



MOSCOW  
EXCHANGE

July 2013

Investor presentation

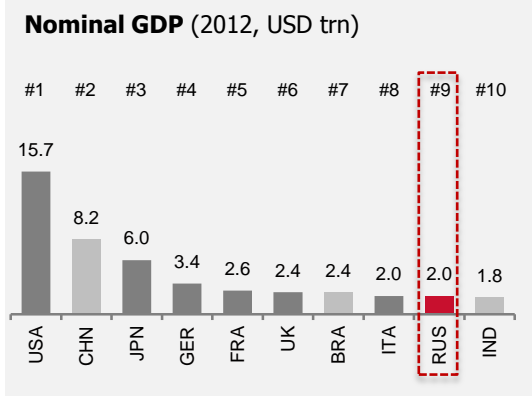
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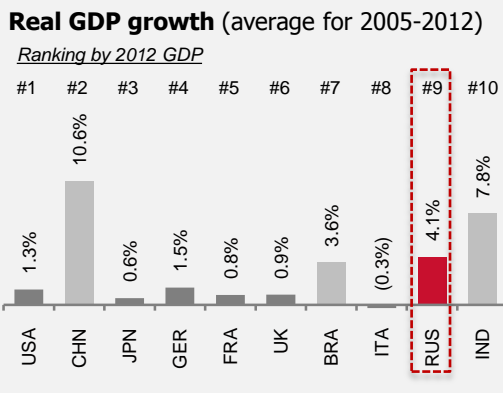
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# Large and fast-growing economy with significant capital market growth potential

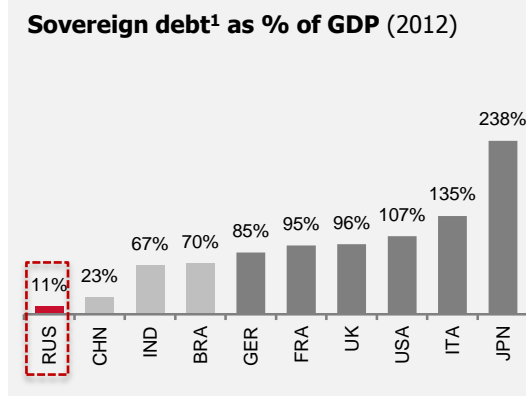
## #9 economy globally...



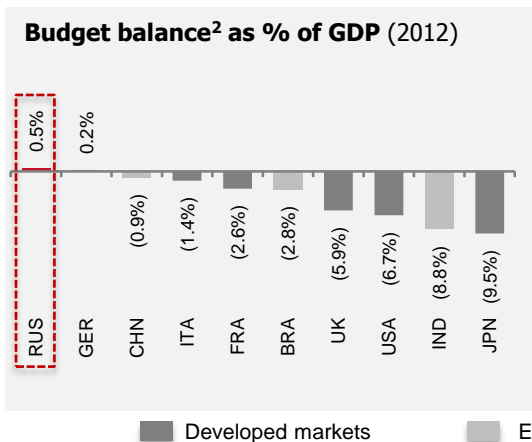
## ...with a strong growth track record...



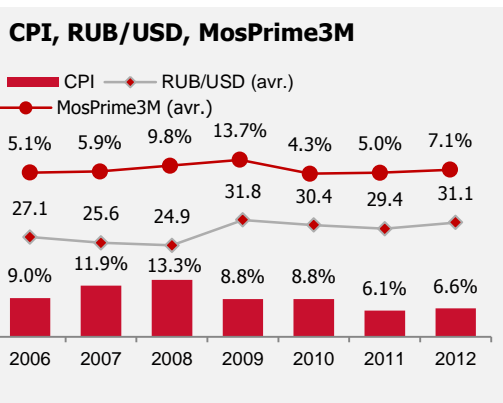
## ...low government leverage...



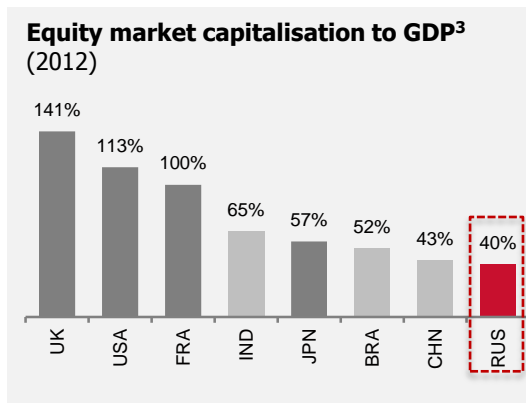
## ...strong fiscal policy...



## ...decreasing inflation and stable FX...



## ... and strong growth potential for the capital market



Source: Nominal GDP, Real GDP growth, Sovereign debt as % of GDP – IMF; Budget balance – Economist Intelligence Unit; CPI – Russian State Statistics Agency, RUB/USD – Central Bank of Russia, MosPrime3M – National Foreign Exchange Association; Equity market capitalisation to GDP – WFE, IMF

1 Total gross debt (both local and foreign currency) owed by government to domestic residents, foreign nationals and multilateral institutions such as the IMF, expressed as a percentage of GDP; for France and Japan only estimated Government debt is available for 2012

2 Central government receipts minus central government outlays, as a percentage of GDP; for France and Japan only estimated balance is available for 2012

3 Market capitalisation for the USA is the sum of NASDAQ and NYSE market capitalisations, for China – the sum of Shanghai and Shenzhen market capitalisations, for India – BSE market capitalisation, for Brazil – BM&F Bovespa market capitalisation, for Russia – Moscow Exchange market capitalisation, for France – NYSE Euronext Europe market capitalisation, for UK – LSE market capitalisation (including Borsa Italiana market capitalisation)



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# Diversified and vertically integrated **service offering**

## Trading volumes of Russian securities<sup>1</sup>

	Market share <sup>2</sup> (1Q2013)	Volume CAGR <sup>3</sup> (2009 – 2012)	Global rank (1Q2013)
Equities <sup>4</sup>	39%	-10%	Top 20 <sup>6</sup>
Fixed income (secondary trading) <sup>5</sup>	96%	42%	Top 10 <sup>6</sup>
REPO (Money Market)	95%	44%	n.a.
FX	25%	7%	n.a.
Derivatives	97%	29%	Top 10 <sup>6</sup>

- Major domestic platform for trading of Russian financial instruments<sup>1</sup> across asset classes
  - Sizable market
  - Good coverage on all markets
  - Vertically integrated structure
- Moscow Exchange is in Top-20 exchanges globally in 1Q2013 by equity market capitalisation of USD 774bn<sup>6</sup>
- Between 2005 and 2012 the domestic market capitalisation of companies listed on Moscow Exchange increased at a CAGR of 19%<sup>6</sup>

Source: Moscow Exchange estimates, World Federation of Exchanges (WFE)

1 Russian securities or Russian instruments refer to the securities of entities that are incorporated in or that conduct the majority of their operations in Russia, derivatives on the securities of such entities or other Russian instruments such as indices or the currency and Rouble-denominated FX transactions

2 Market share for equities: versus other international exchanges (LSE, Deutsche Börse, NYSE, HKEx and NASDAQ) and domestic OTC market; for Fixed income (secondary trading): versus domestic OTC market; for FX: versus domestic OTC market; for derivatives: versus other international exchanges (CME Group, Wiener Börse, Turquoise, Eurex)

