

# ESG Banking: made in Russia

3Q2020



CEE's best bank for corporate responsibility 2020





**Largest privately-held bank in Southern Russia,** with 27-year history, >120 offices, 1.5 million clients and close to 50% market share among local banks with strong market position and unique local market expertise.



**International shareholding structure,** with diversified base of reputable financial investors, including EBRD, DEG, responsAbility, Erste Group, Raiffeisen, and others.



**Unique ESG positioning,** with a focus on sustainable development through realization of specialized lending programs and social initiatives. The Bank has the internationally recognized ESG ranking assigned by VigeoEiris, and the first Green bank Bonds issued on Moscow Exchange.



**Sustainable business model,** focused on SME and lower-risk retail products (mortgage, secured loans), resulting in 0.6% cost-of-risk (3Q2020), lower than the Bank's retail-focused peers.

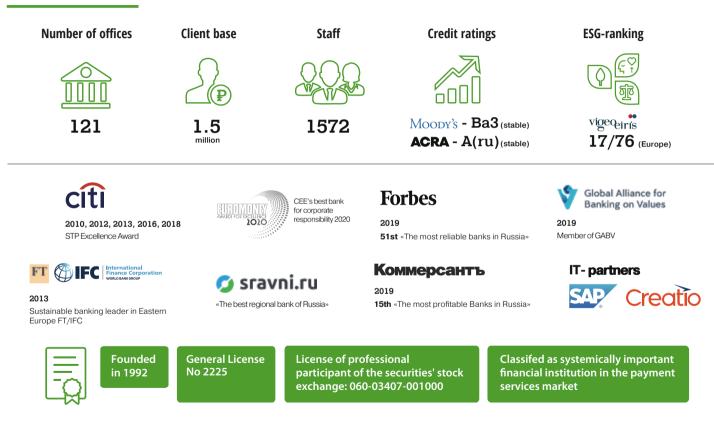


**Healthy financials and robust growth profile,** with the ROE of 8.4% in 3Q2020, and the total assets increasing with 9% CAGR in 2016-2019 to reach USD1.5 bn as of 3Q2020.



# **Bank overview**

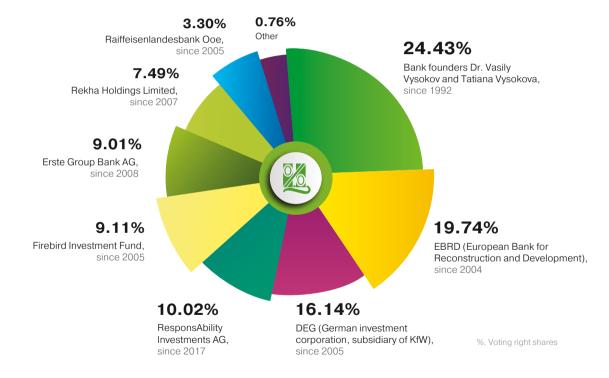
ESG - Banking:made in Russia





# **Shareholders structure**

The participation of reputable and experienced international financial institutions has contributed to the Bank's institutional development based on the best world practice and it's focus on shareholder value





# **Composition of the Board of Directors**

## ESG - Banking:made in Russia



## **Dr. Vasily Vysokov**

- Member of the Board of Directors since November 1992
- Chairman of the Board of Directors since May 2002
- Doctor of Economics, Professor
- Bank's founder



## Ms. Tatiana Vysokova

- Member of the Board of Directors since November 1992
- Ph.D (Economics), Reader
- Bank's founder



## Mr. Hans Jochum Horn

- Member of the Board of Directors since September 2020
- 40 years of working experience, more than 25 years primarily in Russia/CIS and Africa, Master of business administration
- Chief Executive officer/Chairman of the Board of Directors of Renaissance group, Chief Executive officer/Chairman of the Board of Directors of Unicorn Afrika Invest Ltd.



