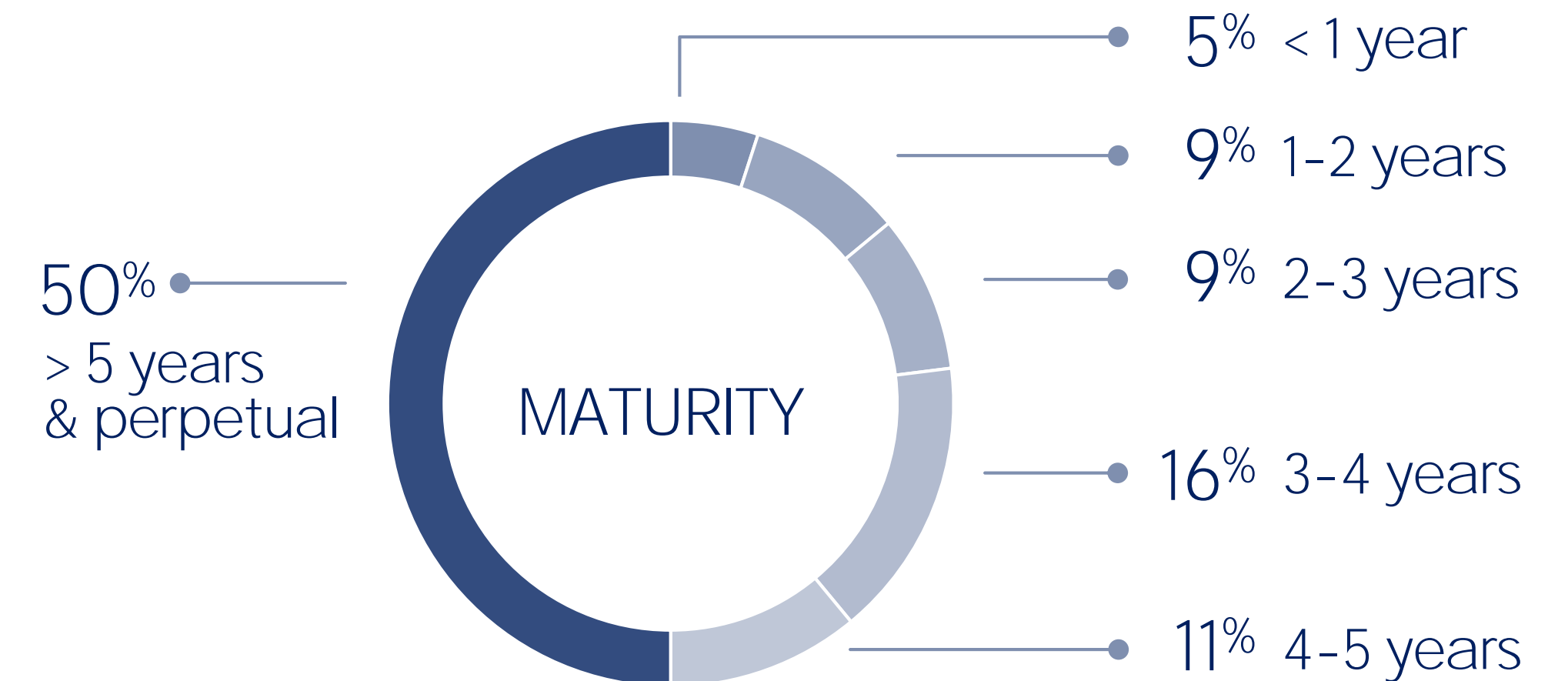
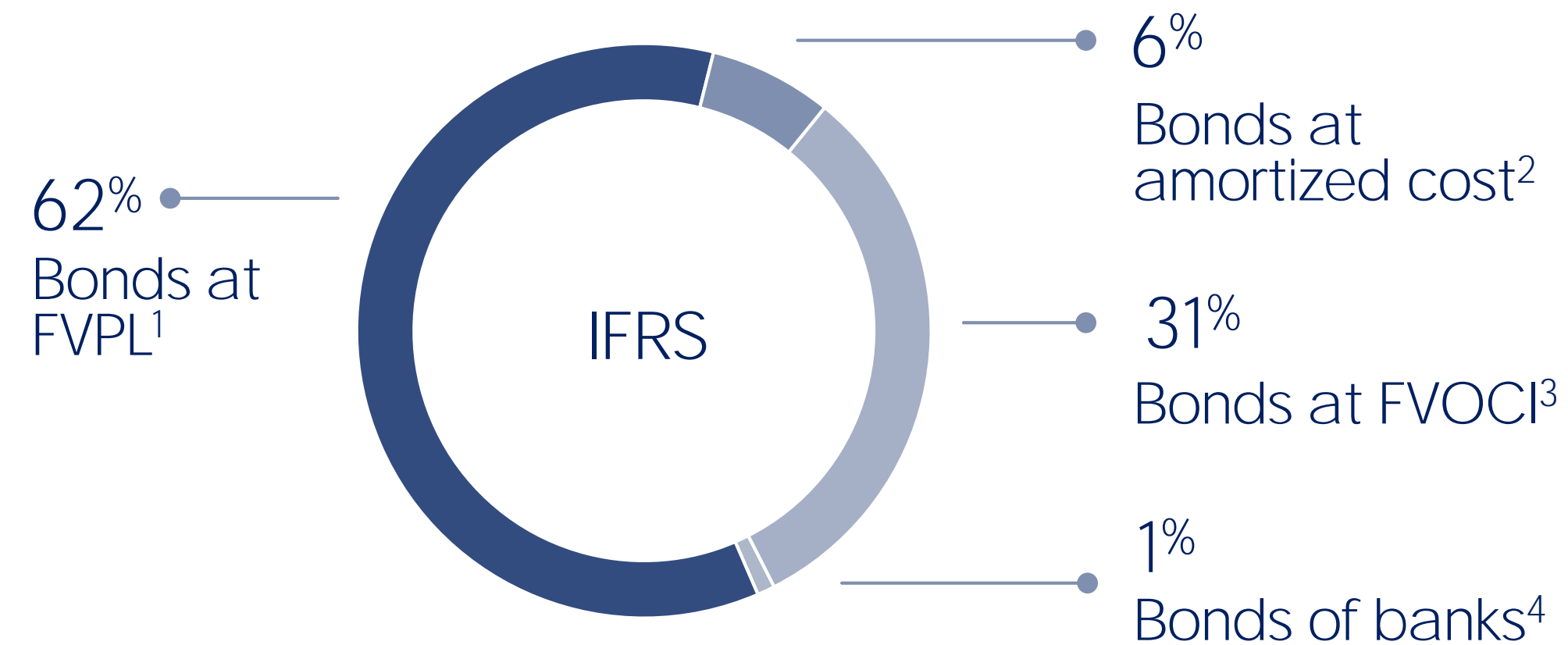
FVOCI; Corporate bonds, bonds of companies with state participation, Russian subfederal and municipal bonds, and Russian federal eurobonds measured at amortized cost less allowance for impairment and bonds of Russian banks measured at amortized cost less allowance for impairment