3 Volumes for the Moscow Exchange and its historical entities by value; 4 Market share for equities calculated based on volumes including Russian GDRs;

5 Excludes Eurobonds, includes placements and REPOs with bonds;

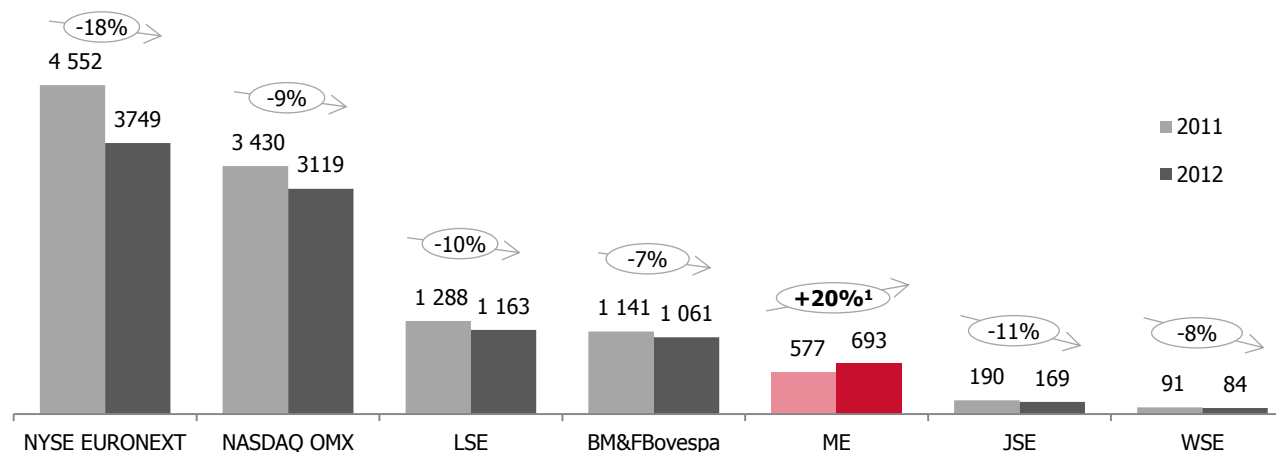
6 Based on WFE data



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# Unlike most peers, Moscow Exchange showed operating income and net profit growth in 2012

Major worldwide exchanges income (revenue) dynamics, USD mln

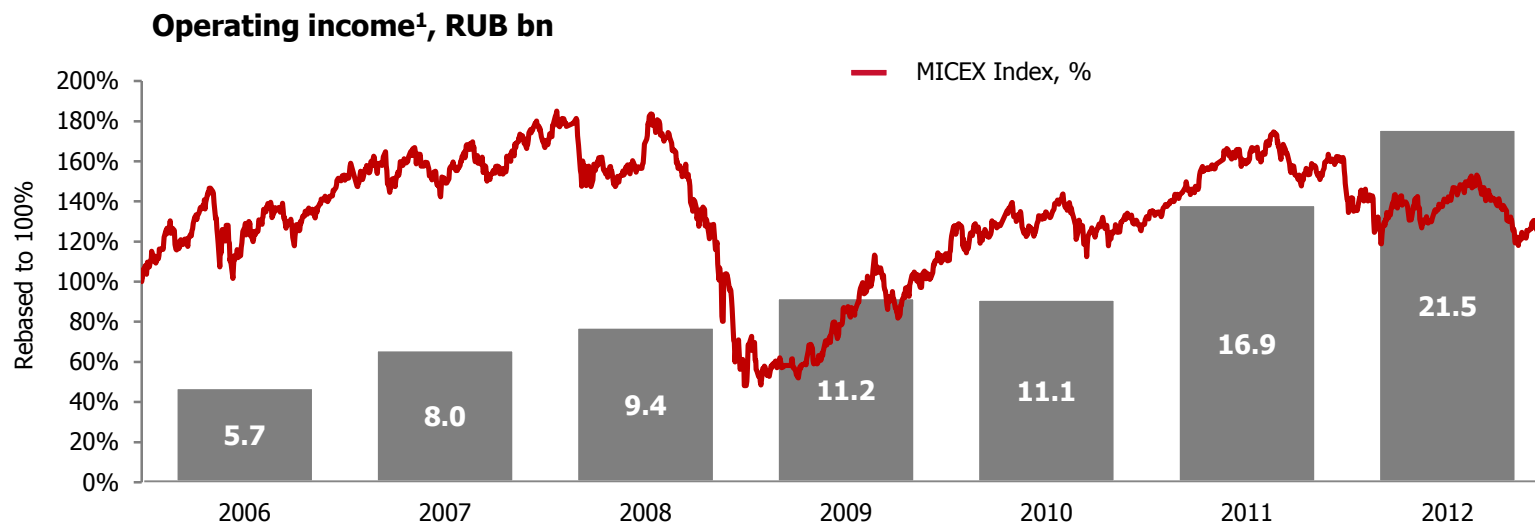


Changes in the net profit 2012 vs. 2011

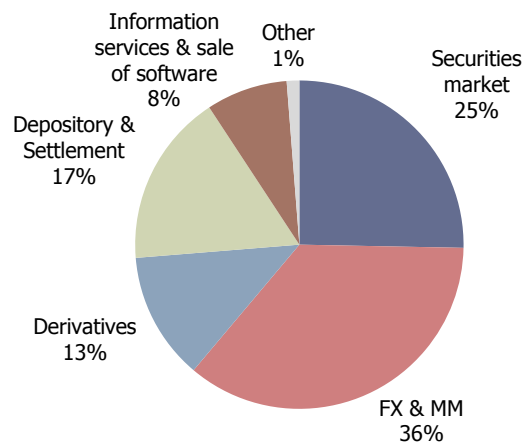


- Most exchanges worldwide faced their income (revenue) and net profit fall during the period of decreasing equities trading volumes
- Due to significant diversification Moscow Exchange is an exception as its 2012 operating income and net profit have increased by 20%<sup>1</sup>
- Moscow Exchange is the 12<sup>th</sup> largest exchange by market capitalization among public exchanges<sup>3</sup>

# Operating income generation is **resilient to economic cycle**



## Fee and commission income segmentation (1Q 2013)



- Despite decreasing equities market in 1Q 2013 total fee & commission income increased by 11% due to Moscow Exchange business diversification
- In 1Q 2013 lower income from securities market (-18%) was offset by strong derivatives (+24%), FX (+8%) and Money Market (+101%) performance (compared to 1Q 2012)



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According to Moscow Exchange IFRS financial statement  
1 RTS data are consolidated from June 29, 2011

# Moscow Exchange IPO highlights

## Offering details

February 2013

RUB 15 bn (USD 485 mln)



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Initial Public Offering  
Moscow Exchange, Moscow

Pricing date and the  
first date of trading

February 15, 2013

Offer size

RUB 15 bn (USD 485 mln)

Offering Price

RUB 55 per share (USD 1.83)

Shares outstanding

2 378 489 153

Implied market cap.

