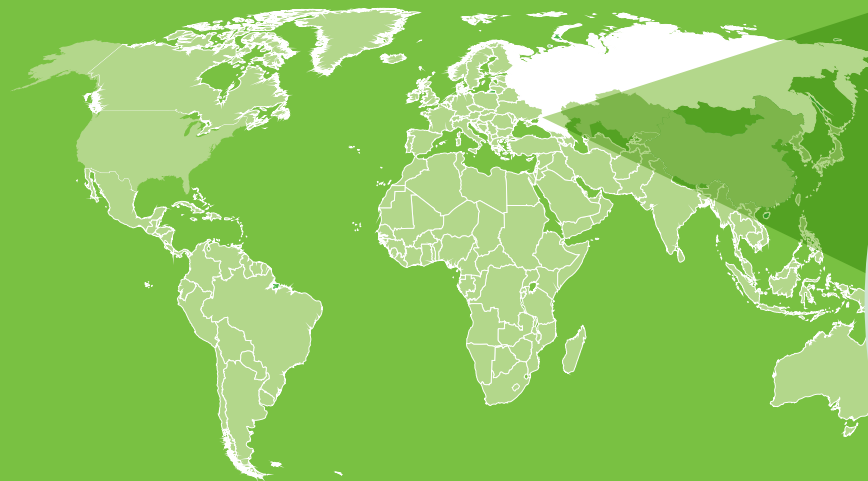


Presentation for investors

Sustainable banking business model in southern Russia

2013 IFRS results



Southern Russia. Region overview

- Southern Russia consists of the two federal districts: Southern and North Caucasian
- Main features of the region are:
 - favourable geographic position (the region brings together central Russia, the North Caucasus and Transcaucasia , Kalmykia, Kazakhstan) and well developed transport infrastructure;
 - mild climate and natural conditions favourable for the development of industries and the wellbeing of the local population, excellent human labour resources;
 - high specific weight of agriculture in region output (20-25% of total RF output);
 - long historical traditions of enterprise, conducive to SME development;
 - rapidly developed and diversified economy, dynamic banking and insurance system;
 - main industries are: agriculture, foods processing, metallurgy, coil miming, machinery, light industry, oil refinery and tourism

Comparative features of the region, % of RF	2012	2011	2010	2005
Territory	3.5	3.5	3.5	3.5
Population	16.3	16.3	16.2	16.0
Construction	13.8	14.5	13.2	9.5
Industrial production	7.3	7.6	7.2	5.6
Agricultural output	23.6	23.2	24.4	22.6
Retail trade	14.2	14.0	13.8	11.5
Investments	13.0	14.5	13.2	9.4



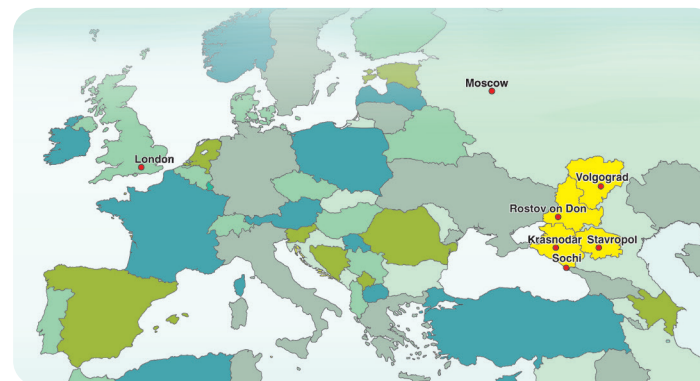
* Towns where Center-invest operates

Bank overview

Mission statement

Center-invest Bank is the Sustainable Bank for Southern Russia

- Center-invest Bank is a leading universal regional bank in southern Russia, was founded in 1992.
- Credit ratings were affirmed in October 2013:
 - Ba3 (stable outlook) – Moody's Investor Services
 - Aa3. ru - Moody's Interfax
- Four prominent IFI's (EBRD, DEG, Erste Group Bank AG, RLBOoe) together with Bank founders Vasily and Tatiana Vysokovy hold 81% of CIB's shares
- Extensive branch network consisting of 137 offices in southern Russia and representative offices in Moscow and London
- Large client base:
 - over 49,000 companies
 - over 200,000 individuals
- High quality of loan portfolio:
 - NPL (>90 days) as at 01.01.2014 were 3.95%
 - NPL (>30 days) as at 01.01.2014 made up 4.38%
- Stable resources base: 65% of total liabilities and equity are customer accounts



Key financials					
RUB.billion	2013	2012	2011	2010	2009
Assets	75.9	62.7	54.5	48.3	12.9
Capital	8.8	7.6	6.7	5.8	5.4
Net Profit	1.4	1.1	0.9	0.2	0.1
ROAE,%	17.3	15.4	14.6	3.9	1.2
ROAA,%	2.0	1.9	1.8	0.5	0.1
NIM,%	6.6	6.7	6.8	6.3	6.5
Cost/Income, %	45.0	45.1	49.9	51.8	53.1
Loans/Deposits,%	124.5	109.9	109.1	90.6	94.6
CAR,%	15.6	17.4	18.2	19.5	20.8

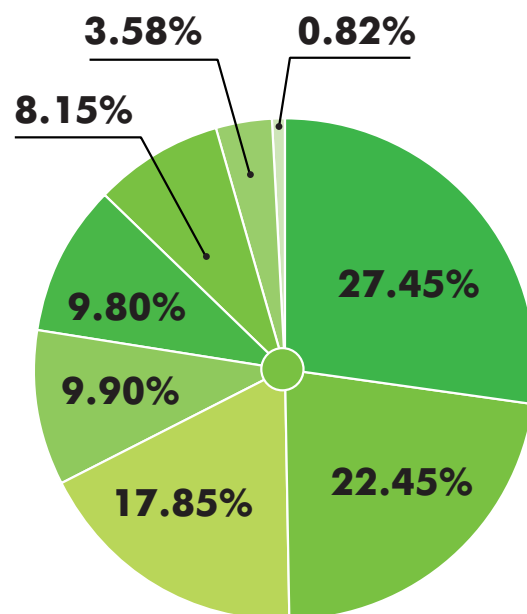
1USD=32.7292 RUB

Source: IFRS Statement

Shareholders

The participation of reputable and experienced international financial institutions has contributed to the bank's institutional development and its focus on shareholder value – i.e. strategic planning, internal audit and compliance and remuneration committees have been put in place.