5. Due to banks, Debt securities issued, Subordinated debt, Other borrowed funds

SUPPLEMENTS

BOND PORTFOLIO

₽BN



Source: IFRS financial statements (as at 30 September 2021)

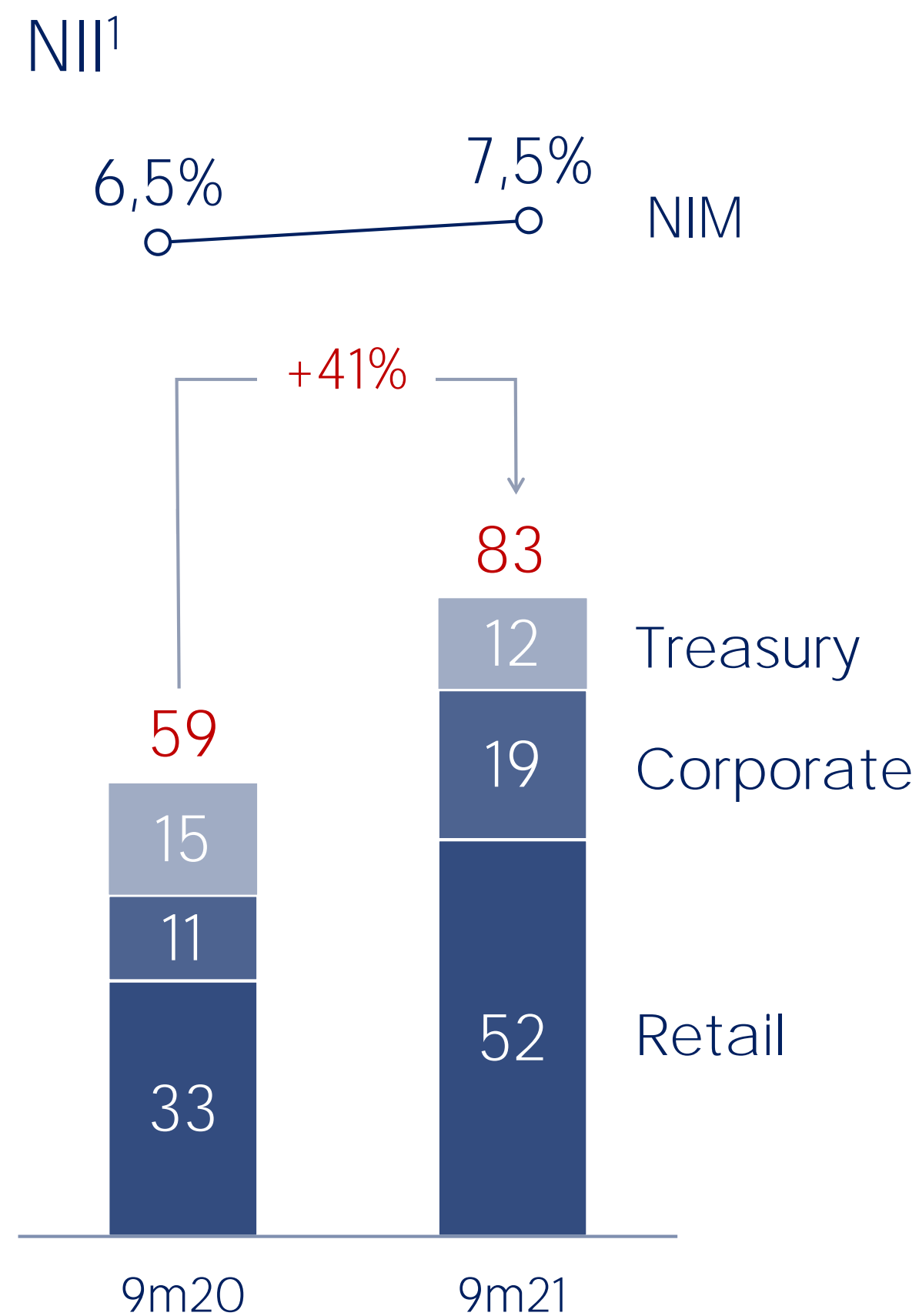
1. Financial instruments at FVPL excluding derivative financial instruments, corporate shares and shares of companies with state participation
2. Corporate bonds, bonds of companies with state participation and Russian