RUB 126.9 bn (USD 4.2 bn)

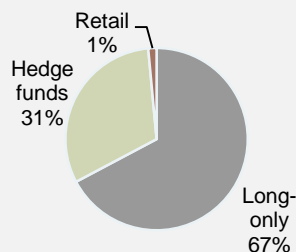
Lock-up period

180 days

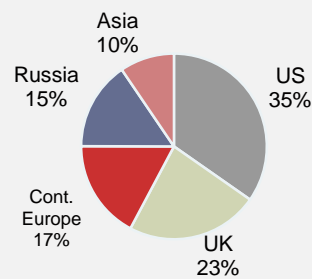
## Transaction highlights

- Largest exchange IPO globally since 2007
- Milestone transaction for Russian capital market
- Out of 75 investors indicated interest in IPO participation 69 received shares allocation
- Moscow Exchange shares are listed in the top quotation list and included into MICEX and RTS indexes
- More than 1 300 shareholders as of May 20, 2013, including around 1 100 retail investors
- Around 140 foreign shareholders holding 26% of shares outstanding

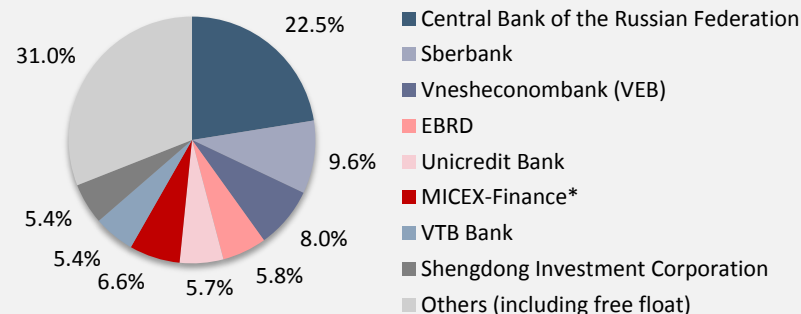
## Demand breakdown by investor type in IPO



## Demand breakdown by geography in IPO



## Shareholders holding 5% or more of the Ordinary Shares (May 20, 2013)



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\* 100% owned subsidiary of the Moscow Exchange

# Key developments in **infrastructure, markets and products**

	Challenge	Current stage	Future steps
Infrastructure	T0 settlement and 100% pre-funding	<b>T+2</b> with CCP since March 25, 2013, parallel with T0 regime	All securities in T+2, shutdown of T0 in Q3, 2013
	Absence of Central Securities Depository	<b>CSD</b> full functionality since April 1, 2013 <ul style="list-style-type: none"> <li>• National Settlement Depository (NSD) complies with Rules 17f-7</li> <li>• <b>Euroclear and Clearstream</b> opened foreign nominee accounts in NSD</li> </ul>	Equities will be eligible for Euroclear and Clearstream settlement services from July 1, 2014 <sup>1</sup>
Markets and Products	<b>Bond market:</b> <ul style="list-style-type: none"> <li>• limited number of participants</li> <li>• securities locked in REPO with the Bank of Russia</li> </ul>	<ul style="list-style-type: none"> <li>• Euroclear and Clearstream provide settlement services for international traders in <b>Russian government bonds</b></li> </ul>	<ul style="list-style-type: none"> <li>• REPO with pool of securities and collateral management</li> </ul>
		<b>Privatization</b> on Moscow Exchange (in 2012-2016)	
	<b>Equities:</b> <ul style="list-style-type: none"> <li>• placements (IPOs/SPOs) outside Russia</li> <li>• high share of trading in depository receipts (DRs)</li> </ul>	<ul style="list-style-type: none"> <li>• IPOs/SPOs in the amount of USD 4.4 bn on Moscow Exchange in <b>1H 2013</b></li> <li>• DRs, foreign stocks and mortgage-backed securities</li> <li>• Connectivity point of presence and office in London</li> <li>• New index family</li> </ul>	<ul style="list-style-type: none"> <li>• Conversion of DRs to local shares</li> <li>• <b>Listing</b> modernization</li> <li>• <b>Corporate governance</b> reform</li> </ul>
	Weak legal protection in <b>derivatives</b>	<ul style="list-style-type: none"> <li>• <b>Repository</b></li> <li>• Liquidation netting</li> </ul>	<ul style="list-style-type: none"> <li>• Clearing of OTC derivatives with CCP</li> </ul>





# Key regulatory changes

## Completed

### New regulation **of securities issuance**:

- Shorter time frame for pre-emptive rights exercise period
- Simplified offering procedure and rules on prospectus

### New **clearing law**:

- Centralization of clearing functions in National Clearing Centre

### New **depository law**:

- National Settlement Depository obtained the central depository status

- Close-out netting (liquidation netting)

## On track

### **Pension system**:

- Removal of the requirement for positive income on pension savings in each year for NPFs
- Expanding the list of eligible securities
- Lifting restrictions on IPO/SPO participation

- **Listing** modernization
- **Corporate governance** reform and new corporate governance code

- Creating a financial mega-regulator in Russia

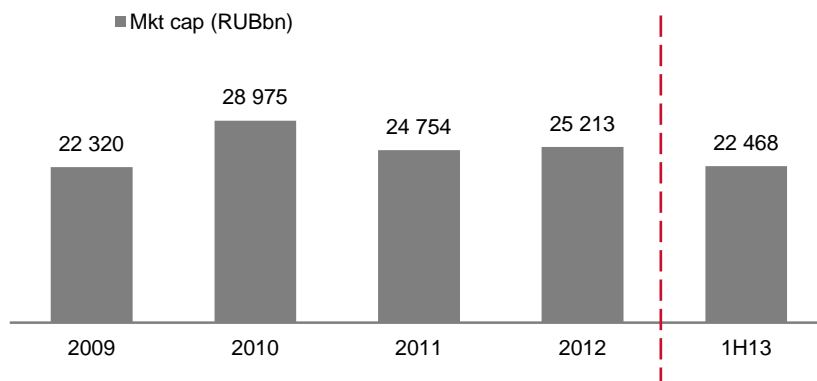
### **Tax reform**:

- 0% tax on capital gain from securities held 3+ years
- Tax incentives for savings in pensions and life insurance

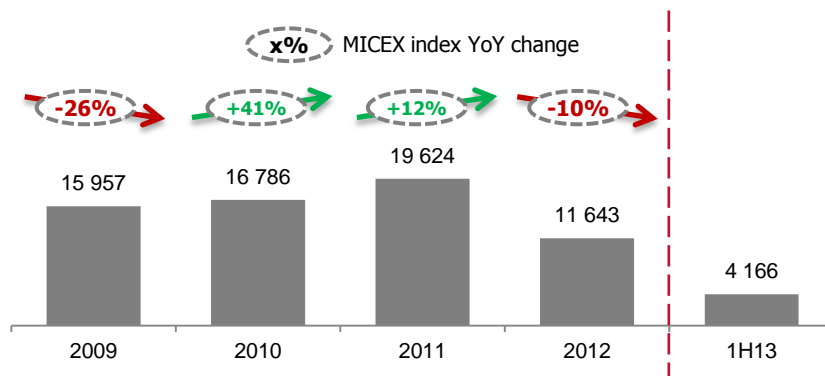


# Equity market – organic **recovery expected**

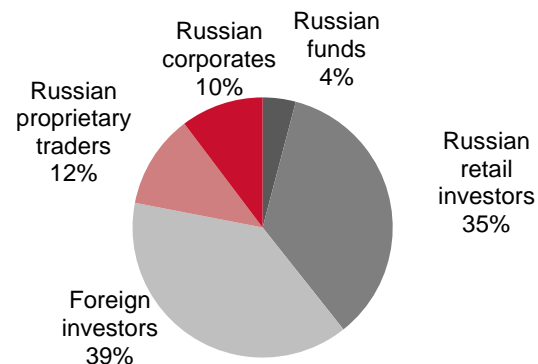
## Development of the domestic market capitalisation<sup>1</sup>