## Dr. Zeisler

- Member of the Board of Directors since April 2006
- Doctor of Economics
- Head of Financial Institutions with DEG, with over 30 years of global experience in project finance and corporate lending, private equity investment and strategic and operational management in emerging markets



## Mr. Andrzej Tadeusz Witak

- Member of the Board of Directors since September 2020
- Non-executive Director of the XacBank (Ulan Bator, Mongolia)
- 13 years of experience in Banking, Finance, Master of Law (Birkbeck)



## **Dr. Hans Unterdorfer**

- Member of the Board of Directors since June 2013
- Deputy Chairman of the Board of Directors since September 2020.
- Doctor of Law
- Chairman of the Managing Board, Tiroler Sparkasse Bank AG (member of Erste Group)
- Honorary Consul of Russia in Tirol



## Mr. Eric Blanchetete

- Member of the Board of Directors since June 2019
- President of Paxton Equity, Serbia
- 23 years of experience in Banking, including 18 years working in CEE



# **ESG-banking business model**

Center-invest Bank enters the TOP-7 most progressive Russian banks in terms of sustainable development principles («According to WWF's survey «The Practice of Responsible Financing in the Russian Banking Sector, 2020»).

ESG strategy for 2019-2021 «ESG-Digitalization of Center-invest Bank's ecosystem» was developed and approved in 2018.

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Compliance with the principles of responsible finance and active participation in national and international events to promote ESG - banking.

ESG-ranking by rating and research agency Vigeo Eiris.

Annual publication of the Environmental and Social Report according to GRI standards. centrinvest.ru/ru/investors/esg/eco-otchet

5 Annual participation in the «Earth Hour» campaign and other cooperation with WWF

First targeted loans program to increase energy efficiency started in 2005. And in 2019 - a pioneer among banks in raising finance through the mechanism of green bonds, its own «green» portfolio.

First energy efficiency lending programs in Russia since 2005. Supporting youth entrepreneurship since 2011. Women's loan program since 2012. Social business lending program since 2017. Startup accelerator since 2018.

Corporate volunteer programs, Staff engagement in sharing ESG principles.

 Keeping in touch and regularly informing all stakeholders (regulators, shareholders, employees, customers and partners) about the Bank's work, as well as participants of the ESG - Investments market.

### Ecology

- Assessment of projects for compliance with the requirements of the Bank's Environmental and Social Policy
- Environmental and social exclusion list of Center-invest Bank
- Responsible waste disposal and recycling
- Reduction of own consumption of energy and other resources

### Society

- Implementation of corporate social responsibility principles in the Bank's business processes
- Creation of Financial literacy centers
- Active participation in educational seminars, hackathons, conferences, science festivals to promote modern banking technologies and ESG - banking
- Availability of financial services, remote access to a wide range of transactions and services
- Anti-crisis support measures in connection with Covid-19

For population: increasing call center service and feedback on social networks 24/7, expanding the range of remote banking services, fees cancellation for utility payments, delivering bank cards to customers over 65 years, preferential rates on loans and loan holidays, support for medical institutions;

For Business: own programs and state support programs for loan holidays, interest-free loans for salary payments, loans for restoration and business transformation;

For staff and customers: measures to comply with the sanitary and epidemiological regime and the transfer of personnel to remote work;

For shareholders: regular reviews of the financial situation, monitoring of measures taken by the authorities.

#### **Corporate Governance**

- ESG risk management: non stop process that takes into account changes in the operating environment, product and service innovations, constantly updated regulatory requirements
- The ESG banking concept enhances risk management capabilities by incorporating environmental, social and governance factors
- Personnel policy for the nuturing of specialists
- Internal Audit and Compliance Service
- Gender Policy, Information Policy, Anti-Corruption Policy



# **ESG Investments**

## In Sustainable Development Goals RUB 168.5 bn



For every ₽ 100 of deposits:



For every P 100 of deposits:

## In National Projects RUB 145.9 bn



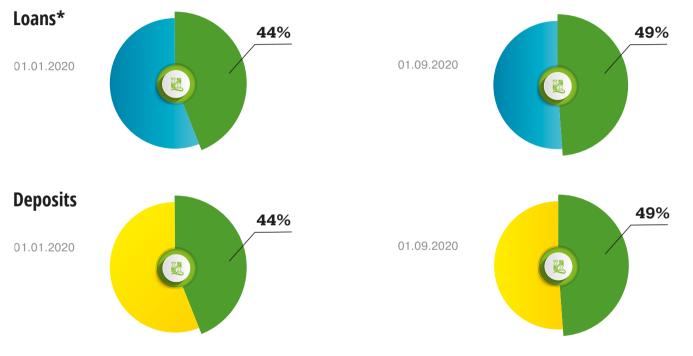
Thanks to the best international and self experience, the bank adheres to integrated reporting and has been able to assess its development as a process of reproducing operational, financial, informational, intellectual, human and social capital.