Shareholders structure as at 01.01.2014*



Source: bank data

* %, Voting right share

- 27.45%** EBRD (European Bank for Reconstruction and Development)
- 22.45%** DEG (German investment corporation whose aim is to support countries with economies in transition through private sector support)
- 17.85%** Bank founders Vasily and Tatyana Vysokovy
- 9.90%** Firebird Investment Fund
- 9.80%** Erste Group Bank AG
- 8.15%** Rekha Holdings Limited
- 3.58%** Raiffeisenlandesbank Ooe
- 0.82%** Other shareholders



**BANK
CENTER-INVEST**

Sustainable banking on speculative markets: Center-invest Bank's experience



2013
Sustainable
banking leader
in Eastern
Europe



2012
Finalist of
"Sustainable
Entrepreneurship
Awards" (Austria)

COMMERZBANK 

2013
"Relationship
Award 2012"



2010, 2012
STP Excellence
Award
(Citibank)



Moody's Investors Service

2013
Ba3 Moody's
Investors
Service

Aa3.ru Moody's
Interfax



2010
The best
Russian bank in
sphere of
sustainable
business



TOP-100 Russian Banks by The Banker magazine:

19	Return on capital (ROAE)
31	Return on assets (ROAA)
64	Tier 1 capital
67	Assets
72	Tier 1 Capital Adequacy

Strength vis-à-vis competitors:

- sustainable shareholder structure
- qualified and committed personnel
- sustainable loan portfolio management
- sustainable assets and liabilities management
- sustainable risk management and internal control
- strong brand awareness in the region and on the international capital markets
- high level of goodwill
- low loans to deposits ratio
- high capital adequacy
- low loans to deposits ratio – **124.5%**
- high capital adequacy (CAR) – **15.6%**



**BANK
CENTER-INVEST**

Competitive positions

RBK RATING

In ranking 100 largest Russian banks Center-invest is placed*:

15	Largest regional banks (in terms of net assets)
20	Mortgage portfolio
41	Branch network
45	Value of retail loan portfolio
45	Value of retail deposits
48	Profit
50	Liquid assets
54	Corporate loan portfolio
56	Total loan portfolio
66	Total deposit portfolio
73	Net assets

Source: www.rating.rbc.ru most recent rankings



In ranking Expert Rating Agency:

1	Largest banks of Southern Russia in terms of value of loan portfolio
3	Volume of lending in South Federal District
6	Volume of lending in North Caucasian District
16	Value of SME lending portfolio in 2013

Source: www.raexpert.ru



In ranking of portal Banki.ru:

31	The most effective bank staff
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Source: www.banki.ru



In Annual rating of Forbes business magazine Center-invest Bank ranks:

36	The "Most Reliable Banks": classed as "highly reliable"
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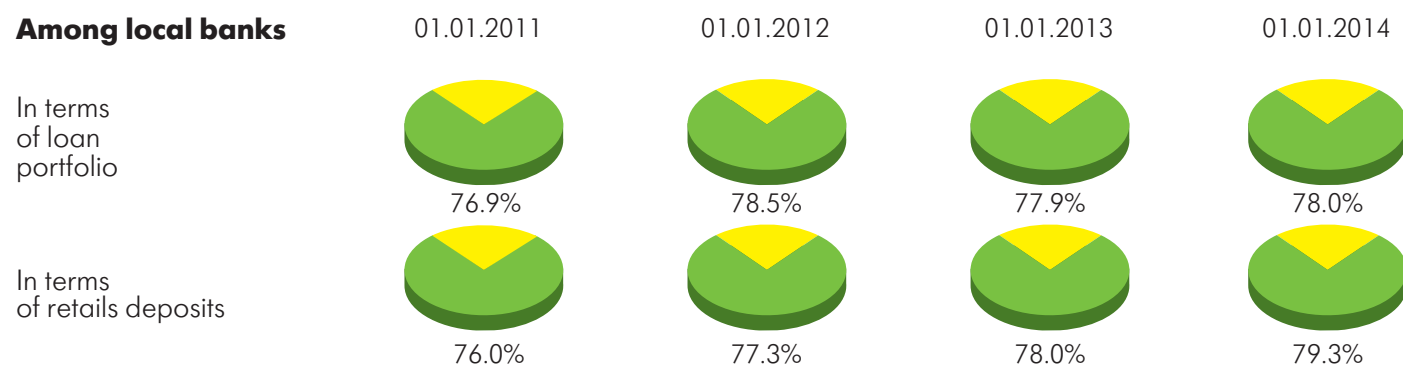
Source: <http://www.forbes.ru/ratings>

Market share of Center-invest Bank

Despite the sharp increase in the role of state banks in the Russian banking sector, Center-invest Bank has managed to secure an increase in its share of the local financial market (accounting 30% of local regional bank's total capital, assets, loans and deposits) and retain its position as the largest private bank in Southern Russia.

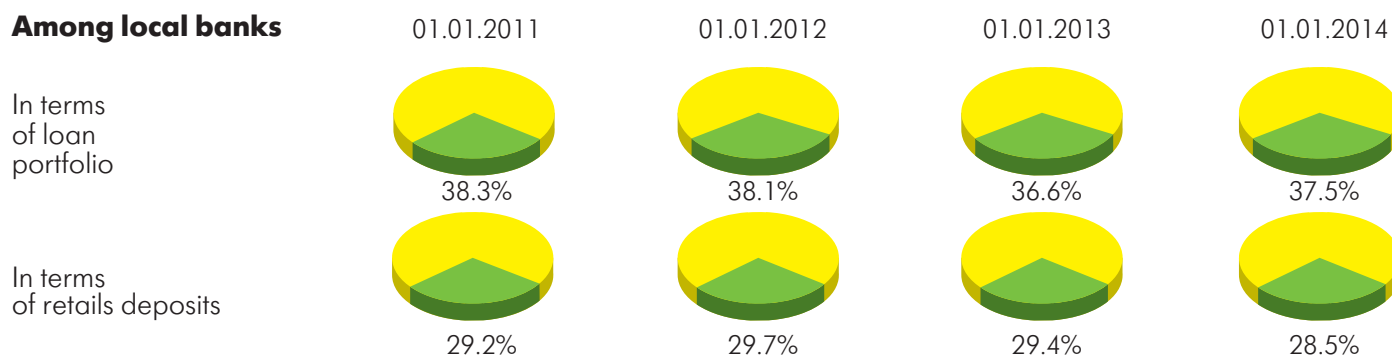
Share of Center-invest bank in Rostov region

Among local banks



Share of Center-invest bank in southern Russia

Among local banks



Strategy of the Bank 2014-2017

Center-invest Bank has been executed ahead of schedule a strategy "Post crisis development strategy 2011-2015" in 2013. Bank's Board of Directors has approved the bank's development strategy for 2014-2017 entitled **"The Global Competitiveness of Center-invest Bank's Customers"** which anticipates a twofold increase in the bank's main performance indicators during the four years. This will be achieved thanks to localization of best international practice and the production of globally competitive goods. The new strategy will be implemented on the basis of a sustainable banking business model, requiring a commitment to environmental and social responsibility and effective management of regional risks, underpinned by modern technologies.