subfederal and municipal bonds, and Russian federal Eurobonds measured at amortized cost less allowance for impairment

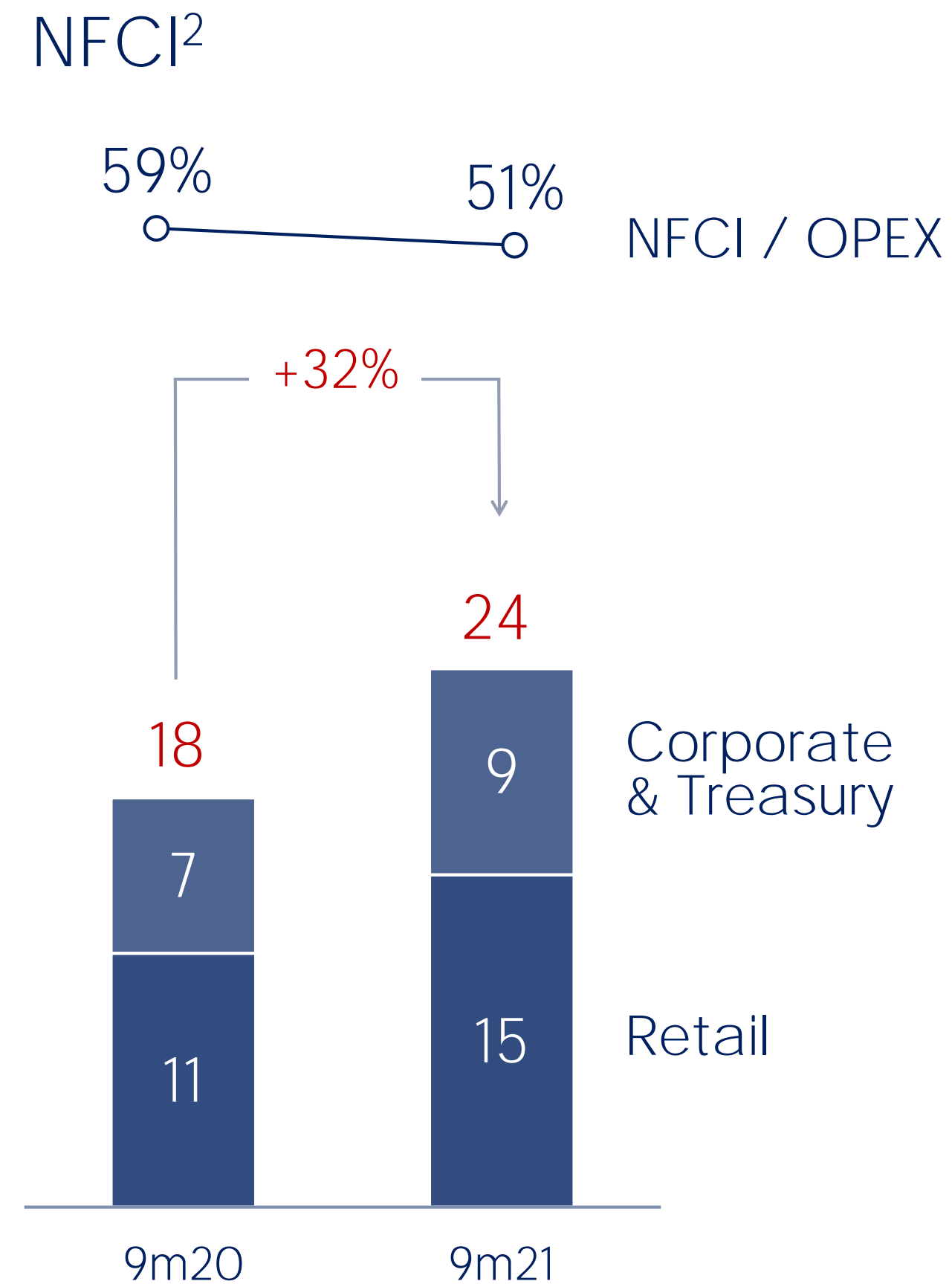
3. Financial instruments at FVOCI
4. Bonds of Russian banks measured at amortized cost less allowance for impairment