## Domestic equity market trading volumes (RUBbn)<sup>2</sup>



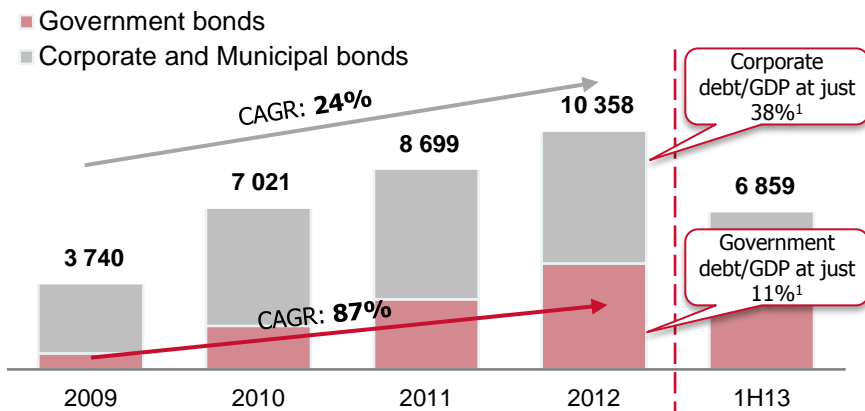
## Client breakdown based on secondary trading volume (1H2013)



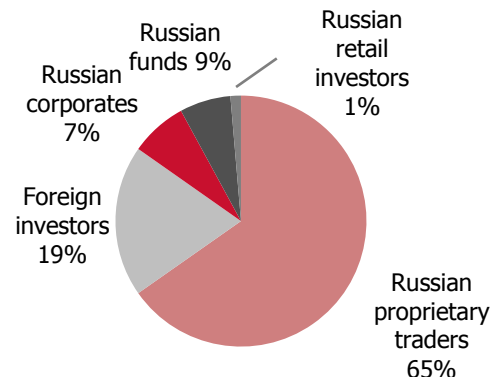
- Moscow Exchange is the 19th largest exchange globally in 1Q2013 by equity market capitalization of USD 774bn<sup>3</sup>
- Announced privatisation program and potential pipeline of private issuances may materially boost total capitalisation and related trading volumes

# Fixed Income market – strong growth perspective

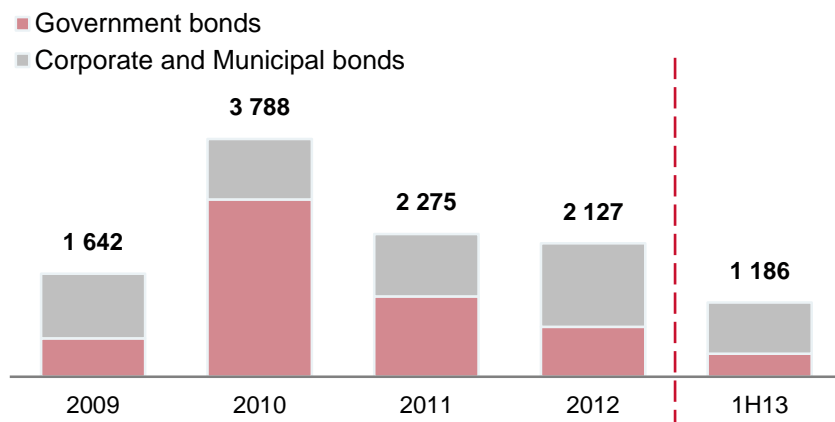
## Structure of secondary trading volume by product (RUBbn)



## Client breakdown based on secondary trading volume (1H2013)



## Structure of primary deals by product (RUBbn)<sup>2</sup>



- Moscow Exchange is the 10th exchange globally by value of bond trading in 1Q 2013<sup>3</sup>
- The segment is well-positioned to benefit from:
  - Relatively low government debt to GDP
  - Increase in Russian corporates' use of bond market financing instead of banks lending
- Strategic initiatives
  - Bonds of foreign issuers (mainly CIS)
  - Broaden the bond types offered



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Source: Moscow Exchange information, Ministry of Finance, IMF, WFE

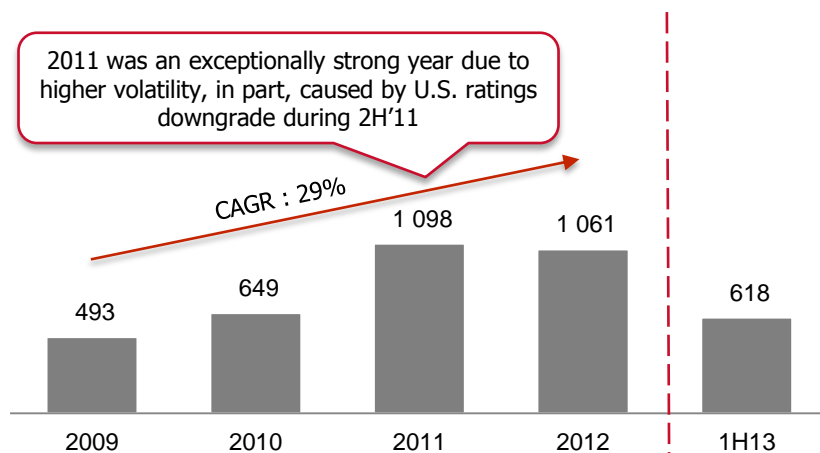
<sup>1</sup> Source for corporate debt/GDP: Ministry of Finance, as of 2011. Source for government debt/GDP: IMF, as of 31 December 2012

<sup>2</sup> Nominal value

<sup>3</sup> WFE data

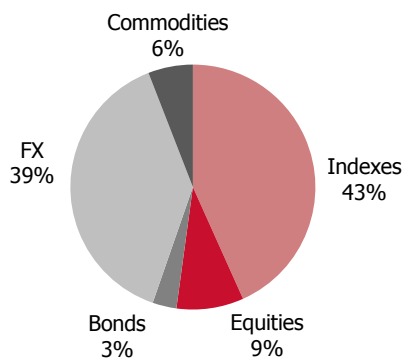
# Derivatives market – a critical **growth driver**