The Global Competitiveness of Center-invest Bank's Customers*

RUB, bln

	01.01.12 Fact	01.01.13 Fact	01.01.14 Fact	01.01.14 Business-plan	01.01.15	01.01.16 Strategy 2014-2017*	01.01.17	01.01.18
Capital	6.7	7.6	8.8	8.5	10.8	13.1	16.0	19.6
Assets	54.4	62.7	75.9	65.1	87.5	98.0	109.6	122.1
Net loans and leasing	42.5	48.4	61.5	53.0	71.3	80.8	90.9	102.4
Deposits	39.0	44.1	49.4	45.1	57.8	64.0	71.2	78.7
Profit	0.9	1.1	1.4	1.3	2.17	2.64	3.23	3.95
CAR, RAS, %	13.3	12.8	12.6	14.3	12.7	13.3	14.2	15.8
CAR, IFRS, %	18.2	17.4	15.6	18.4	15.7	16.4	17.4	18.5
CAR, Basel 3, %	15.9	15.3	13.9	16.0	13.9	14.4	15.2	16.2
CAR, Tier 1, IFRS, %	11.6	11.8	11.3	13.1	12.4	13.8	15.5	17.2
CAR, Tier 1, Basel 3, %	10.1	10.4	10.0	11.4	11.0	12.1	13.5	15.0
ROAA, %	1.8	1.9	2.0	2.0	2.6	2.9	3.1	3.4
ROAE, %	14.5	15.4	17.3	15.8	22.1	22.1	22.1	22.2

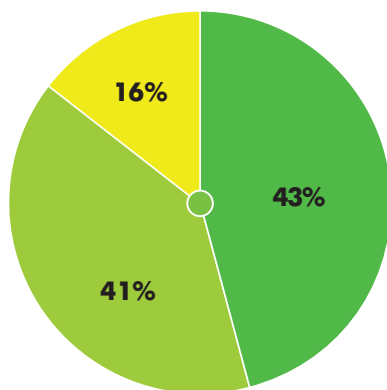
* approved by the Board of Directors



**BANK
CENTER-INVEST**

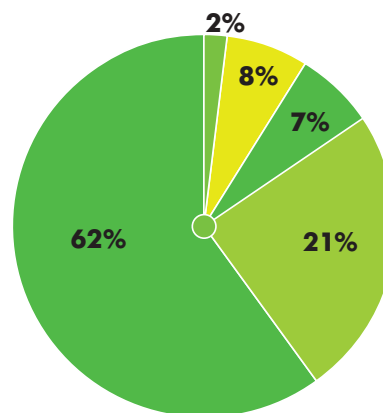
Overview of loan portfolio

Clients structure



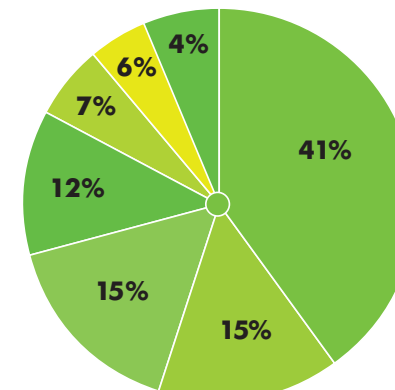
43 % - SMEs
41 % - Retail
16 % - Corporate

Maturities structure



2 % - < 30 days
8 % - 31-90 days
7 % - 91-180 days
21 % - 181-365 days
62 % - > 1 year

Industries structure



41 % - Individuals
15 % - Agriculture
15 % - Trade
12 % - Manufacturing
7 % - Others
6 % - Transport
4 % - Construction

- Using a sustainable banking business model in lending, knowledge of the market environment, monitoring of regional risks and effective decision making procedures in lending allows Center-invest Bank to develop SME and retail lending without taking on excessive risks.
- About **94%** of the total loan portfolio is in Russian roubles
- Loan to Deposit Ratio is **124.5%** as at 01.01.2014
- Collateralized loans (including guarantees) – **92%** as at 01.01.2014
- Diversified loan portfolio: 10 largest borrowers make up **14.9%** of the total loan portfolio

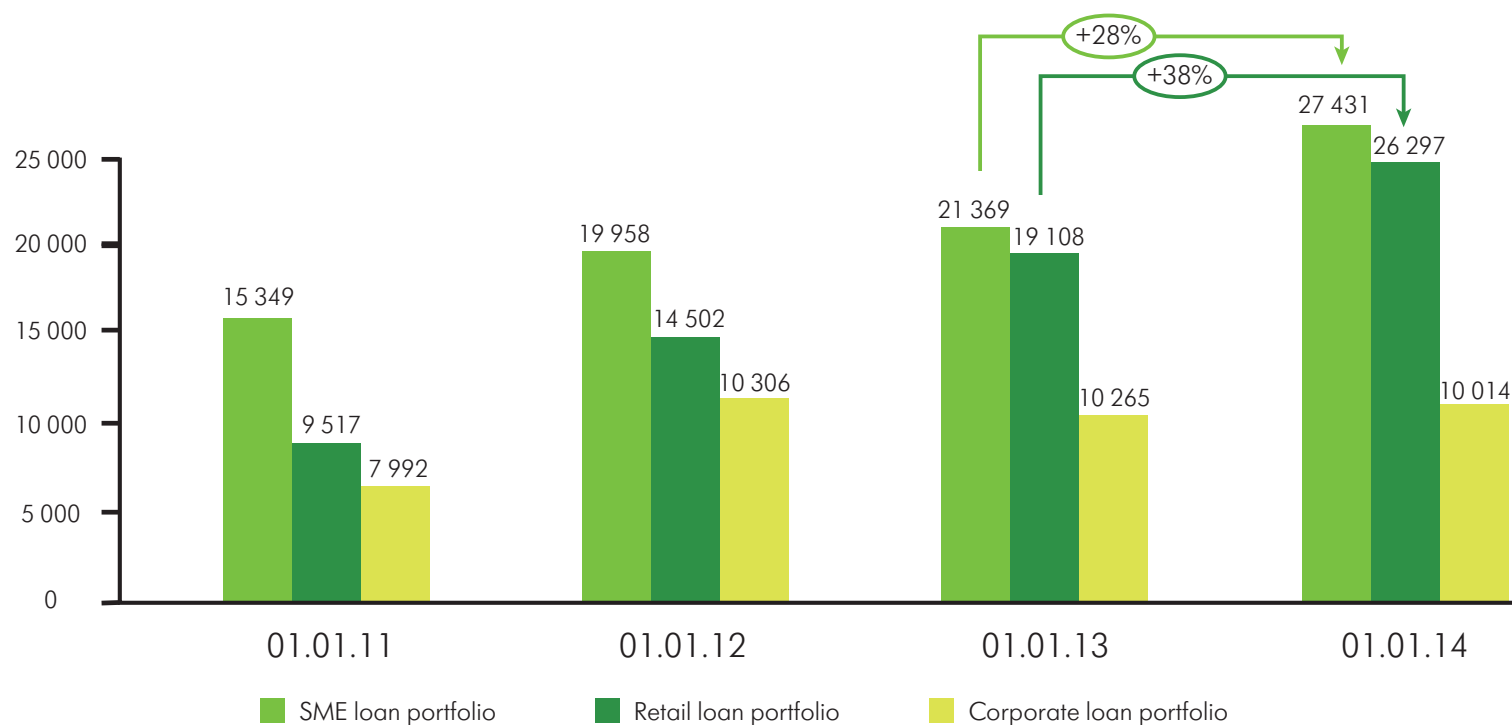
Growth in the loan book

- Core banking activity mainly focused on SME and retail customers that together represent **84%** of the total loan portfolio
- During 2013 gross credit portfolio increased by 27% vs 2012YE and reached **RUB61.5 bln.**