The bank provides information about each depositor's contribution to implementation of the SDGs and National Projects. As of 30 september 2020 every RUB 100 of attracted deposits RUB 71,5 go to investments to different SDG, and RUB 65,4 to National Projects.

# **Market share**

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Share of Center-invest Bank in southern Russia among local banks in CIB's operational area.



\* Excluding loans to banks



# **Competitive positions: rankings**

## Expert REATURNIDADE

## In ranking of the largest Russian banks as at 01.10.2020:

- 36 Retail loan portfolio
- 36 Retail deposits
- 44 Value of corporate loan portfolio
- 47 Value of total loan portfolio
- 55 Value of total assets

https://www.raexpert.ru/rankings/bank/monthly/oct2020



## In ranking of largest mortgage banks as at 01.01.2020:

- **17** Value of mortgage loan portfolio
- **19** Volume of issued mortgage loans

https://raexpert.ru/rankings/bank/ipoteka\_2019

## Коммерсантъ

TOP-15 most profitable banks in Russia as at 01.01.2020:

15 Profit

https://www.kommersant.ru/doc/4308299

## The Banker

## TOP-50 Russian Banks by «The Banker»

- **5** Loans to Assets ratio
- **20** ROE
- **23** ROA
- 28 Profit
- **29** Cost/Income
- **33** CAR
- **38** Assets
- 40 Tier 1 Capital

http://www.thebanker.com



# **Financial highlights**

RUB, bn	2014	2015	2016	2017	2018	3Q2019	2019	3Q2 RUB, bn	:020 EUR, m
Assets	91.3	89.6	96.6	102.6	112.2	118.5	119.5	119.4	1283.6
Capital	9.6	10.6	11.5	12.6	13.1	13.7	14.2	14.8	159.3
Net Loans and Lease	72.0	72.7	73.6	80.1	88.0	85.7	85.1	84.5	907.8
Customer accounts	49.2	65.0	80.4	87.2	95.2	96.6	99.4	99.4	1068.8
Net profit	1.1	0.5	1.0	1.4	1.5	1.3	1.8	0.9	9.8
ROE, %	12.1	5.3	9.1	11.8	11.9	12.7	13.1	8.4	
ROA, %	1.3	0.6	1.1	1.4	1.4	1.5	1.6	1.0	
NIM, %	6.3	4.4	5.3	6.2	6.0	5.3	5.2	4.8	
Cost/Income, %	43.4	51.1	44.9	48.7	47.6	48.9	53.6	58.8	
Loans/Deposits, %	146.2	111.7	91.6	91.9	92.4	88.6	85.5	84.9	
CAR, %	14.5	17.1	17.0	16.8	16.7	17.7	18.4	2	21.0
Number of children born to bank employees	86	78	103	89	72	53	72		51

As at 30.09.2020 1EUR = 93.0237 RUB

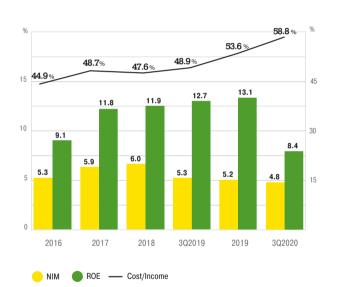
Hereinafter: source 3Q2020 IFRS Statement