## Number of derivative contracts traded/cleared (mln)



## Russian derivatives market breakdown (2012)

### By open interest



**Total = USD 8 908 mln**

Source: Moscow Exchange information

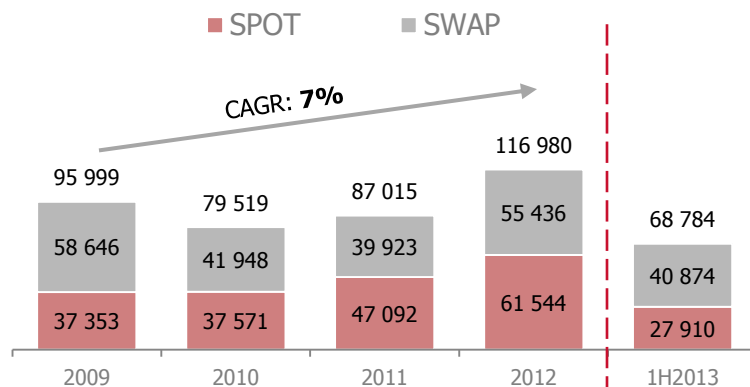
- Strong CAGR of 29% in number of contracts traded since 2009
- Introduction of CCP clearing for OTC derivatives trading is a strategic priority
- Interest rate derivatives have significant growth potential
  - The inflation targeting policy of the CBR may potentially drive trading volumes in interest rate derivatives
- Changing behavior and increasing sophistication of the financial community should benefit future market development as risk and treasury managers increase utilisation of derivative instruments



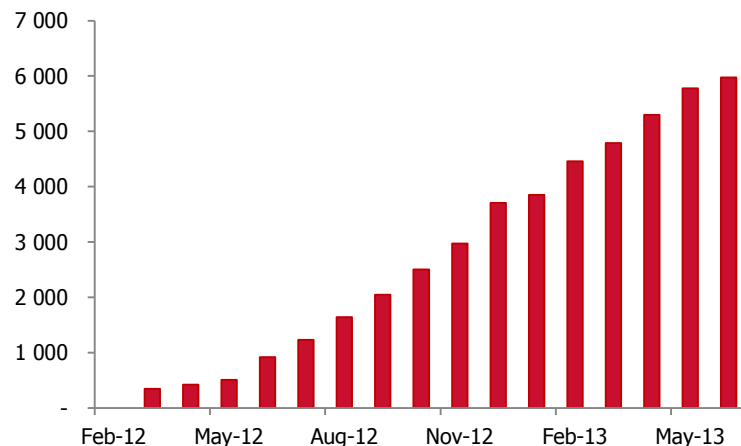
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# FX market – strong growth **track record**

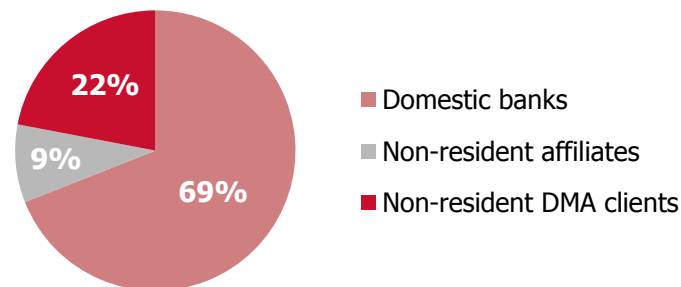
**Structure of FX trading volumes (RUBbn)**



**Number of clients on FX market**



**Client breakdown based on trading volume (1Q13)**

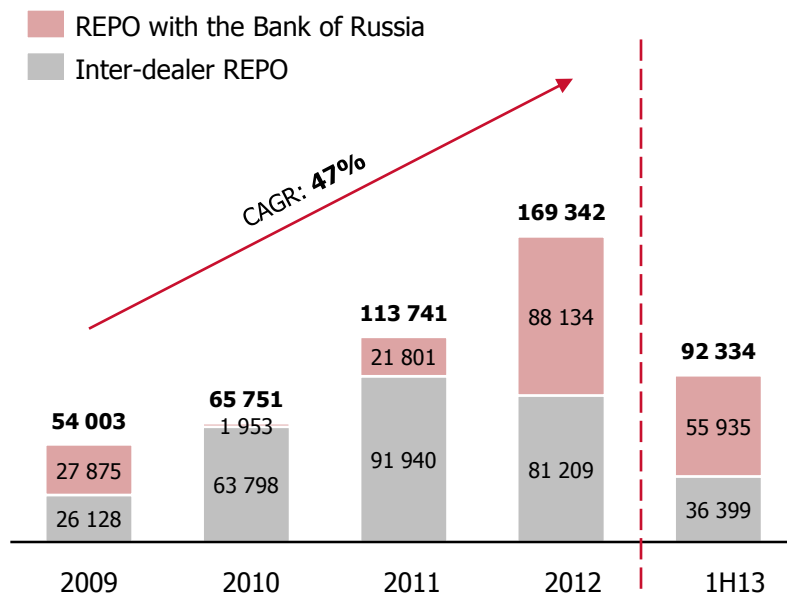


- One of few exchanges worldwide offering on-exchange FX trading
- In 2012 total trading volume on the on-exchange FX Market amounted to RUB 97.3 trn (+30% annual increase)
- Moscow Exchange traded ~30% of the USD/RUB volume and ~55% of the EUR/RUB volume in the Russian FX market
- The DMA technology is available in the FX market since October 2010
- In 2012 USD/RUB FX swaps were launched with maturities of 1W, 2W, 1M, 2M, 3M, 6M, 9M and 1Y



# Money market - growth on the back of **liquidity scarcity**

## REPO operations (RUBbn)



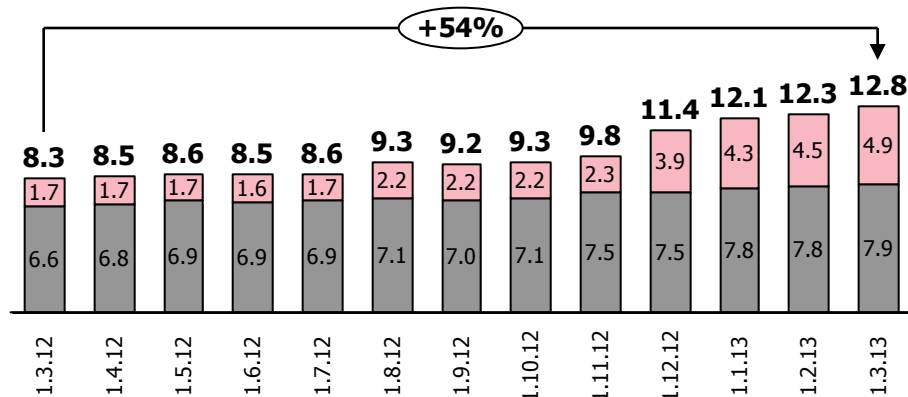
- REPO market is the largest market segment of the exchange by turnover (48% of overall turnover of the Moscow Exchange in 2012)
- Primarily non-CCP bilateral negotiated transactions
- The Bank of Russia employs the on-exchange REPO to provide liquidity to the banking system
- Key market used by domestic market participants to manage liquidity
- On-exchange repo market exceeds 90% of the total Russian repo market
- Medium-term product offering development plan:
  - On-exchange REPO with collateral management
  - A basket REPO with the CBR
  - REPO transactions denominated in foreign currency



