

VTB GROUP'S STRUCTURE



KEY CHANGES IN THE STRUCTURE OF VTB GROUP IN 2019

According to VTB Bank's Development Strategy, one of its key priorities is to strengthen the positions of VTB Group banks in the retail banking market and to attract customer deposits.

In an effort to achieve this, VTB Bank acquired *West Siberian Commercial Bank* and *Sarovbusinessbank* in January 2019.

- *Sarovbusinessbank* is one of the leading banks in the Nizhny Novgorod region. VTB's acquisition of *Sarovbusinessbank* enabled the Group to increase its base of active retail clients in the Nizhny Novgorod region (about 183 thousand active retail clients) and to greatly increase its market share in the region in terms of retail deposits and retail lending.
- *West Siberian Commercial Bank* is one of the leading banks in the Tyumen region and also has a significant presence in the Yamalo-Nenets and Khanty-Mansi autonomous districts (333 thousand active retail clients). With these acquisitions, VTB Group bolstered its branch network in the Nizhny Novgorod and Tyumen regions, its base of salary clients (more than 314 thousand individual salary clients) and its client base among small and medium-sized enterprises (SME) (about 24 thousand SME clients).

During the reporting year, VTB Bank worked on the integration of *West Siberian Commercial Bank* and *Sarovbusinessbank*, as well as *Vozrozhdenie Bank*, which was acquired in 2018, into VTB Group.

These efforts included the following:



Technical and legal concepts were prepared for the integration;



Corporate actions were taken to buy back shares from minority shareholders in accordance with legal requirements;



The management teams at subsidiary banks were strengthened (representatives of VTB Bank joined the banks' Boards of Directors and Management Boards);



VTB Group's standards for client segmentation, financial reporting and business planning were introduced;



An analysis was carried regarding the support and control processes for further alignment with VTB standards.

VTB GROUP'S COMPETITIVE ADVANTAGES

Enable the Group to support and strengthen its market positions

Strong market positions in Russia – a leading, systemically important bank, holds a significant share of the banking system's total customer accounts and deposits and total assets

With an expansive international network, **the Group has a unique opportunity to serve Russian clients across the globe**

Strong relationships with leading Russian companies in key economy industries

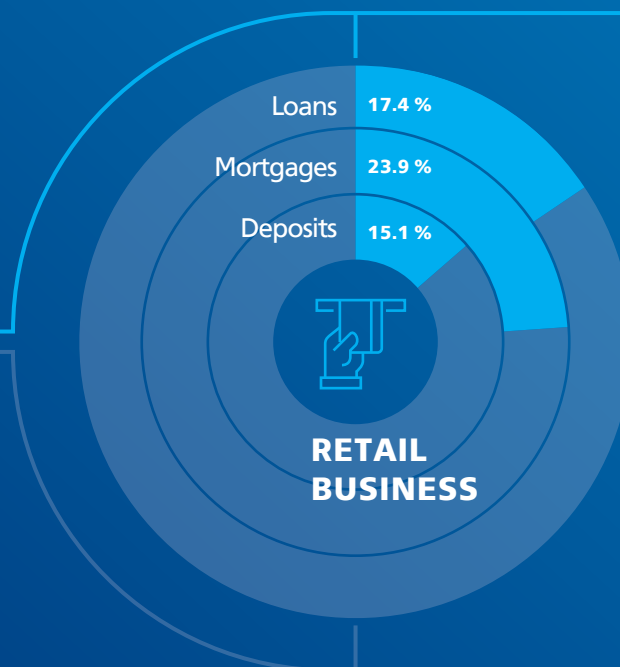
Has **a large branch network** and **a broad client base**

A diversified universal banking business with significant market shares in various segments of the Russian market

Corporate-Investment Business division VTB Capital provides **a full range of services in international financial markets**



**RUSSIAN
BANKING
SECTOR**



Leading positions in retail banking services, a leader in the market of investment products for individuals

Sizeable capital creates potential for sustainable asset growth and enables the Bank to finance large companies

Brand awareness and state interest ensure financial strength and increased customer confidence