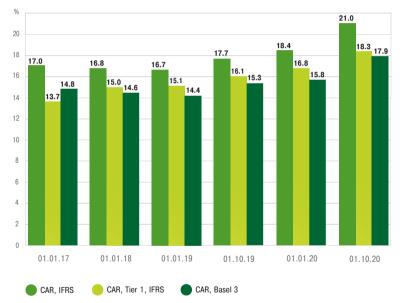
# **Operational efficiency**

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Profitability



## **Capital adequacy**



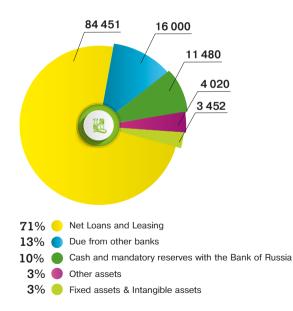
CENTER-INVEST

# **Balance sheet composition**

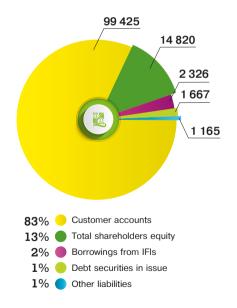
### ESG - Banking:made in Russia

In spite of the unfavourable operating environment in Russia and in the whole world in general, the bank's assets and liabilities structure in the 3Q2020 remains stable and focused on the real economy. CIB provided a full range of products concentrated on mortage and SME lending, the share of Net loans and leasing stood at 71% of the assets structure. In oppose to loans in assets, there are customer accounts, a stable funding profile, which makes up 83% of liabilities and significantly includes granular retail deposit funding

## Assets structure 119 403 ₽ m



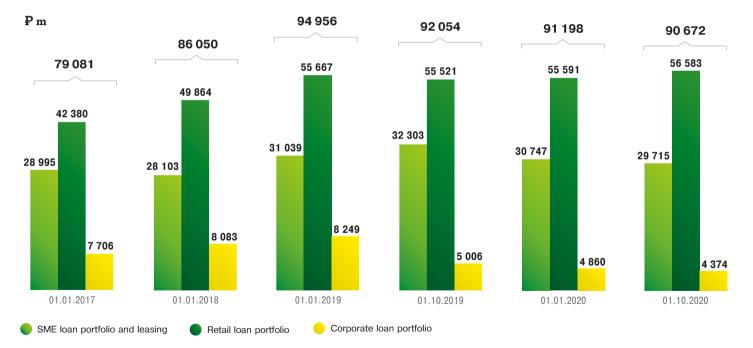
## Liabilities structure 119 403 ₽ m





# Loan portfolio development

In constant currency terms, the bank's gross loan book remained broadly stable and as of 30 September 2020 it reached RUB 90.7 bn. The gradual slowdown in lending in the 3Q2020 is due to seasonal repayment of agricultural loans, reinforced by negative customer anticipation of the consequences of the Covid-19 pandemic. Small business that accounts for one third of bank's total loan portfolio is also considered a risky sector for lending. To reduce risks, the bank has provided entrepreneurs with non-financial services in addition to loans since 1997. These include free consulting, auditing, outsourced book-keeping, legal support and tax advice. Even modest expenditure on this support reduces the risks from lending to small businesses that operate legally.



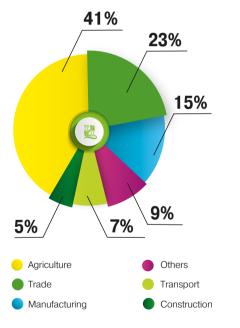


# Lending to legal entities

## ESG - Banking:made in Russia

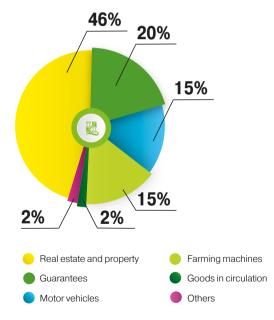
The diversified structure of the loan portfolio to legal entities, with the predominance of the agri-cultural sector, reflects the regional industry structure of the economy, and allows the Bank to reduce the risks of lending to enterprises in the South of Russia.

## **Industries structure**



A high share of «solid» collateral in the loan portfolio allows reducing the risks of lending by selling the debtor's property in the event of problems with repayment of debt on loans.

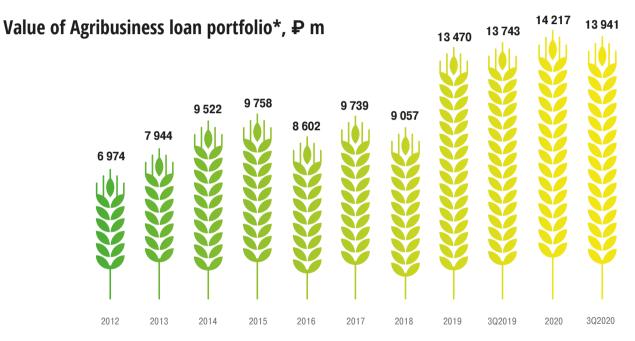
## Structure by collateral





# **Agribusiness lending**

As of 30 September 2020, the agricultural sector accounts for more than 40% of the loan portfolio of the bank's legal entities amounting to RUB 13.9 bn. Despite the pandemic, the Agribusiness demonstrates a stable growth, and this is proved by the 1.4 % of its portfolio increase compared to the 3Q2019. The Bank actively participates in all state programs related to subsidizing rates for agricultural producers. Preferential lending to Agribusiness at a rate of 1% to 5% per annum allows even small farms develop the scale of its business.