# National Settlement Depository (NSD) - **full functioning CSD**

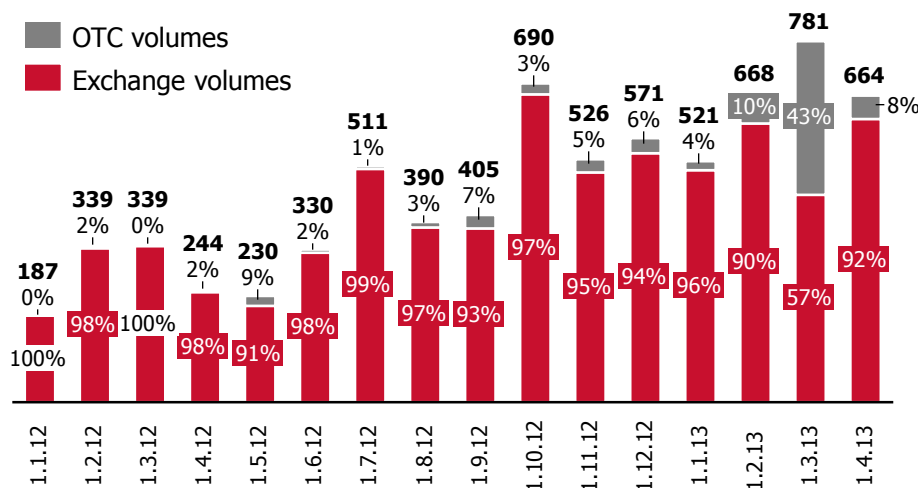
## Assets in deposit (RUBtrn)

equities  
 other securities



## OFZ trading volumes (RUBbn)

OTC volumes  
 Exchange volumes



- Launch of the CSD in November 2012 **removed the key barrier** for trading in Russian local shares
- NSD as CSD **fully complies** with the Rule 17f-7 of the US Investment Company Act of 1940, allowing US funds to invest in Russian securities
- In March 2013 the **volume of assets in deposit** increased by 54% compared to March 2012 due to NSD start of functioning as CSD
- **Euroclear and Clearstream** opened foreign nominee securities accounts with NSD and provide settlement services for Russian government bonds (OFZ) transactions
- **Key benefits** for foreign investors:
  - **Lower risks and higher** investors' protection
  - **Finality** of settlement
  - **Simplified** settlement
  - **Lower** costs
  - Investors participate **directly** in corporate actions

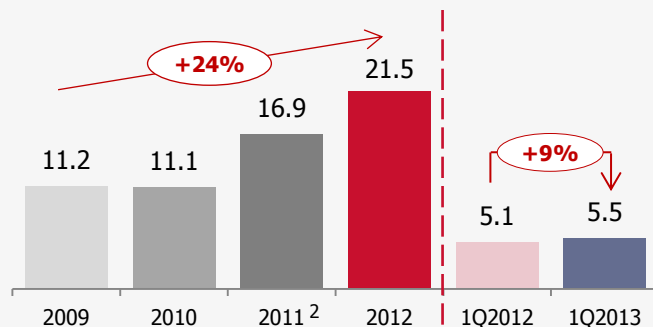


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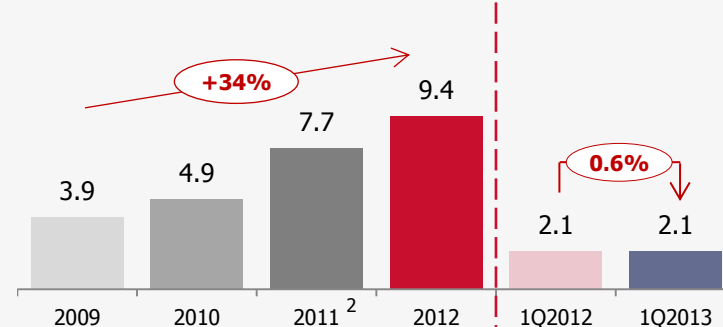
Source: Moscow Exchange information

# Strong financial results

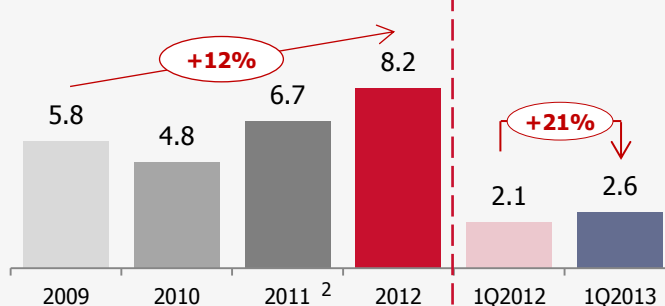
Operating income<sup>1</sup>, RUB bn



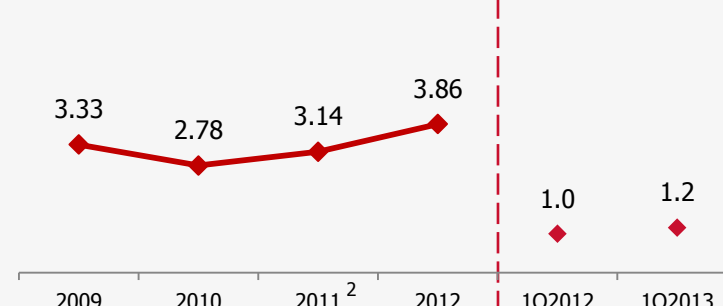
Operating expenses<sup>1</sup>, RUB bn



Net Profit<sup>1</sup>, RUB bn



Earnings per share<sup>1</sup>, RUB



■ **Operating income:** RUB 21.5bn, +27% (2012/2011)

■ **Expenses:** RUB 9.4bn, +23% (2012/2011)

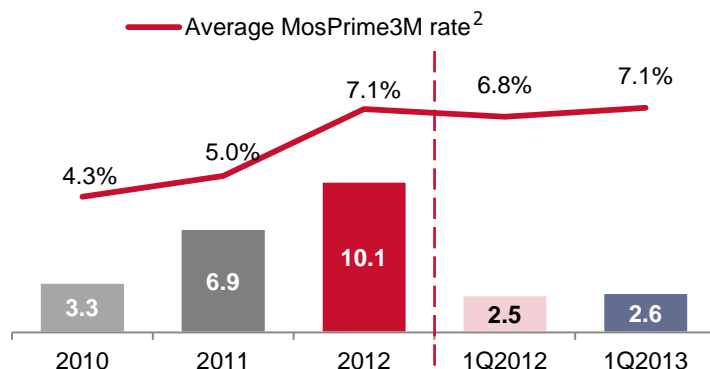
■ **Net Profit:** RUB 8.2bn, +22% (2012/2011)

■ **Earnings per share:** RUB 3.86, +23% (2012/2011)

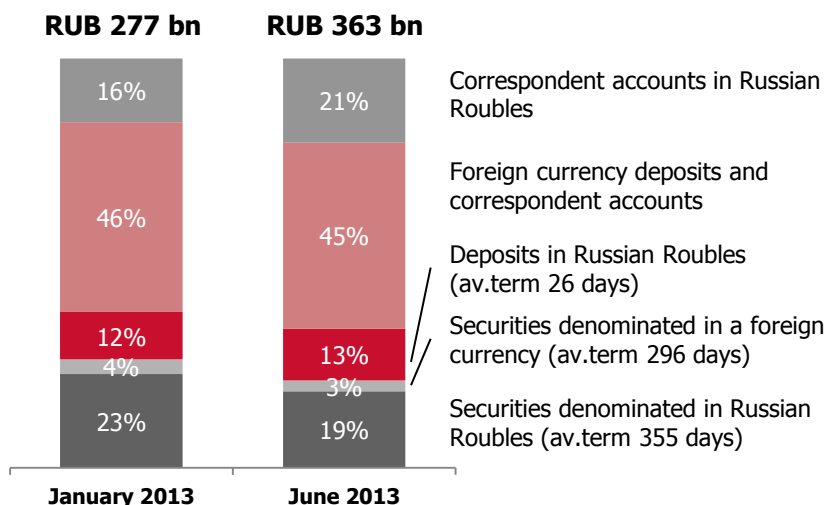


# Group net interest income dynamics

## Net interest and other finance income<sup>1</sup> dynamics (RUBbn)



## Investment portfolio structure



■ Basis for strong interest income generating capabilities:

- Most of the interest income was earned on client funds placed with the Exchange
- Ruble yield curve is substantially higher than those of the developed markets
- The Exchange's investment policy was improved

■ In 1Q2013 interest income increased by 6% compared to 1Q2012 driven mainly by:

- Increase of Group investment portfolio volume by 45% Y-o-Y due to the deposited volume of clients funds increase
- Increase of Russian Rouble interest rates: average 3 month MosPrime rate grew from 6.8% in 1Q2012 to 7.1% in 1Q2013



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Source: Moscow Exchange information, for MosPrime rate - National Foreign Exchange Association

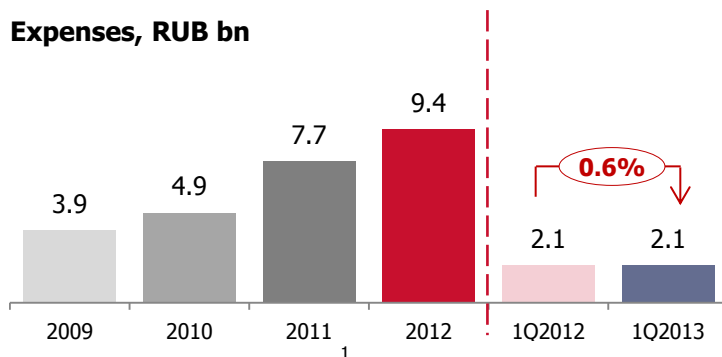
1 Interest and other finance income is the sum of interest income, interest expense, net gains/loss on financial assets carried at fair value and foreign exchange gains less losses

**Fee & Commission income is shown on slide 7**

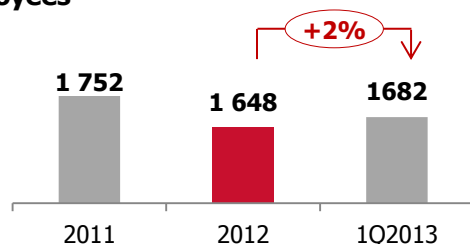
2 Average MosPrime 3-month rate, calculated as average for the quarter

# Group operating expenses breakdown and **dynamics**

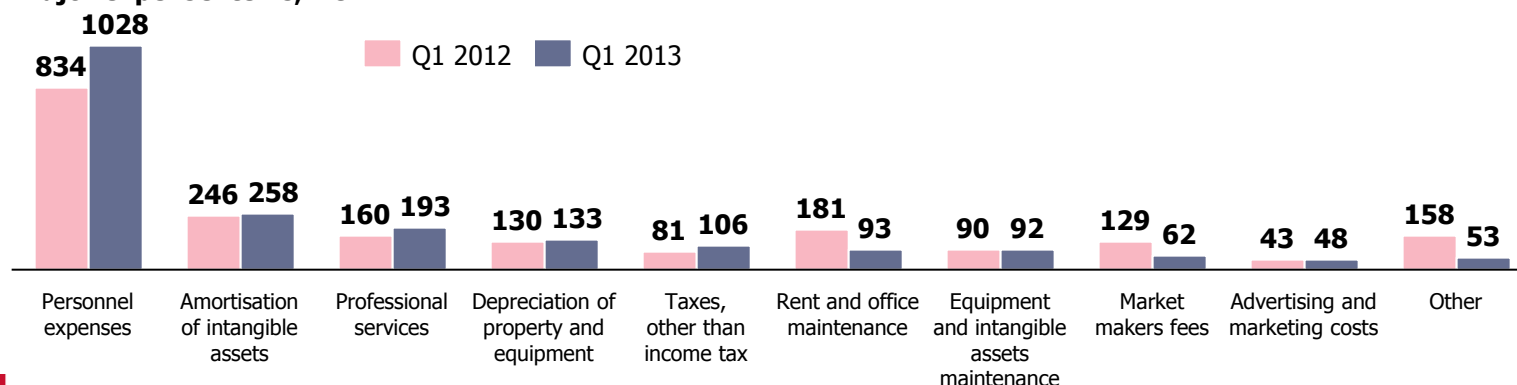
Expenses, RUB bn



Headcount as of end of period, number of employees



Major expense items, RUB mln



- In Q1 2013 Group operating expenses have grown only by 0.6% compared to Q1 2012
- Major expense item - personnel expenses - grew by 23% compared to Q1 2012
- Synergies were reached in rent and office maintenance expenses (-49%)
- Market makers expenses decreased 52% Y-o-Y partially due to the ceased support of RTS Standard in Q1 2012 and T+2 launch only at the end of Q1 2013

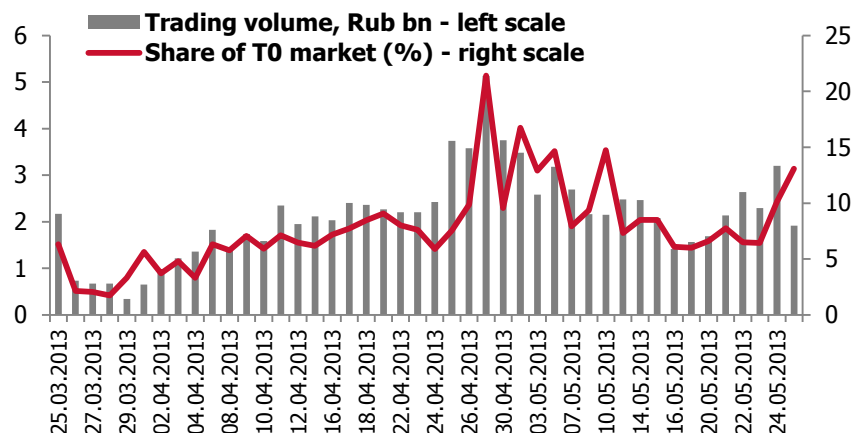


# Capital **Expenditure**

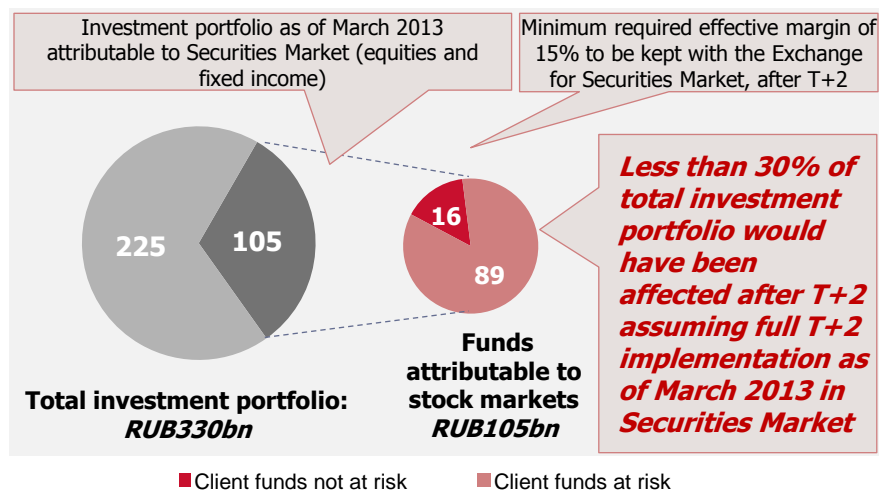
- Total capex for 2013 is estimated at RUB 1.1 bn
- Capex related to new projects is estimated at RUB 0.3 bn. This number includes spending on a new data centre and on the first stage of new trading platform development
- Regular capex is estimated at RUB 0.8 bn