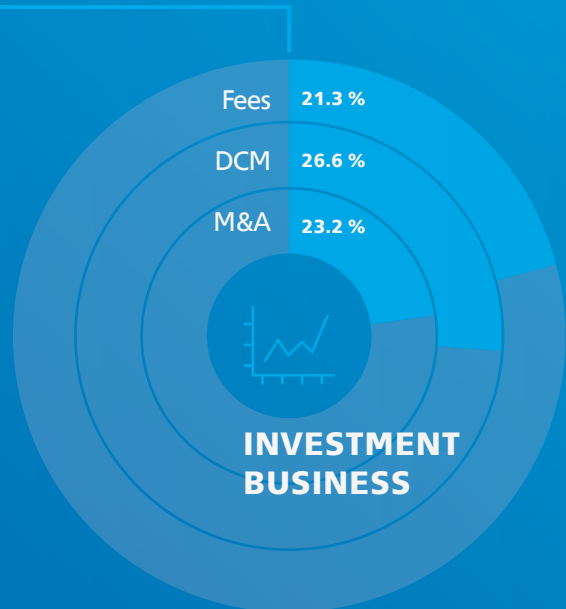
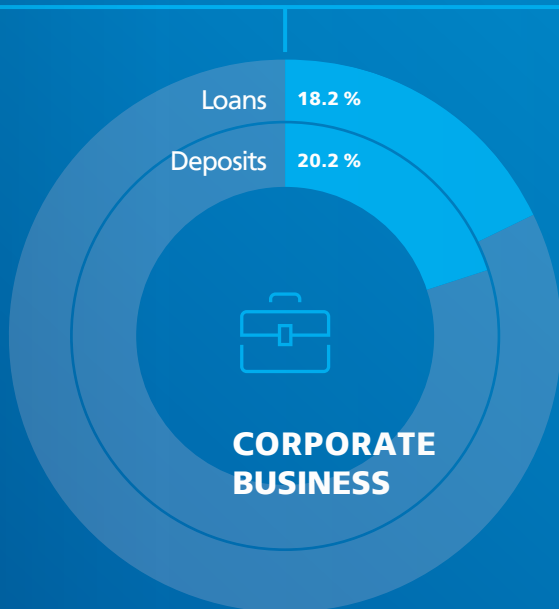
A professional team with a client-oriented approach

VTB GROUP CLIENTS

1.9 thousand groups of companies of *Corporate-Investment Business* segment

513 thousand companies of *Medium and Small Business* segment

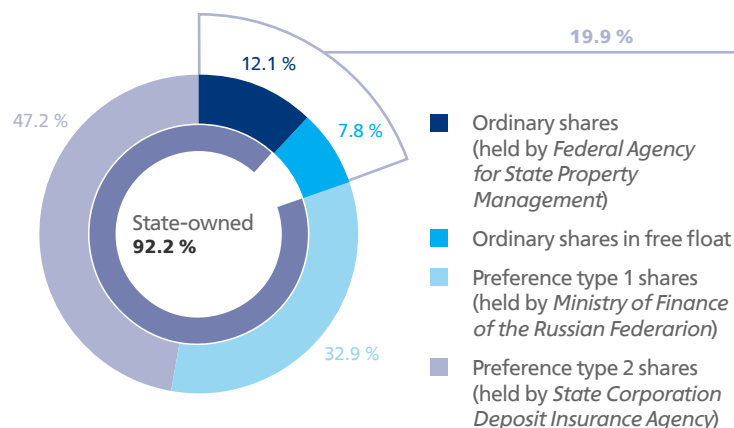
13.3 million clients of *Retail Business* segment



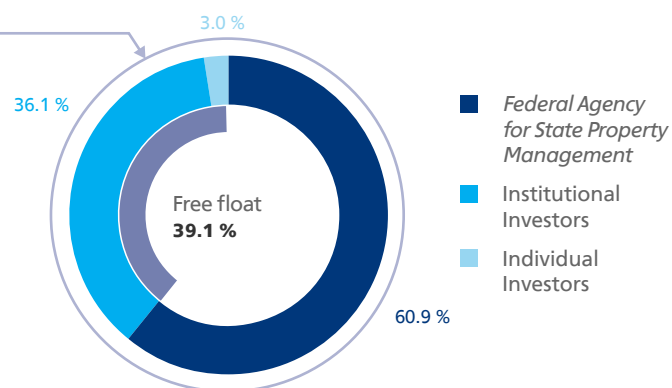
OWNERSHIP STRUCTURE

(December 2019)