The growth of loan portfolio is attributable to the following factors:

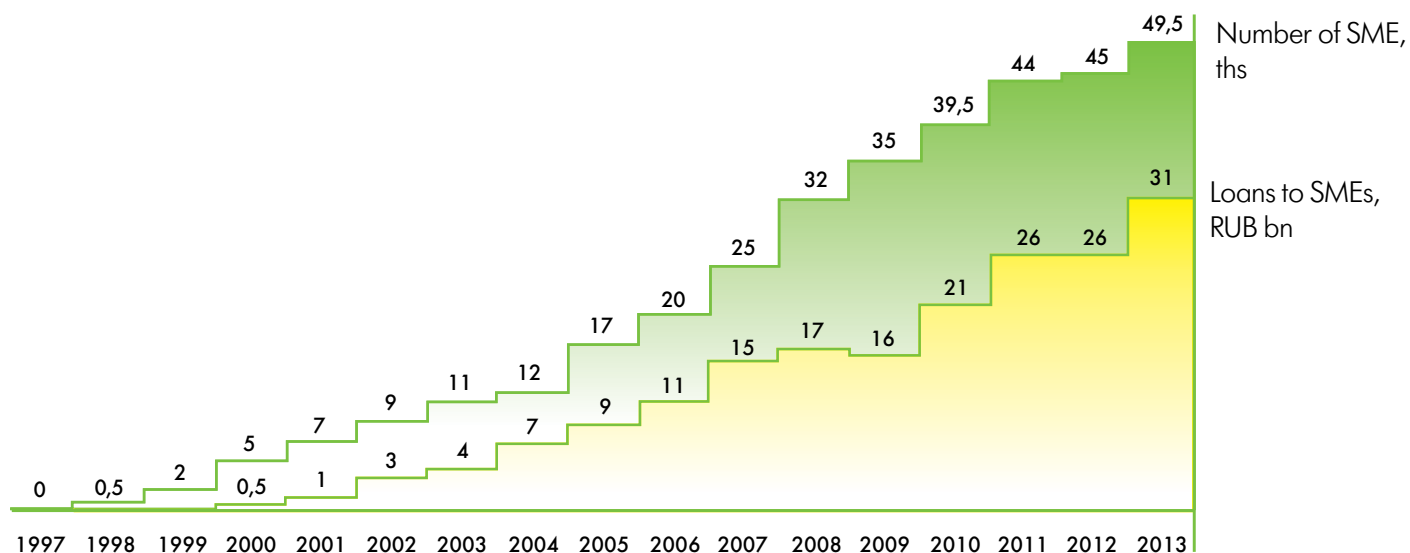
- special lending programmes
- loan on preferential terms
- free consultations in business-planning

- **161** leasing contracts total volume **RUB397.0 mln** were financed during 2013.



**BANK
CENTER-INVEST**

CIB focus on SMEs



- Bank financed **4,865** SME projects for **RUB30.9bln** during 2013.

- SME loan portfolio made up **RUB27.4bln** as at 01.01.2014.

- Bank is one of the leader of SME lending as a part of **"Regional long-term purposed-oriented programme for development of small and medium-sized entrepreneurship in 2009-2014"**

Criteria of enterprises' assignment to micro, small and medium business*

Segment	Number of employees	Sales proceeds, RUB mln
Micro business	up to 15	up to 60
Small business	up to 100	up to 400
Medium business	up to 250	up to 1000

* Federal Law N209 dd 24.07.2007 "On the Development of Small and Medium-Sized Business in the Russian Federation"

- Center-invest Bank first began working with SMEs back in 1997.

- During more than 17 years it has gathered an extensive experience and it is recognized as one of the best from regional banks in Russia in SME lending.

- Our support for the sector has remained consistent and our customers recognise that our approach differs from speculative express lending based on scoring models.

- In the Rostov region Center-invest Bank accounts for a quarter of all long-term loans for investment purposes for small and medium businesses.



**BANK
CENTER-INVEST**

Unique lending programmes for clients

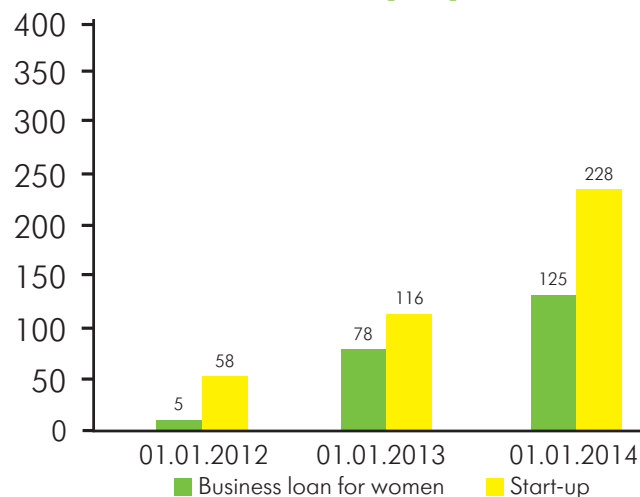
Center invest Bank is retaining and consolidating its positions in the business lending market.

We continue to introduce new products that enable the bank to remain competitive in a changing economic environment

CIB unique programmes for corporate clients:

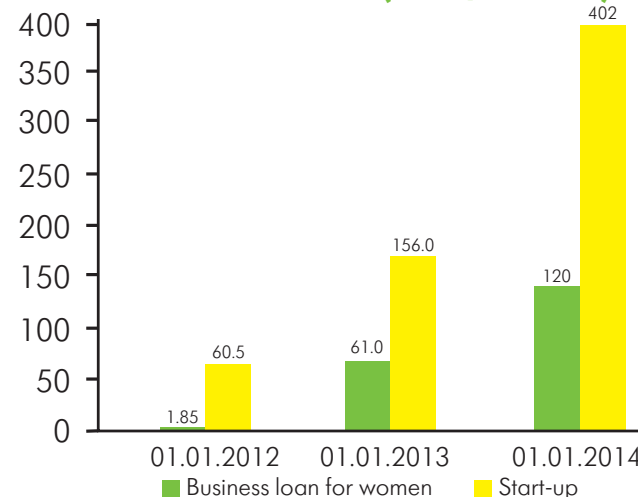
- CIB continued to promote its **Start-up loan programme** for new businesses. In the period from 01.06.2011 (programme launch) to 01.01.2014, **228** loans with a total value of **RUB402 million** were made under the programme. The **Bank's Advisory Centre** holds more than **50 free seminars** every year, which have been attended by more than 600 people to date. In 2012 Center-invest Bank became a financial partner of the **Youth Business Programme run by the International Business Leaders Forum (IBLF)**. As well as financial assistance, the young people are offered business mentoring by experienced business people as a part of this programme
- **Business loan for businesswomen** - a loan product which was developed in November 2011 to support female entrepreneurs in Southern Russia, is the only one of its kind in the region. The low interest rate on this loan product is intended to help successful business ladies grow their business. Since the launch of the programme, more than **125** business women realize their business dreams, total volume of lending exceeded **RUB120 million**.