OPERATING INCOME

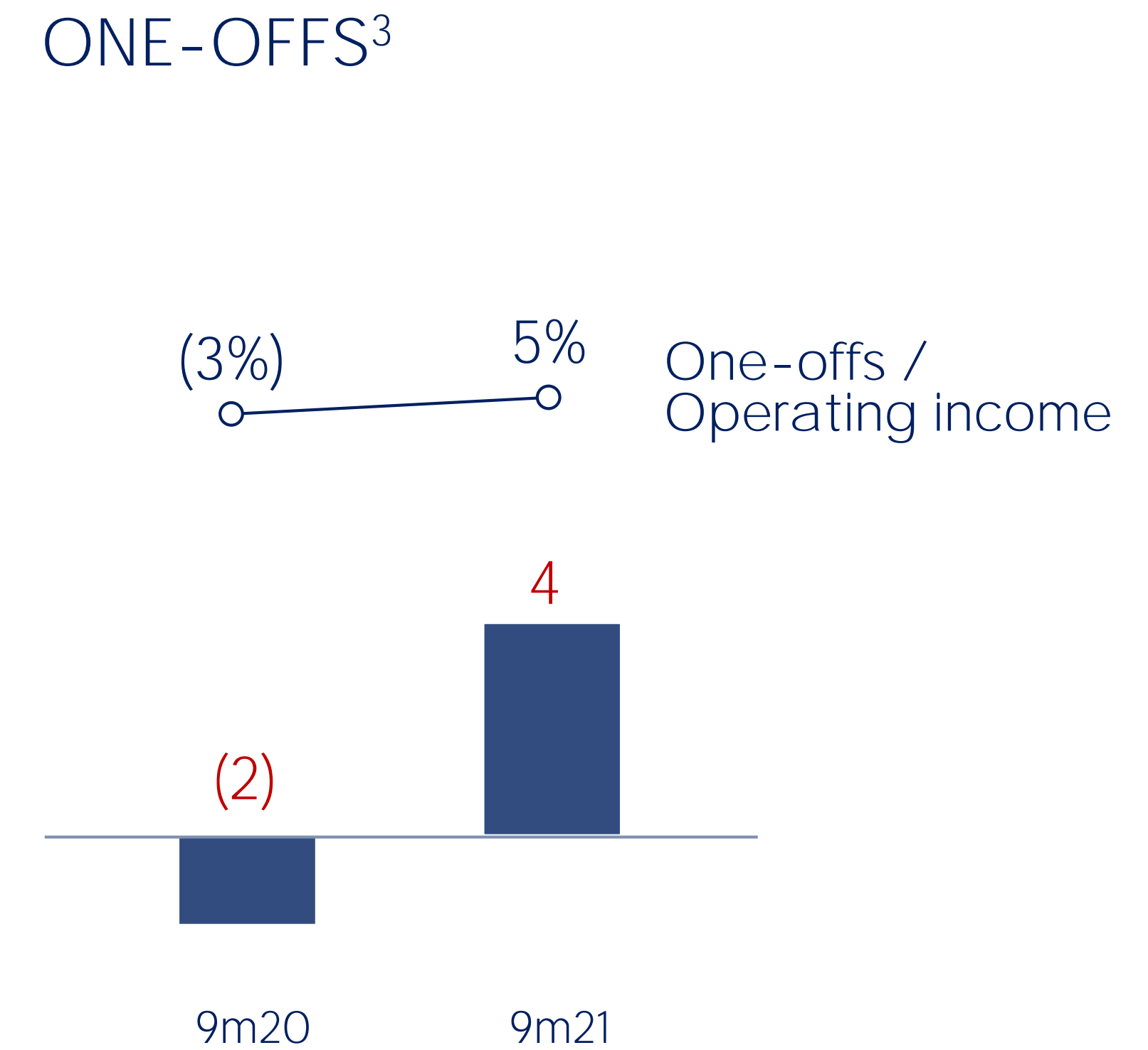
₹BN



Organic & inorganic growth of loan book



Growth of non-banking business: insurance, procurement



Bond portfolio revaluation of ₹ (12)BN, FX of ₹ 10BN in 9m20

Bond portfolio revaluation of ₹ (7)BN, FX of ₹ 7BN, goodwill of ₹ 3.3BN in 9m21

Source: IFRS financial statements (9m20 – 9m21)