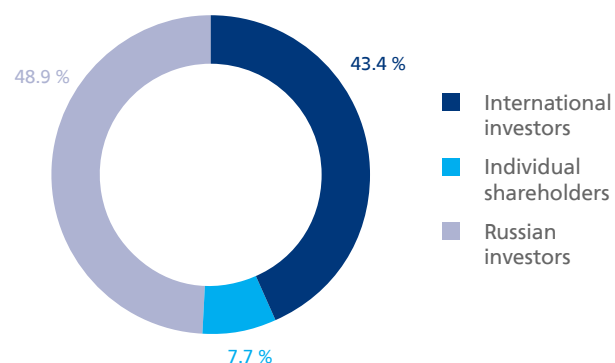
EQUITY CAPITAL



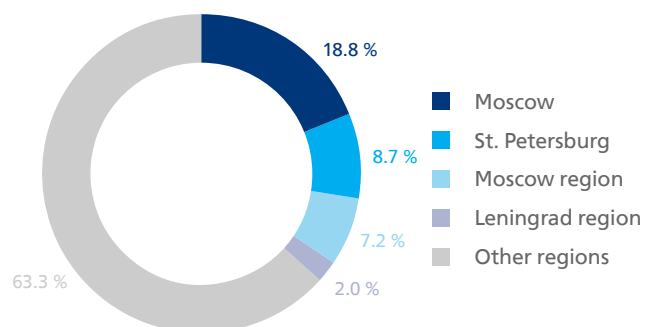
VOTING RIGHTS



GEOGRAPHICAL DISTRIBUTION OF INVESTORS (% OF FREE FLOAT)



REGIONAL DISTRIBUTION (% OF INDIVIDUAL SHAREHOLDER BASE)



TOTAL NUMBER OF VTB BANK SHAREHOLDERS

159.7 thousand

including

158.6 thousand individuals

STOCK EXCHANGE LISTINGS



ORDINARY SHARES

LEI 253400V1H6ART1UQ0N98

ISIN RU000A0JP5V6

VTB Bank shares are included in *Moscow Exchange's Level 1* list and are included in the *Moscow Exchange* and *RTS Index*, as well as the *Subindex*, the *MOEX 10 Index*, the *Broader Market Index*, the *Finance Index*, the *RTS Finance Index* and the *RTS Broad Market Index*.

Ordinary shares are also included in the international *MSCI Russia Index* and the *MSCI EM Index*.



London
Stock Exchange

GLOBAL DEPOSITARY RECEIPTS (GDRs)

Each GDR is equivalent to 2 thousand of VTB ordinary shares.

VTB Bank's GDRs are included in the *FTSE All-World Index*, *FTSE EMEA Index* and *MVIS Russia Index*.

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144A programme

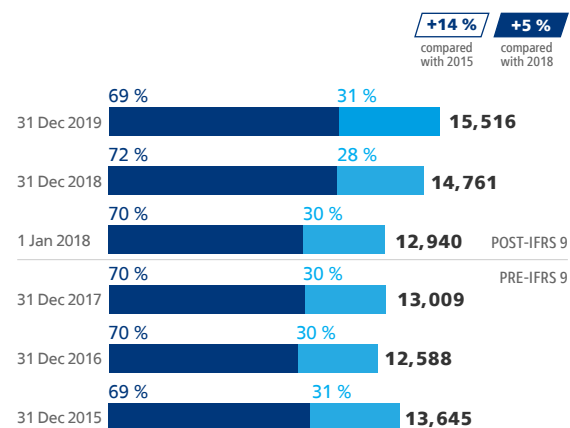
ISIN US46630Q1031

RegS programme

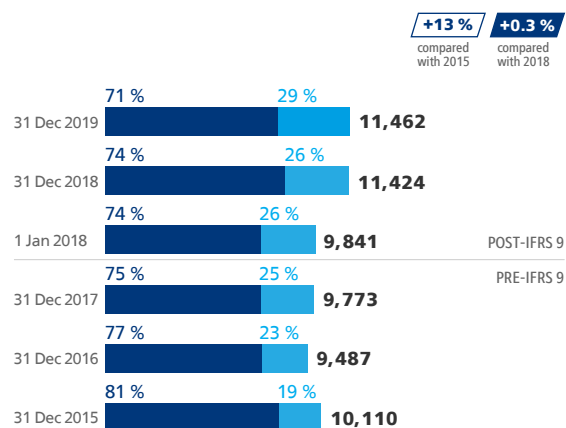
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KEY FINANCIAL HIGHLIGHTS