Number of projects



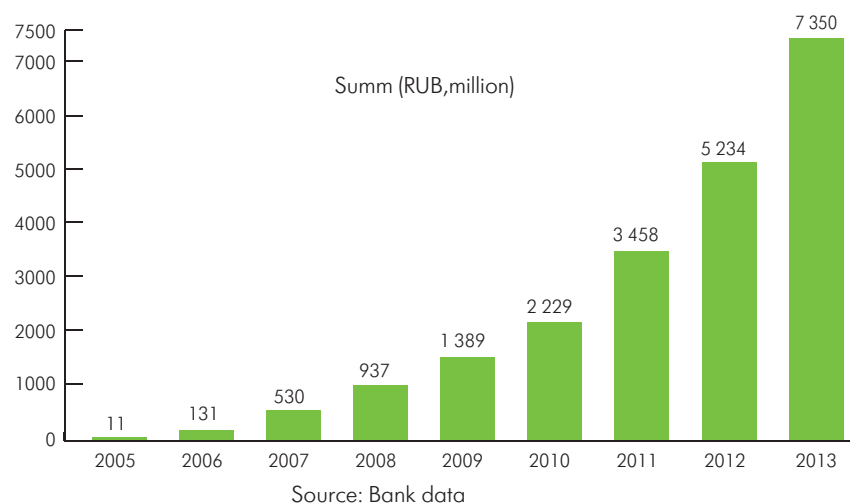
Source: Bank data

Total amount (RUB,million)



Source: Bank data

Partnership for modernization and energy efficiency programmes



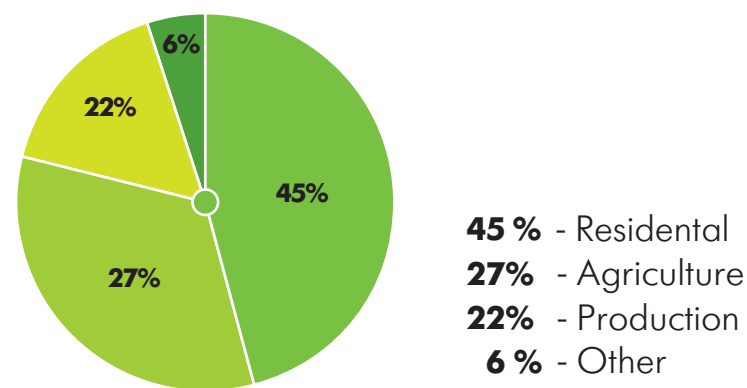
- CIB is the Russian leader in terms of value of financing EE projects – over RUB7.4billion
- In 2013 the Bank made **3,496** energy efficiency loans for a total amount **RUB2.12bn** which exceeded the performance of a 2012 by 20%
- EE projects financed by CIB have achieved an annual reduction of CO₂ emissions of 129,800 tonnes which equals emissions from 75,900 cars
- The first International Centre for Energy Efficiency (ICEE) was opened at CIB in 2012
- CIB has financed 65 companies totaling RUB1,169million and 3,431 residential EE projects totaling RUB947.0million during FY2013

Center-invest Bank's success in financing energy efficiency projects is attributable to the fundamentally new approach that we have developed for our customers in southern Russia: **sustainable lending**.

This approach combines technical, financial and social engineering. The projects financed by the Bank meet the social and environmental requirements dictated by the Bank's policies and procedures.

In 2010 the Bank adopted a new version of "Environmental and Social Policy" which was approved by shareholders and agreed with the partners of the Bank.

Breakdown of financed EE projects in 2013

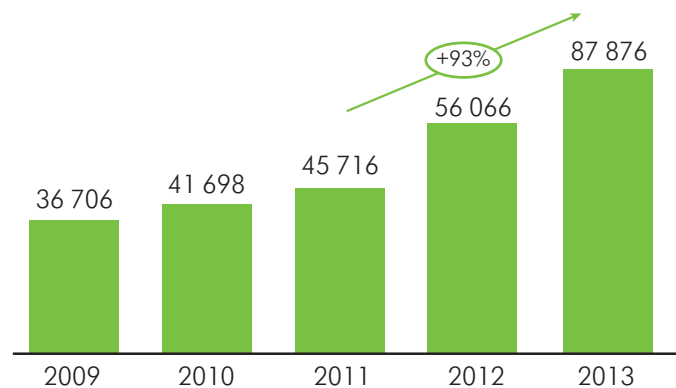


Source: bank data

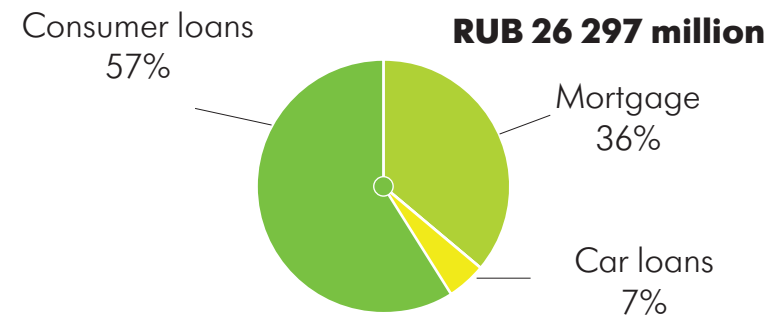
Retail loan portfolio

- **39,444** loans totaling **RUB16.6 bn** were granted during 2013 to the population of Southern Russia
- Retail lending portfolio grew by RUB 7.2bn and reached **RUB26.3bn** and made up 41% of the total loan portfolio
- The growth of the loan portfolio is attributable to the following factors:
 - Interest rates are the lowest in the market
 - Extensive product line
 - Flexible loan terms
- Retail loan portfolio comprised **87,876 active loan agreements** (+ 57% during the 2013)
- Bank cards **lending value exceeded RUB1.0bn** during 2013
- Despite strong growth of retail lending portfolio (up to 38%), NPL ratio is maintained at a low level:
 - NPL up to 30 days – 4.0% (as at 01.01.2014)
 - NPL up to 90 days - 3.4% (as at 01.01.2014)
- Bank doesn't provide an express loans and give preferences to own depositors, customers with solid credit histories and people who have a Center-invest Bank's salary cards.