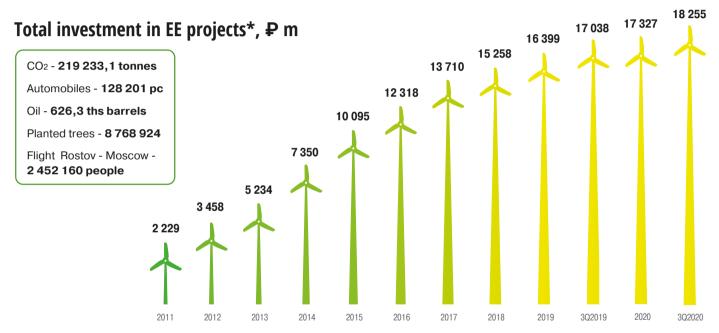


\* The data is shown as of 01.01 of each year



# **Energy Efficiency lending**

Center-invest Bank's success in financing of energy efficiency projects is attributable to efficiently approved approach for our customers in southern Russia: sustainable lending. Technical, financial and social engineering are integral parts of this approach. The projects financed by the Bank meet the social and environmental requirements dictated by the Bank's policies and procedures.



\* The data is shown as of 01.01 of each year

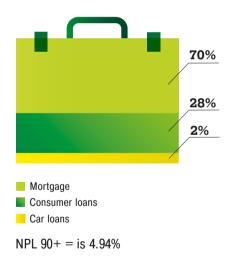


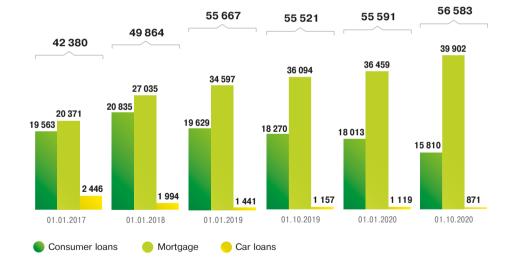
# **Retail lending**

Retail lending comprised 62% of the bank's gross loan book as of 30 September 2020. Center-invest Bank's ESG retail lending focuses on traditional secured consumer loans, mortgages and car loans. Mortgage loans, which are the most popular and least risky loan product, accounted for two thirds of the bank's retail loan portfolio. The bank helps customers to find the best option for purchasing a property and helps them to consider incentives under government programmes, the environmental conditions of different locations, and energy-efficiency solutions for their new homes. In particular, the bank actively participates in a government programme for rural mortgages. The Bank believes that ESG retail banking finances the happiness of ordinary people.

# Breakdown by loan volumes as at 01.10.20

# Dynamics and structure of retail loan portfolio, ₽ m







# Accelerator

This is an innovative space for opening and development of all types of businesses. More than 5900 entrepreneurs have already become the participants of Accelerator.













# **Green Bonds**

## Results of the first exchange-traded issue of green Bank bonds in Russia:\*

Series		Total par value, RUB m	In circulation, RUB m	Maturity date	Put option date	Coupon rate, % per annum
Exchange bonds, <b>BO-001P-06 series</b> *	Y	250.0	250.0	11.2020		8.00

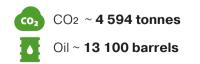
# 32% 18% 40% 10% • Legal entities • Endowment funds • Individuals • IFIs

## **Diversified structure of holders**

# The investment borders of the debt capital market have been expanded:

- Climate Bonds Initiative
- Environmental Finance Bond Database
- ICMA Green, Social and Sustainability bonds database
- A new ecological culture of life formation
- Russian financial market's competitiveness Improving
- Global economic recovery after the COVID-19 pandemic is largely expected to be «green»

## **Emission reduction equivalents:**





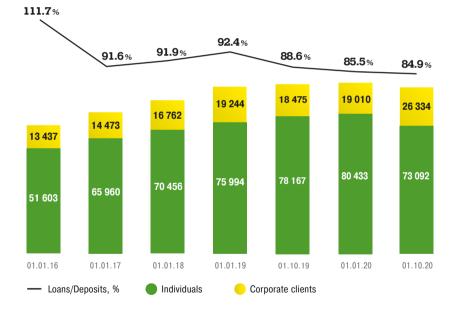
\* The maturity date of the exchange-traded bonds of the BO-001P-06 series of PJSC CB Center-invest was on 13.11.2020

# **Customer accounts**

The Bank's funding structure is diversified with the sound predominance of individual term deposits and individual accounts, accounting for 61% of all bank's liabilities .