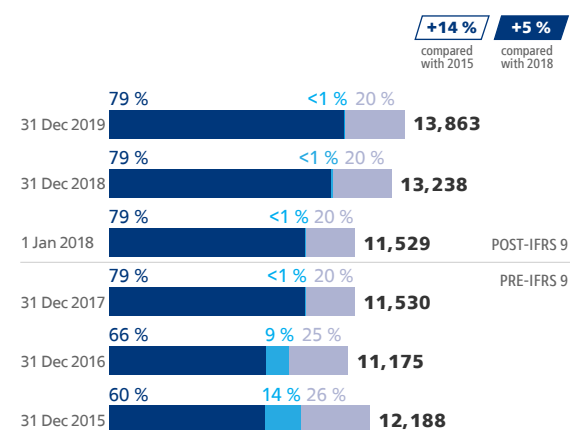
TOTAL ASSETS, RUB billion



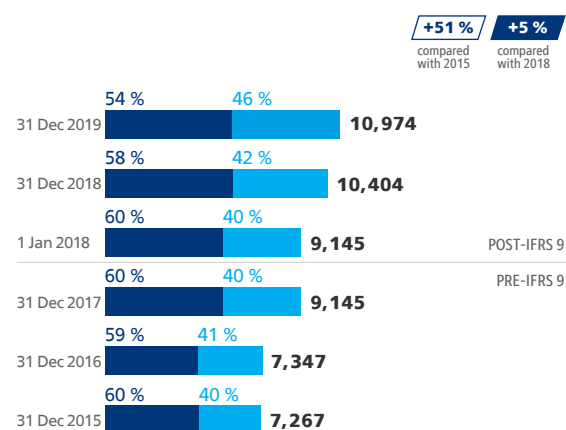
CUSTOMER LOANS, RUB billion



TOTAL LIABILITIES, RUB billion

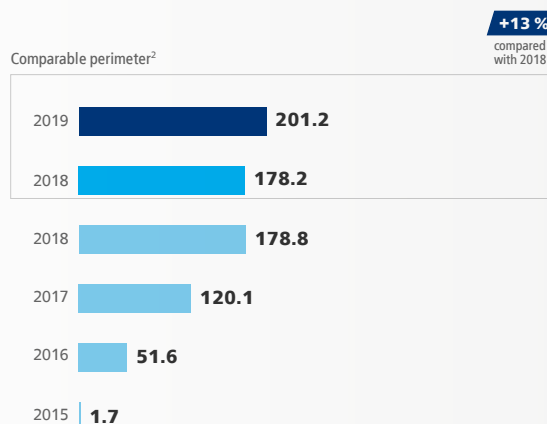
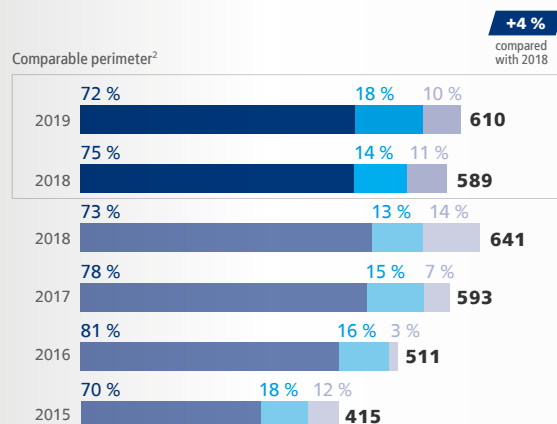


CUSTOMER FUNDING, RUB billion



OPERATING INCOME BEFORE PROVISIONS¹, RUB billion

NET PROFIT¹, RUB billion



- Net interest income
- Net fee and commission income
- Other net operating income

KEY PERFORMANCE AND PROFITABILITY INDICATORS, %

	2015	2016	2017	2018	2018	2019
Net interest margin (NIM)	2.6	3.7	4.1	3.9	3.7	3.4 ▼
Net fee and comission margin (NCM)	0.6	0.6	0.8	0.7	0.6	0.7 ▲
Cost to income ratio (CIR)	53.5	45.8	44.0	40.5	38.3	41.6 ▲
Cost of risk (CoR)	1.8	1.5	1.6	1.6	1.5	0.9 ▼
Return on equity (ROE)	0.4	3.6	8.3	12.3	11.9	12.8 ▲
Return on assets (ROA)	0.0	0.4	0.9	1.3	1.3	1.3

Comparable perimeter²

¹ Indicators for the years of 2015–2018 are presented as published in the IFRS accounts for the relative period with no further adjustments or reclassifications.

² The P&L components have been compared with modified financial results for 2018 for purposes of accuracy of the year-on-year analysis (not including operational results of Post Bank, Multicarta, VTB Bank (Ukraine) and VTB Bank (Belgrade)).