Number of retail loan agreements

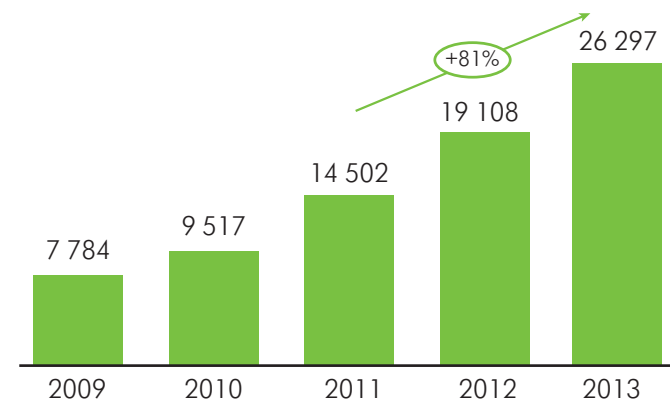


Breakdown by loan volumes as at 01.01.2014



Source: 2013 IFRS Statement

Growth of retail loan portfolio, RUB million



Source: IFRS Statement

Bank cards

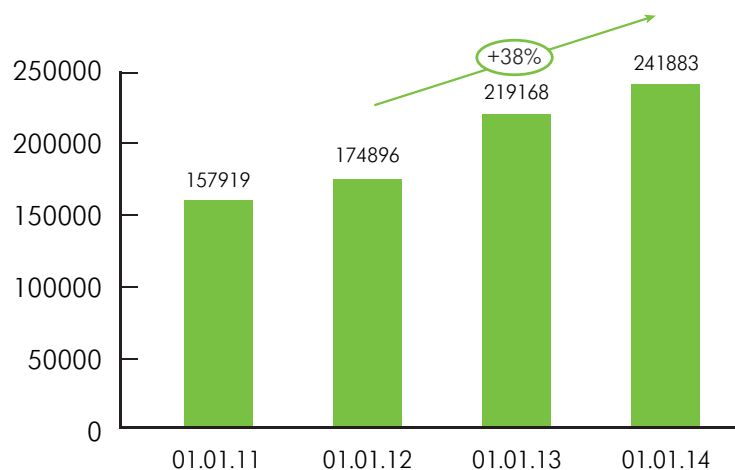
In ranking 100 largest Russian banks Center-invest is placed*:

28th	Number of ATMs
29th	Number of issued cards
34th	Number of active cards in circulation
36th	Number of new issued cards

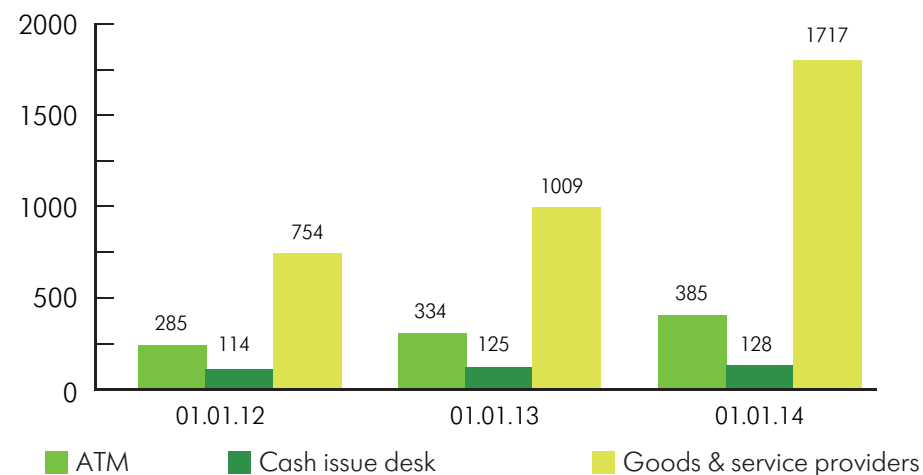
*Source: www.rating.rbc.ru as at 01.07.2013

- The number of issued cards showed a continuous growth during 2013 and made up **241,883** as at end of the year
- The joint project of Federal Treasury of Rostov region, Federal Treasury of Krasnodarskiy krai and Federal Treasury of Volgograd region are in progress: **10,015** debit cards were issued
- Employees of **2,128** companies and organizations in Southern Russia receive their salaries on CIB payroll cards
- 186 trade and service companies are the participants of special loyalty programme for Bank's cardholders "The world of discounts"

The number of issued cards in circulation



Composition of Bank's acquiring network

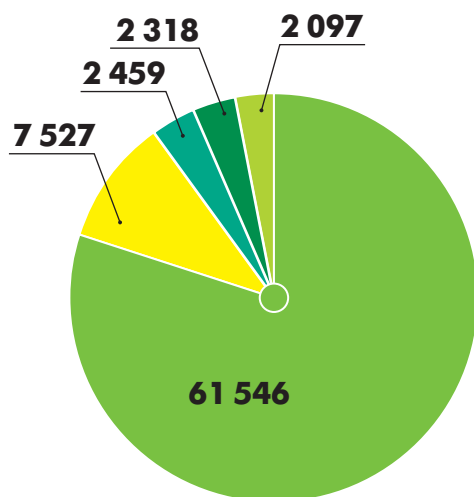


Source: Bank data

Assets and liabilities structure as at 01.01.2014

Assets

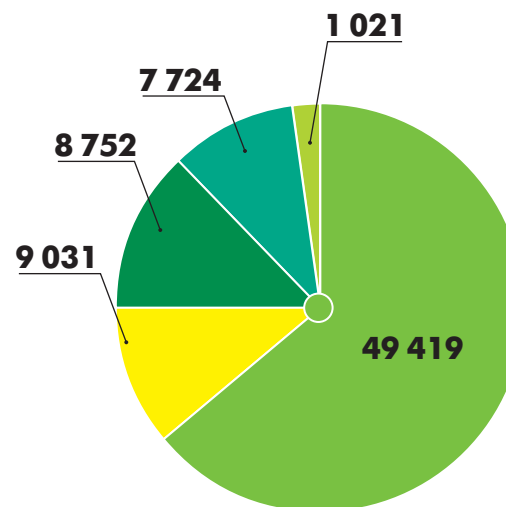
RUB million 75 947



- Net loans and Lease, 81%
- Cash and mandatory reserves with CBRF, 10%
- Fixed assets, 3%
- Other assets, 3%
- Trading securities, 3%

Liabilities

RUB million 75 947



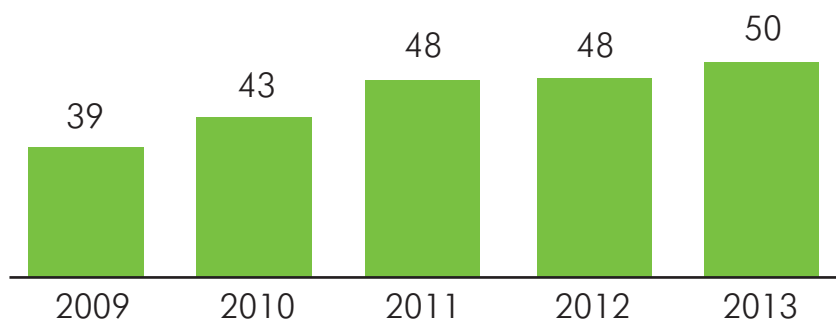
- Customer accounts, 65%
- Debt securities in issue, 12%
- Total shareholders equity, 12%
- Loans from IFIs, 10%
- Other liabilities, 1%

Source: 2013 IFRS Statement

Resource base

The bank displays a fairly diversified funding structure with a well balanced, short term liquidity gap, and is mainly funded by customer accounts that constituted 65% of total liabilities as at 01.01.2014, as well as by corporate deposits and long term borrowings from international financial institutions.