The Bank currently has not observed any material impact on its deposit portfolio due to COVID-19 pandemic pressure.

## Dynamics and structure of customer accounts, $\mathbf{P}$ m



# Concentration of deposits of individuals,%

Index	As at 01.10.2020	As at 01.10.2020
Per 10 largest depositors	1.8	1.9
Per 20 largest depositors	0.6	0.6



# **CIB on financial markets**

Starting from 2002 the Bank has been attracting funds from both the Russian and the international financial markets. All attracted credit lines are mainly dedicated for the development of Bank's SME and retail lending.\*



\* Amount in rubles at the exchange rate of the Bank of Russia on 01.04.2020



# **Branch Network**

Bank's branch network gives a competitive advantage in implementing the Bank's Strategy and allows to replicate unique bank products and solutions.

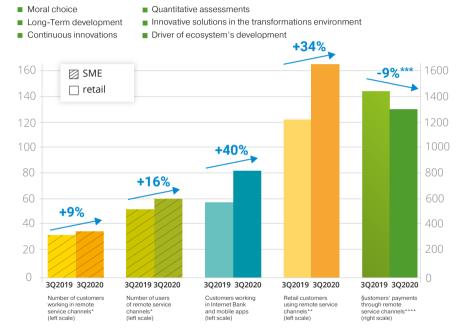
It comprised 121 branches located in six regions of Russia: Rostov and Volgograd regions, Krasnodar and Stavropol krai, Moscow, Nizhny Novgorod.

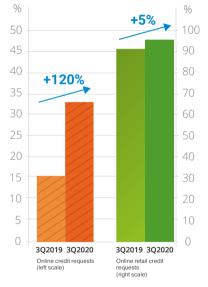
01.10.2020 RUB, bn	Assets Net loans and lease		Private customer accounts	Corporate customer accounts	
Rostov region (without headquarters )	48.55	46.57	43.95	17.33	
Krasnodar region	18.67	18.08	4.78	3.13	
Volgograd region	4.65	4.54	0.81	0.64	
Stavropol region	2.34	2.25	0.54	0.20	
Moscow and Nizhny Novgorod	1.65	1.57	0.16	0.04	
Total	75.86	73.01	50.25	21.34	
Branch network share in the total bank balance	62,93%	80.00%	69.47%	77.08%	



# **ESG-Digitalization**

### **ESG-principles**





\* Internet Bank, Mobile Bank, self-encashment services, self-service terminals

\*\* The customers who have an access to the service

\*\*\* During the pandemic, the bank restricted access to public places with self-service terminals, including to ensure a safe distance. Operations to top up transport cards were also declining as their users moved to remote work.

\*\*\*\* Internet Bank, mobile applications, self-service terminals, ATM, Multifunctional Centers



# **Mobile application**

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The mobile application has a contemporary design and is furnished with advanced functionality that meets the needs of customers and the needs of the time.



Payment by QR code, transfer by phone number





Chat with the Bank



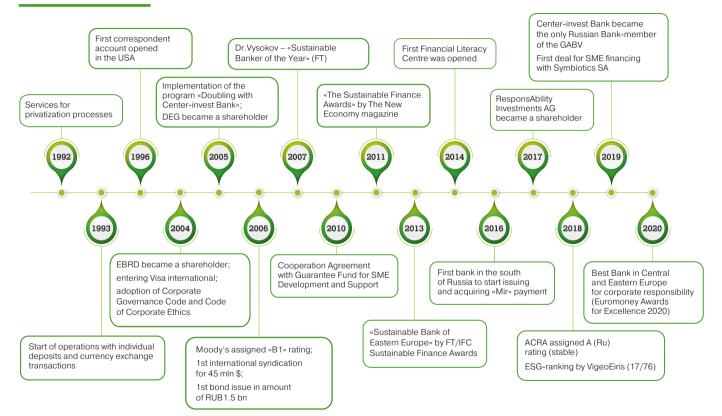
Dynamic of number of active users of mobile application







# History





# **Regional features**

COVID19 became a good example of an unexpected crisis («Black Swan»), which required extraordinary solutions. The economy of the South of Russia has successfully passed a new stress test.