1. Sum of Interest income, Interest expense, Inter-segment revenue/expense and Obligatory deposit insurance

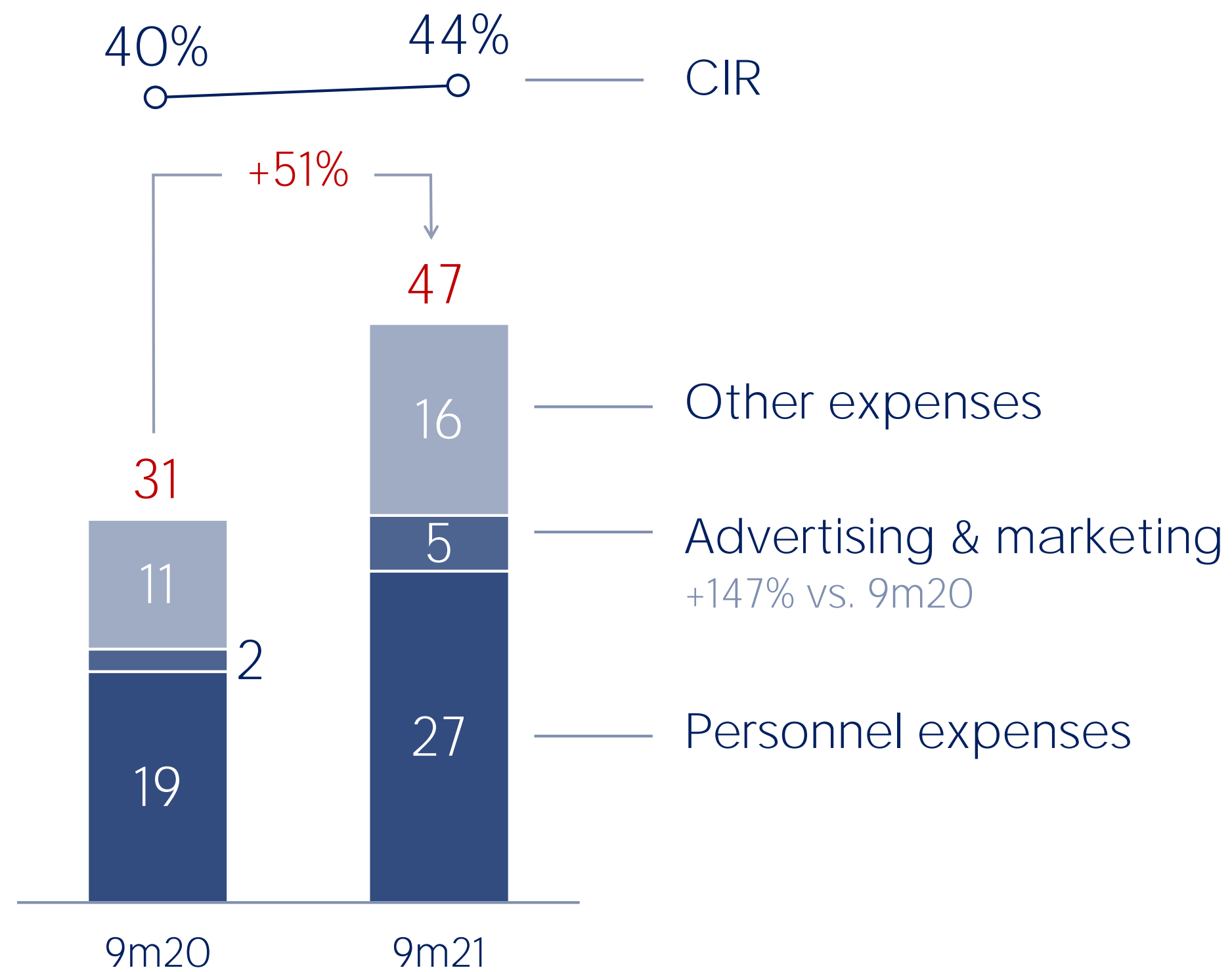
2. Sum of fee and commission income and fee and commission expense