Growth of corporate clients accounts.
thous. accounts



Structure of client accounts:

69% - term deposits
31% - current accounts

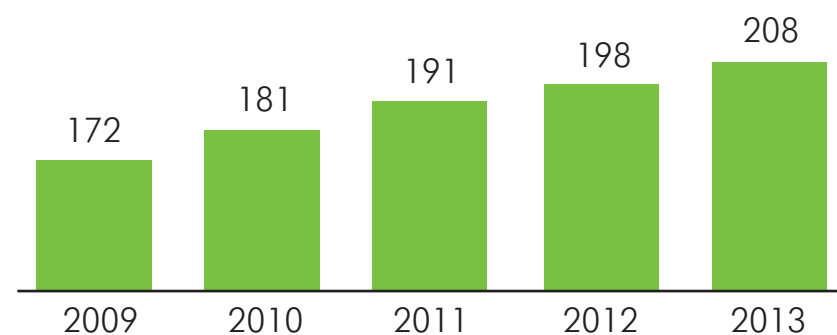
76% - individuals accounts
24% - companies accounts

Dynamics and structure of clients deposits,
RUB million



Changes in a legislation connected with the twofold increase of social security contributions for individual entrepreneurs (starting from 2013) lead up to mass closing of individual entrepreneurs accounts in Russian banks and, respectively, outflow from client's accounts. But Center-invest Bank succeed in keeping its clients and increase the number of accounts by 1,500.

Number of individuals account, thous.account



Source: Bank data



**BANK
CENTER-INVEST**

Positive credit history

We work with our partners to attract funds from both the Russian and the international financial markets. At a time when long - term resources in the Russian markets are extremely limited, the Bank has benefited from its cooperation with IFIs. Now borrowed funds from IFIs – one of the main and reliable long – term source (10% in liabilities structure).

Date	Financial institution	Amount	Period (years)
April 2007	Subordinated loan from Black Sea Trade and Development Bank	USD 10 million	7
November 2007	Syndicated loan from EBRD + FMO	RUB 1.0 billion	5-7
April 2008	Subordinated loan from EBRD	USD 20 million	10
May 2008	Subordinated loan from DEG	USD 30 million	10
April 2009	Loan for SME from EBRD	USD 35 million	5
May 2009	Loan for SME from OeEB (Austrian Development Bank)	USD 10 million	5
November 2009	Loan for Agriculture and EE from IFC	RUB 600+350 million	3
January 2012	Loan for SME and EE from EBRD	RUB 1.125 million	3
June 2012	Loan for SME and EE from Eurasian Development Bank	RUB 300 million	3
September 2012	Loan for EE and SME from OeEB (Austrian Development Bank)	EUR 20 million	7
November 2012	Loan for SME from Russian Bank for Small and Medium Enterprise Support	RUB 500 million	5
December 2012	Loan for EE from Eurasian Development Bank	RUB 150 million	3
February 2013	Loan for SME from IFC	RUB 900 million	3
March 2013	Loan for MSME and EE from EBRD	RUB 1.500 million	3
April 2013	Loan for SME from Eurasian Development Bank	RUB 150 million	3
August 2013	Funding from responsAbility Global Microfinance Fund (Luxemburg)	RUB 130 million	3
October 2013	Funding from responsAbility Global Microfinance Fund (Luxemburg)	RUB 175 million	3
November 2013	Funding from responsAbility Global Microfinance Fund (Luxemburg)	RUB 180 million	3
December 2013	Loan for SME from Black Sea Trade and Development Bank	EUR 20 million	5



Center-invest Bank on bond market

Bonds in circulation

Series	Total par value, RUB million	In circulation, RUB million	Maturity date	Put option date	Coupon rate, % per annum
Bond, series 02	3 000,00	2 470,00	06.2014		9.4
Exchange bonds BO-01, BO-05 series	2 500,00	0	06.2014		0.5
Exchange bonds, BO-02 series	1 500,00	1 500,00	04.2015		10.2
Exchange bonds BO-03, BO-06 series	2 500,00	2 500,00	03.2016	09.2014	10.25
Exchange bonds, BO-07 series	2 000,00	2 000,00	11.2018	11.2015	9.2

Registered issues

Series	Total par value, RUB million	Maturity
Exchange bonds, BO-04 series	1 500,00	3 years
Exchange bonds, BO-08 series	2 000,00	5 years
Exchange bonds, BO-09 series	2 000,00	5 years
Exchange bonds, BO-10 series	3 000,00	5 years
Exchange bonds, BO-11 series	3 000,00	5 years

Center-invest Bank successfully placed five of the six issues from the First exchange bonds programmes which was approved by Bank's Board of Directors.

In May 2013 a new exchange bonds programme was registered. It is comprised of five issues totaling RUB 12.0bn with 5 years maturity.

Bank is slightly increasing a maturity of exchange bonds:

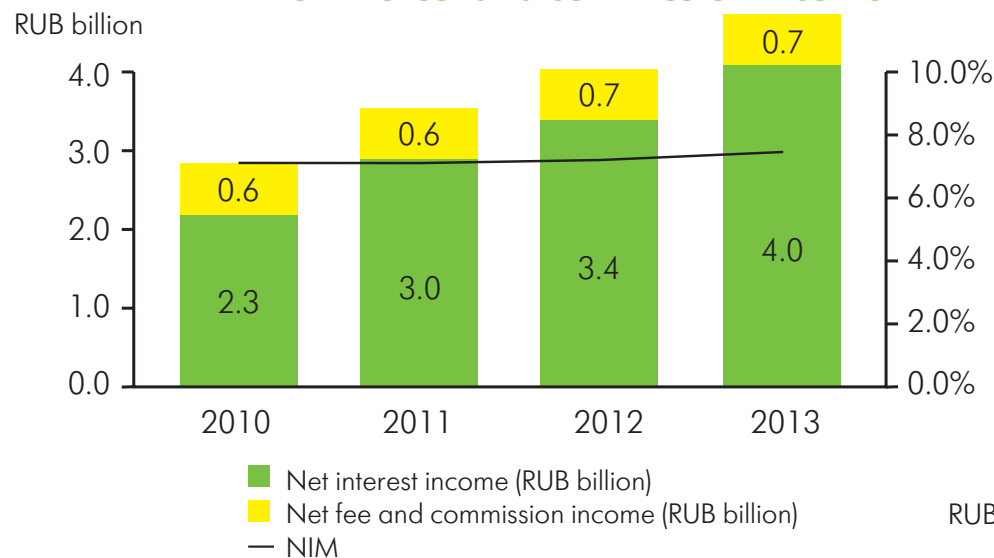
- under the offer, in April 2013, 4 coupons under BO-02 series were announced with 2 years maturity and coupon rate 10.20% per annum. Bank bought out bonds worth a total of RUB30.0.