- geopolitical situation, climate
- diversified economy
- strong tradition of enterprise
- advantages in lagging (reducing risks and costs of innovation)
- creative solutions to local problems for subsequent replication



## Bank's regional presence highlights:



Growth rates, 3Q2020 to 2019, %		RF	RR	КК	VR	SK	NN
Industry	Volume	2.9	0.3	-1.0	-2.3	14.7	-9.0
modotry	Producer price	0.7	3.4	4.1	-3.3	1.9	3.4
Agriculture	Volume	3.0	-8.7	3.6	-10.8	-6.1	-0.4
Agriountare	Producer price	2.6	6.4	6.7	1.0	1.9	-1.9
Construction	Volume	-0.4	-3.5	-5.4	30.3	0.6	-1.7
Construction	Prices	4.6	6.0	3.9	4.3	7.0	6.3
Trade	Volume	-4.8	-4.9	-6.4	-6.3	-8.6	-7.3
	Prices for goods and services	2.9	2.9	3.3	2.9	2.9	3.6

- **RF** Russian Federation
- RR Rostov region
- **KK** Krasnodar krai
- VR Volgograd region
- **SK** Stavropol territory
- **NN** Nizhny Novgorod region



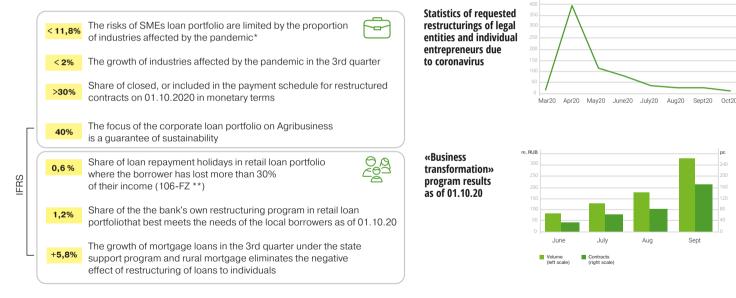
# **COVID-19: Impact and response**

## ESG - Banking:made in Russia

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In the context of COVID-19 pandemic the Russian government has promptly introduced a large set of measures to help businesses and population, while the Bank of Russia has proposed other measures to support the financial sector's capacity to provide resources to the economy and regulatory relief to banks.

## Preferential business loan program «Business transformation», preferential tariffs, online loans, all the state support programs.



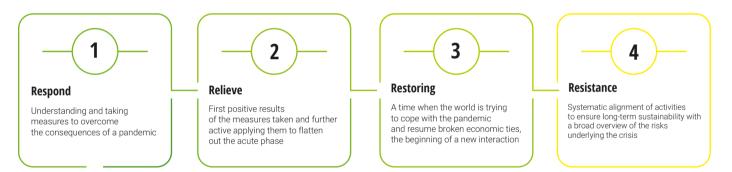
\* In accordance with the Decree of the Government of the Russian Federation No. 434 of April 03, 2020: on approval of the list of sectors of the Russian economy most affected by the spread of a new coronavirus infection

\*\* The Russian government announced economic measures (106-FZ of April 03, 2020) to support individuals and Individual entrepreneur most affected by the spread of COVID-19

# **COVID-19: Relieve and restoring**

«The crisis is not the first, not the last, but the next one....»\*

## **STEP-BY-STEP ACTION STRATEGY**



## «The crisis ends as soon as the post-crisis development program is developed»\*

\* Hereinafter: quote of Vasily Vysokov, doctor of Economics, Chairman of the Board of Directors of Center-invest Bank



# Reports

Guided by the policy of openness and transparency in the field of mandatory reporting in accordance with RAS and IFRS, the bank voluntarily publishes an Environmental and social report. Sustainability report, as well as widely covers information about the bank's participation in international programs and national projects.

This approach avoids the risks of unreliable reporting, increases the awareness of potential investors related to sustainable financing and responsible investment, which in turn creates conditions for a more stable and efficient operating of the Bank, contributing to the achievement of future goals for using Finance to ensure sustainable economic, social and environmental development.