3. Sum of bond portfolio revaluation, FX revaluation, Goodwill and other non-recurring events

OPERATING EXPENSES

₴BN

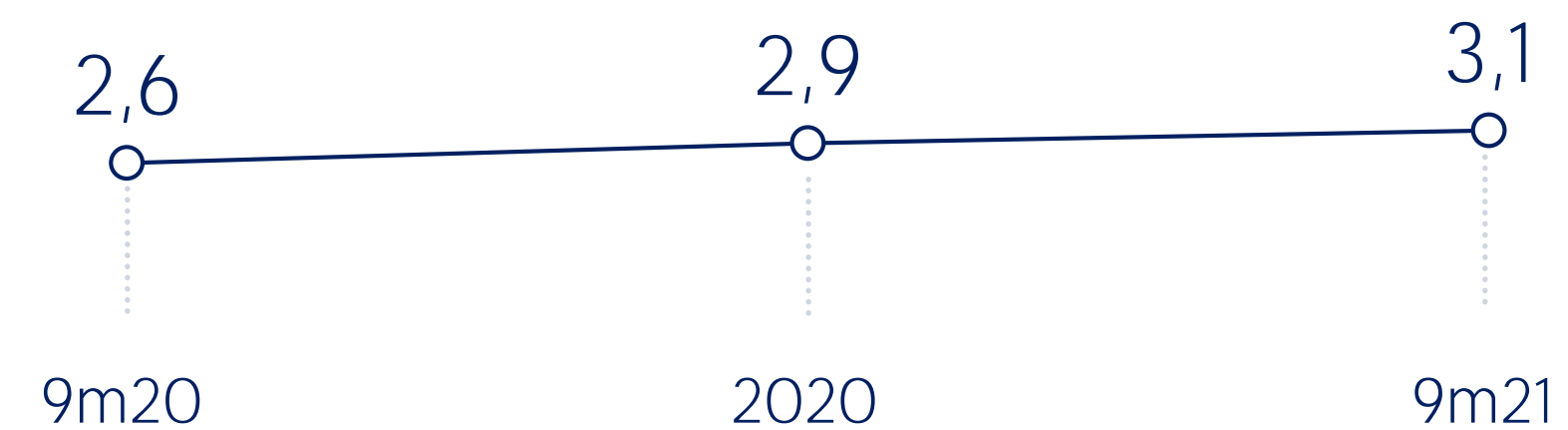
OPEX



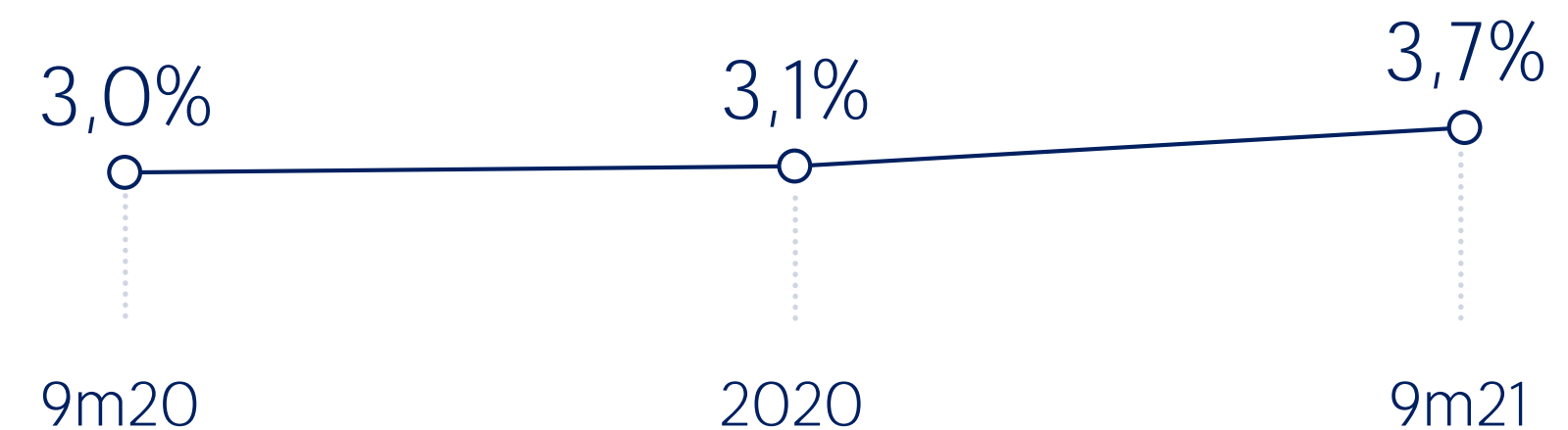
OPEX growth due to Halva rebranding and Orient Express integration costs