- In November 2013 BO-07 series bonds with a total par value of RUB2.0bn was placed on the MICEX. The bonds mature in 5 years and carry a put option after 2 years. Annual coupon rate was set at 9.20% per annum.

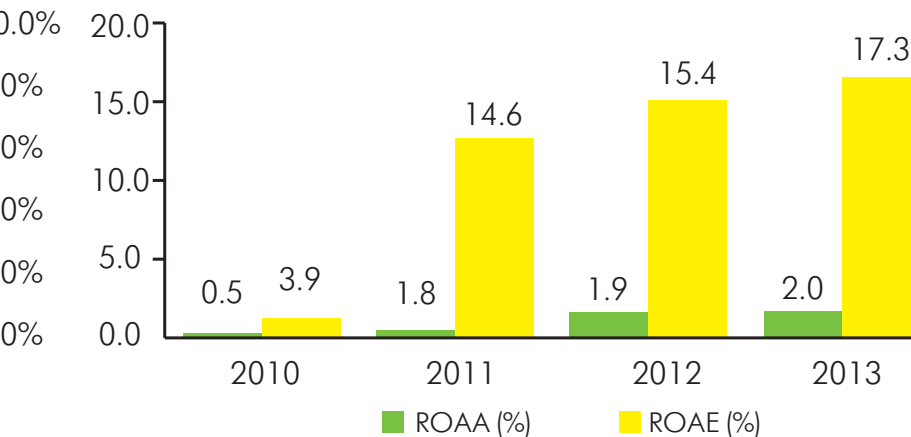


Efficiency

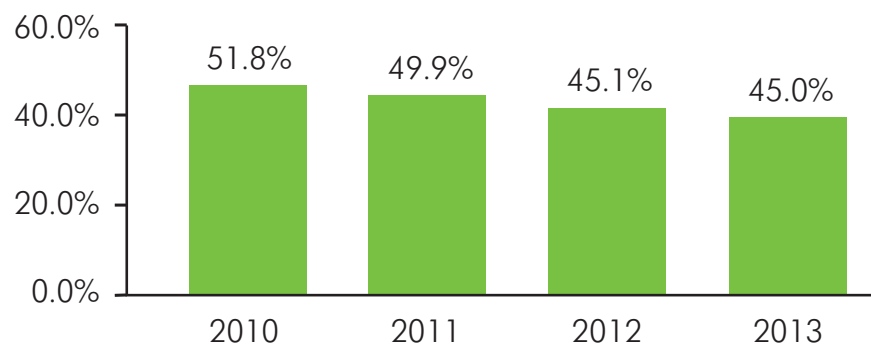
Net interest and commission income



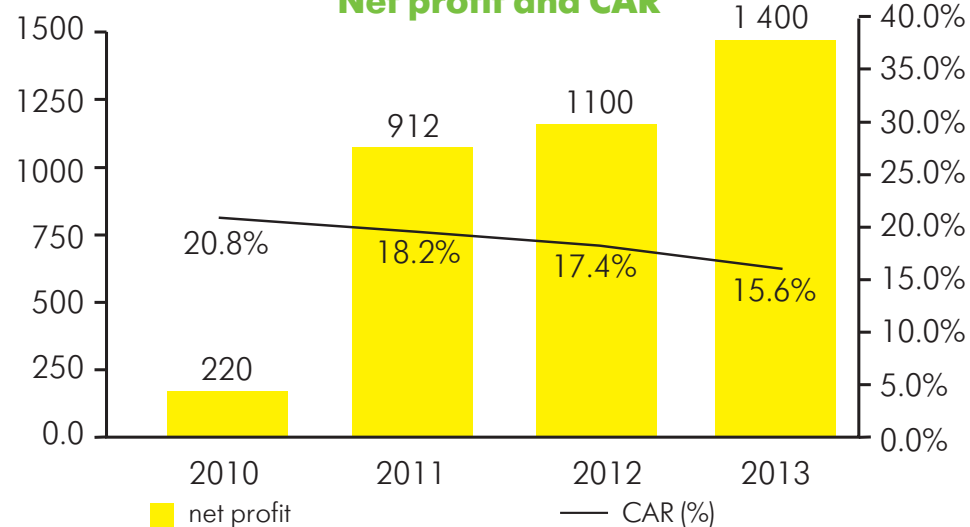
ROAA and ROAE dynamics



Cost/Income



Net profit and CAR



Source: audited IFRS Statements 2013

CIB News 2013

Dr. Vasily Vysokov and Dr. Jim Yong Kim, President of the World Bank signed the **Loan Agreement** in the total amount RUB 900 million (equivalent USD 29.0 million).

CIB was ranked a **36th place** in **TOP-40 Annual Reliability Ratings** of "Forbes" magazine and became the only southern Russia regional Bank included in the TOP-list in categories "High reliability".

Center-invest Bank was the runner-up in its category in the FT/IFC Sustainable Finance Awards, receiving a special commendation for **leadership in Eastern Europe**. Center-invest Bank was the only Russian bank to win an award.

International rating agency **Moody's Investors Service** affirmed Center-invest Bank's **Ba3 rating** for long-term local currency debt and foreign currency deposits, outlook stable, and **its Aa3.ru** long-term national scale rating.

Center-invest Bank has won **two prestigious banking awards**: the Citibank STP Award 2012 for the excellent quality of its international payments in US dollars, and a Relationship Award 2012 from Commerzbank for the high quality of its international payments in euros.

Center-invest Bank has been ranked 31st in the rating **"The Most Effective Bank Staff"**, compiled by the portal Banki.ru.

CIB in cooperation with DEG organized a conference **"Sustainable banking business model"** for international and domestic partners.

320 top students from southern Russia's leading high institutions were awarded with **scholarships from Center-invest Bank and the Endowment Fund for Education and Science** in the Southern Federal District. The total scholarship fund made up RUB 6.4 million this year.

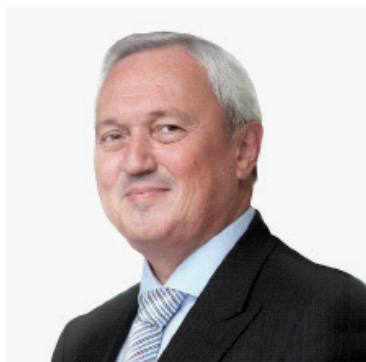
The Supervisory Board took a decision to increase the capital of the Endowment Fund for Education and Science in the SFD for further development of social and educational projects. The fund now **has capital of RUB 100.0 million**.



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