# CENTER-INVEST Dr. Vasily Vysokov ESG BANKING: MADE IN PUSSIA



## **ESG banking:** made in Russia

«ESG banking: made in Bussia» is the first published in Russia

scientific and practical manual on the bank's work based on the ESG principles. The author is Vasily Vysokov, Doctor of Economics, Professor, Chairman of the Board of Directors of Center-Invest Bank.

ESG banking is not an addition or alternative to existing banking practices, but a global trend that is gaining popularity among politicians, regulators, investors, customers, management and bank employees.



2019

## **Annual Report** «The expansion of mobile

banking and the automation of decision-making enables us to increase the proportion

of active customers, attract new customers, and offer them competitive loan interest rates and attractive tariffs for payment and other services, there by growing the business » - Chairman of the Executive Board Lidia Simonova





## Sustainability Report



Center-invest Bank's Sustainability Report describes

the results achieved through the implementation of a business model based on ESG principles. It also provides information about the bank's main business areas and key financial indicators.

The Report has been produced in line with the core **GBI** Standards



2019

## Annual Environmental & Social Report



Environmental responsibility is a key priority for Center-invest Bank, on a par with traditional banking products and services.

Taking into account the business transformation strategy, Center-invest Bank recognizes that climate change issues need to be considered together with issues of sustainable development, responsible business conduct and responsible investment.

Annual

Report

# Focus on next generation

### ESG - Banking:made in Russia

Since 2003 the Endowment Fund for Educationand Science in the SFD and Center-invest Bank have beenrunning an open scholarship competition for undergraduateand postgraduate the best students in Southern Russia.More than 21.500 students have entered the competitionsince it began, and 5.000 scholarships have been awarded The Bank cultivates responsible investors : since March 2020, a new unique «green» deposit for 17 months has been introduced, which has a targeted placement nature. Depositors receive a report from the Bank on the allocation of their funds to the UN sustainable development Goals (SDGs). By the end of September 2020, 215 people who signed 220 contracts for a total amount of RUB 72.6 m became responsible investors



Center invest Bank in practice forms the green Finance market in Russia. Thus, Alexander Dolganov, deputy Chairman of the Bank's ExecutiveBoard, joined the Working group of the State Duma of Russiaon legislative and regulatory support for the formation of a systemof standardization and verification of green financial instruments.



# At a glance

The Analytical Credit Rating Agency (ACRA) upheld Center-invest Bank's A(RU) national scale rating, outlook stable. Council of the Association of Russian Banks approved a new project team «ESG-banking» headed by Doctor of Economics, Professor Vasily Vysokov, Chairman of the Board of Directors of Center-invest Bank

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Center-invest Bank performed its unique experience of responsible financing at the Sustainable Investment Forum, organized by organised by the United Nations' Climate Action programme. Lidia Simonova, Chairman of the Executive Board of Center-invest Bank, became the only Russian

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United Nations Environment Programme Finance Initiative included Center-invest Bank's transformational cases in the environment of COVID-19 as examples of best practice among signatories to the Principles of Responsible Banking.

Center-invest Bank joined the Fast Payments System on June 1, 2020. It allows to make transfers by phone number between clients of different banks that are a member of the System. Center-invest Bank has installed solar panels on the roof of its head office. The electricity generated will be used to power the bank's exterior night lighting and also to increase the number of terminals in the bank's self-service zone. Center-invest Bank has won the category Best Bank in Central and Eastern Europe for corporate responsibility in the Euromoney Awards for Excellence 2020.

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3866 entrepreneurs all over the country took part in online seminars and workshops organised by Center-Invest Bank during the pandemic.



# **Contacts**

### ESG - Banking:made in Russia



### **Dr.Vasily Vysokov**

Chairman of the Board of Directors



### Tatiana Vysokova

Member of the Board of Directors



### Olga Vysokova

Advisor to the Supervisory Board



## Lidia Simonova

Chairman of the Executive Board



## Yuriy Bogdanov

Chief innovation officer



### Sergey Smirnov

Chief Financial officer

K ITER-INVEST



Condensed Consolidated Interim Financial Statements in accordance with IFRS

344000, Russia, Rostov on Don, 62, Sokolova ave. tel. +7 (863) 299-41-63 e-mail: ir@centrinvest.ru

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