KEY METRICS

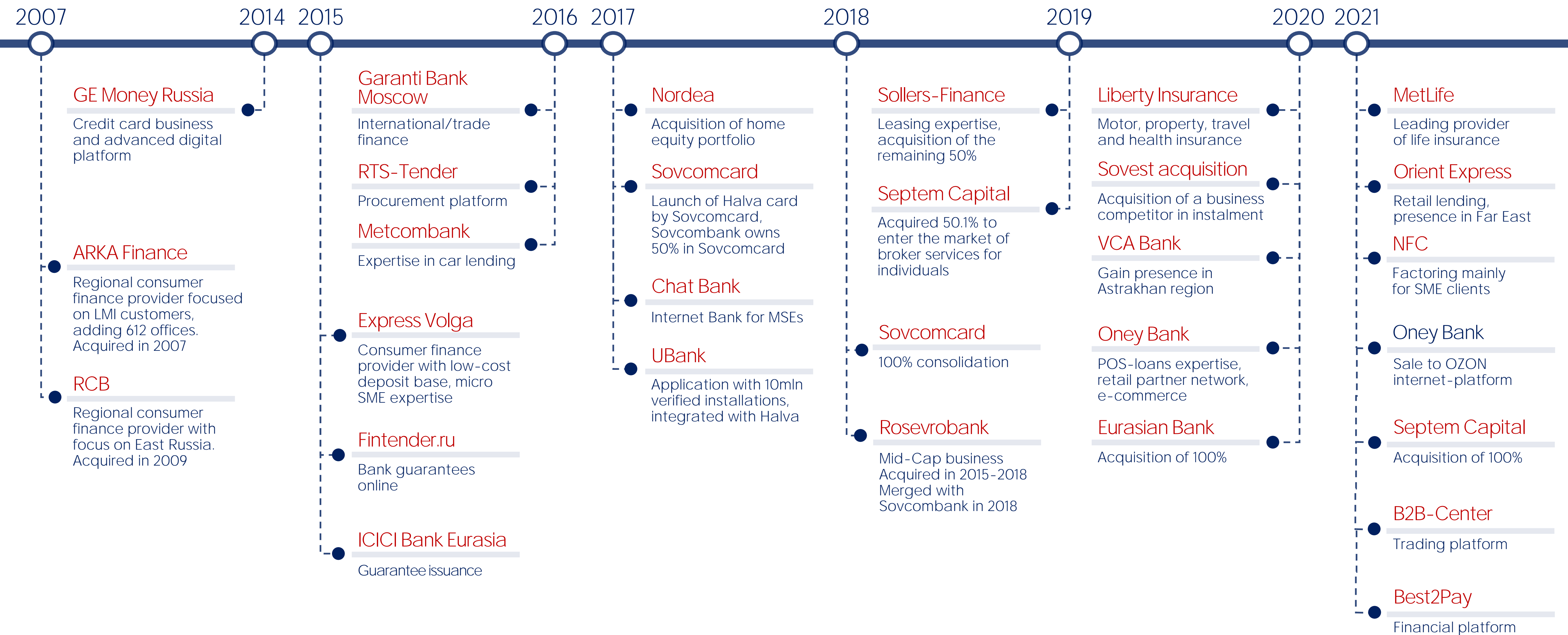
OPEX per employee, ₴ mln



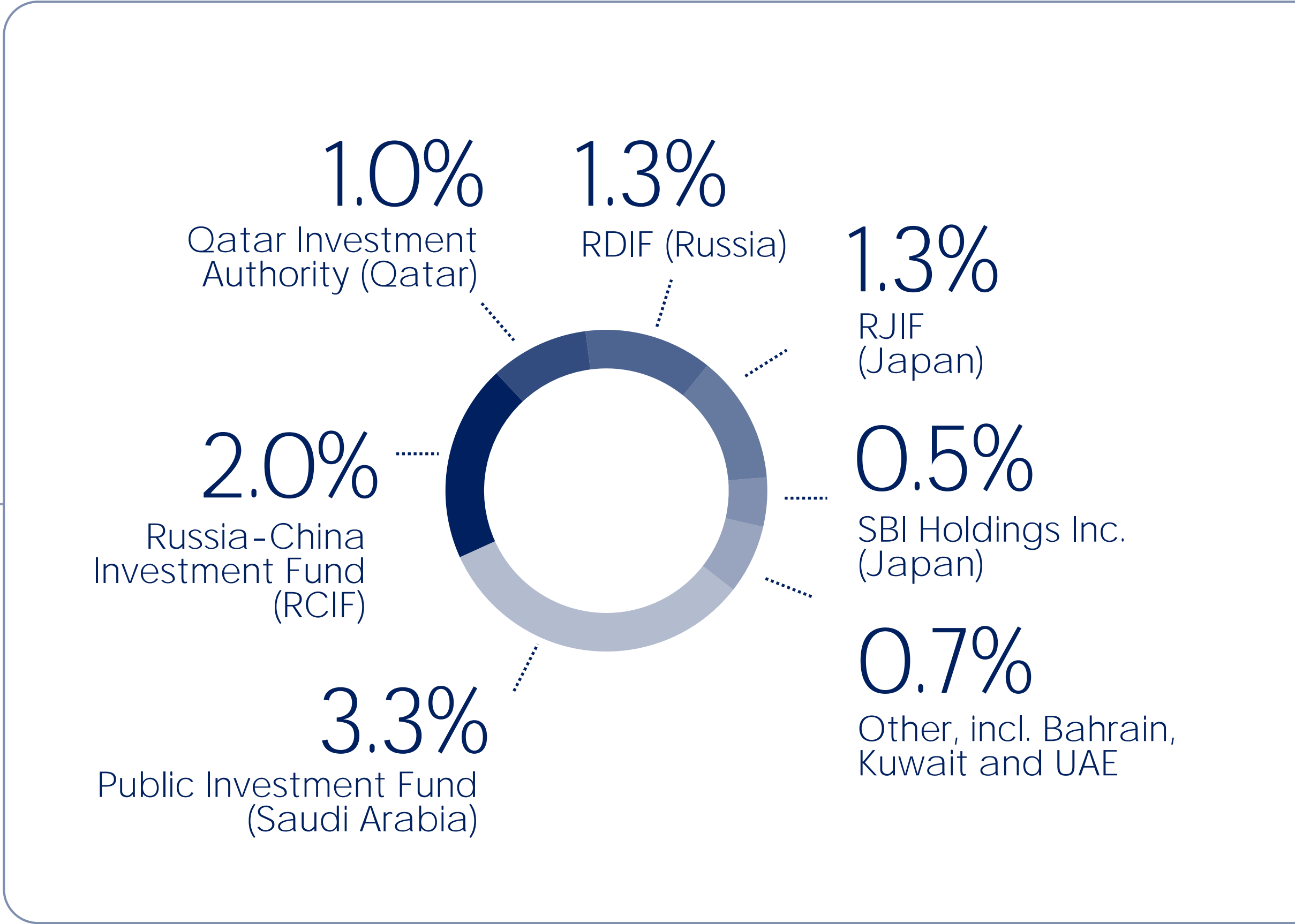
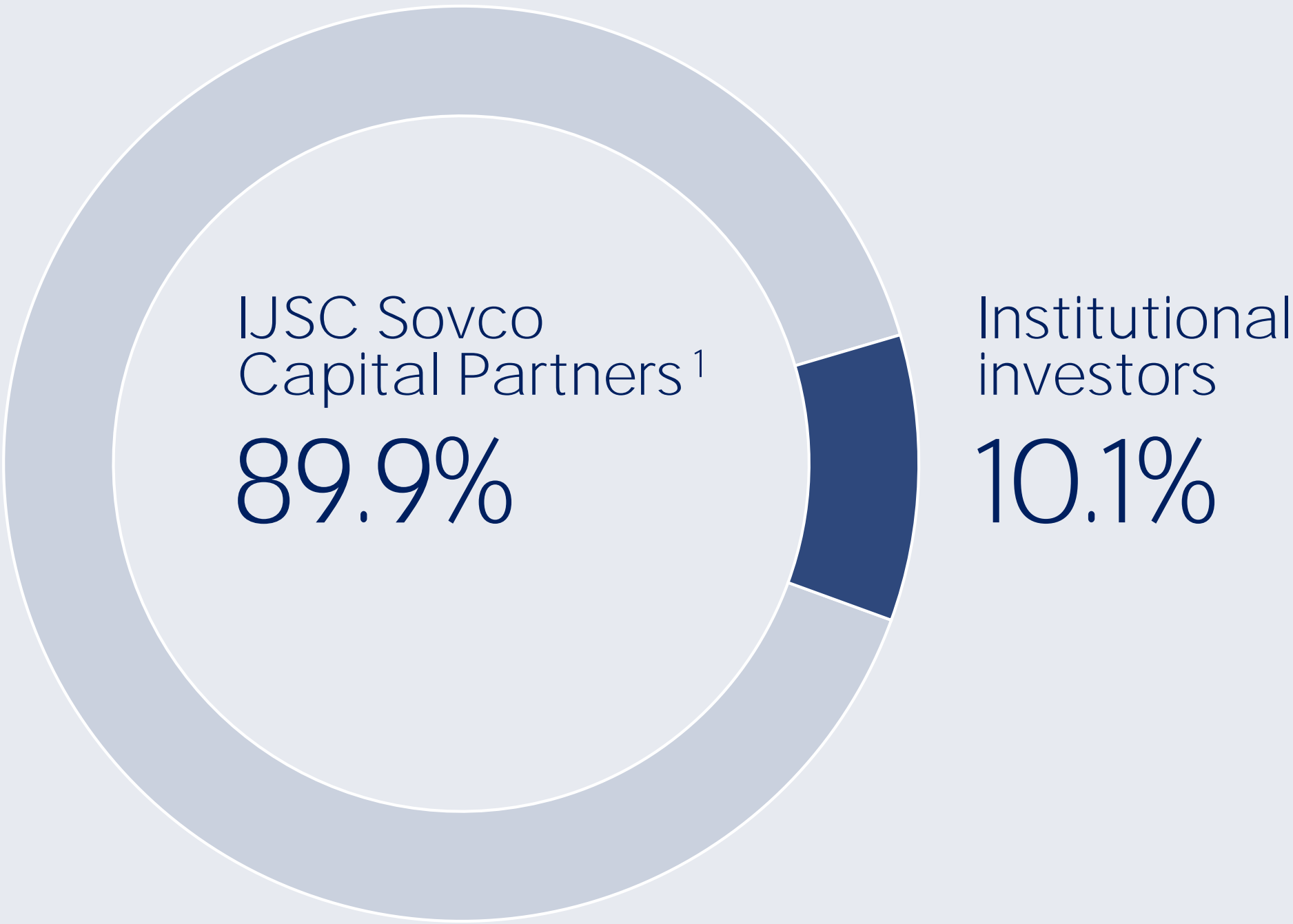
OPEX / Assets



M&A DEALS



SHAREHOLDERS



Source: IFRS financial statements (as at 30 September 2021)
1. Including 3.4% treasury shares

GLOSSARY

Metric	Abbreviation	Formula / Description
Cost of funding	COF	Interest expense / average IBL
Cost of risk	COR	Provisions charged for loan impairment / average gross total loans to customers and bonds measured at amortized cost
Cost to income	CIR	OPEX / (NII + NFCI)
Interest bearing liabilities	IBL	Due to CBR + sale and repurchase agreements and deposits with banks + due to customers + debt securities issued + subordinated debt + other borrowed funds
Interest earning assets	IEA	Retail loans + corporate loans and bonds measured at amortized cost + placements with banks and bonds measured at amortized cost + financial instruments at FVPL+ financial instruments at FVOCI
Net interest income	NII	Sum of Interest income, Interest expense and Obligatory deposit insurance
Net interest margin	NIM	NII / average IEA (opening, middle and closing)
Net fee & commission income	NFCI	Sum of fee and commission income and fee and commission expense
Non-performing loans	NPLs	Loans and bonds measured at amortized cost with overdue payments of principal amount and/or interest by more than 90 days
Non-performing loans ratio	NPL ratio	Total NPLs / total loans to customers and bonds measured at amortized cost
Non-performing loans coverage ratio	NPL coverage ratio	Allowance for loan impairment / total NPLs
Operating margin	Operating margin	(NII + NFCI) / average total assets
Operating expense	OPEX	Personnel expenses + Other general and administrative expenses
OPEX coverage	OPEX coverage	(Retail segment PBT - Retail segment OPEX) / Total OPEX
Return on average assets	ROA	Profit for the period / average total assets
Return on average equity	ROE	Profit for the period / average balance of total equity
Stage 2 ratio	Stage 2	Total Stage 2 loans / total loans to customers and bonds measured at amortized cost
Stage 3 & POCI ratio	Stage 3 & POCI	Total Stage 3 and POCI loans / total loans to customers and bonds measured at amortized cost
Stage 3 & POCI coverage ratio	Stage 3 & POCI coverage	Allowance for loan impairment / total Stage 3 and POCI loans
Sustainable profit	Sustainable profit	Profit for the period adjusted for one-offs (bond portfolio revaluation, FX revaluation, Goodwill and other non-recurring events)
Sustainable ROA	Sustainable ROA	Sustainable profit / average balance of total assets
Sustainable ROE	Sustainable ROE	Sustainable profit / average balance of total equity
Tier 1 ratio	Tier 1 CAR	Tier 1 capital / risk weighted assets (Basel III)
Total capital adequacy ratio	CAR	Total capital / risk weighted assets (Basel III)
Yield		Interest income for the period / average IEA