# T+2 impact on investment portfolio

## T+2 trading volumes: first months results<sup>1</sup>



## T+2 hypothetical impact on investment portfolio without impact of offsetting factors<sup>2</sup>



- Current level of net interest income is resilient to the introduction of T+2
- Over 70%<sup>2</sup> of total funds would not have been affected by T+2 implementation:
  - 56%<sup>2</sup> of total funds allocated to FX and derivatives trading, already operating at T+n
  - 11%<sup>2</sup> own funds
  - 5%<sup>2</sup> represented by the minimum required funds to be preserved as a minimum margin for T+2 settlement in the securities markets
- However certain factors are expected to offset the potential impact to the certain extent
  - Trading volume growth due to new clients coming into the market
  - Liquidity transfer from depositary receipts into local shares

Source: Moscow Exchange information and estimates. **Please note that this example is based upon various assumptions and expectations which are subject to significant uncertainties and consequences which are difficult or impossible to predict and the Company may not achieve or accomplish these**

<sup>1</sup> Total trading volume of securities admitted to the T+2;

<sup>2</sup> **Hypothetical example based on a) estimated allocation of client funds by markets as of March 21, 2013 according to Company's management accounts and b) assumption of 15% effective margin required under T+2. Client funds allocation constantly changes dependent on market conditions and March 21, 2013 structure may not be indicative of future results**



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# Domestic investor demand is key to successful **privatization**

## Privatization

- Russia has launched a privatization program<sup>1</sup> of over **USD 50 bn**
- The program covers **18 large-scale companies** in 2014-2016

- Higher allocation of local **pension funds assets** into equity
- Growing **personal income and savings**
- Investment in domestic securities by the **National Wealth Fund**

## Domestic investor demand



# Privatization status **update**

- Russia has launched a privatization program of over **USD 50 billion**
- The majority of privatizations are likely to be executed in the form of public equity transactions and may result in a pipeline of **new listings** on the Moscow Exchange

"Privatization of state assets will be done on Russian markets. In parallel, we will increase the transparency and openness of public companies regardless of their ownership structure, create mechanisms to protect the rights of minority shareholders, and improve the quality of corporate governance"<sup>1</sup>

V. Putin

## 2014-2016 privatization pipeline<sup>2</sup>



# Unlocking underpenetrated domestic investor demand is critical for medium-term **growth prospects**

## Sources of potential additional domestic demand

1

**Higher allocation of local pension fund assets into equity**

2

**Growing personal income and savings**

3

**Investment in domestic securities by the National Wealth Fund (NWF)**

## Expected / announced Government reforms

- Removal of the requirement for pension savings accounts of individuals to show positive returns each year for non-state pension funds (NPFs)
- Expansion of the list of securities eligible for investment of pension savings for NPFs
- Lifting of restrictions on pension funds' participation in IPOs/SPOs

- 0% tax rate on capital gains from securities held for more than three years
- Tax incentives for pensions and life insurance savings accumulation

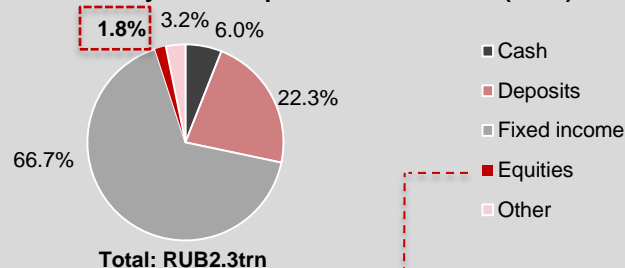
- Shift of NWF's investment policy towards investing in the Russian securities market
- Considerable opportunities for the NWF to participate in privatisation

- The above mentioned sources could potentially lead to c. 2x increase<sup>1</sup> in funds invested in the securities markets
- Strong domestic demand is key for the successful development of the local capital market, which is a clear strategic priority for the Russian Government and the Moscow Exchange

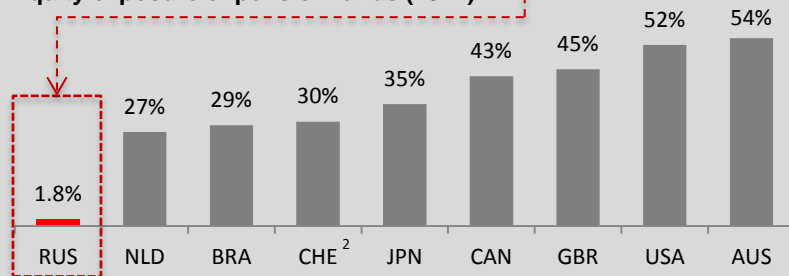
# Sources of potential additional domestic demand

## 1 Higher allocation of local pension fund assets into equity

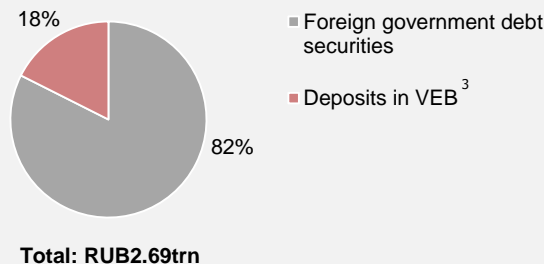
Allocation of mandatory Russian pension fund assets (2012)<sup>1</sup>



Equity exposure of pension funds (2012)

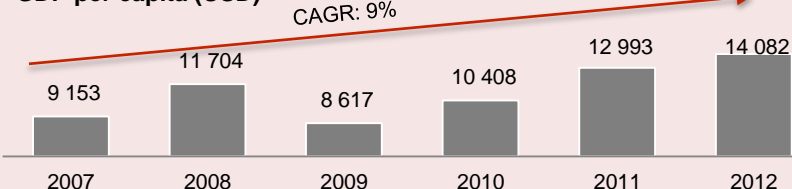


## 3 Investment allocation by the National Wealth Fund (1Q2013)

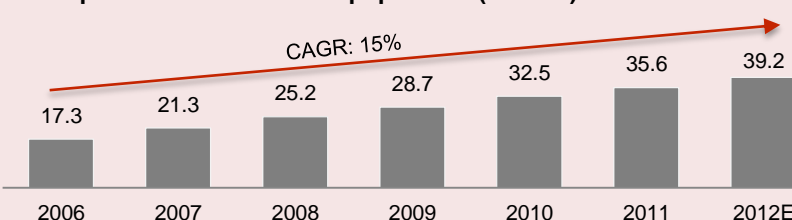


## 2 Growing personal income and savings

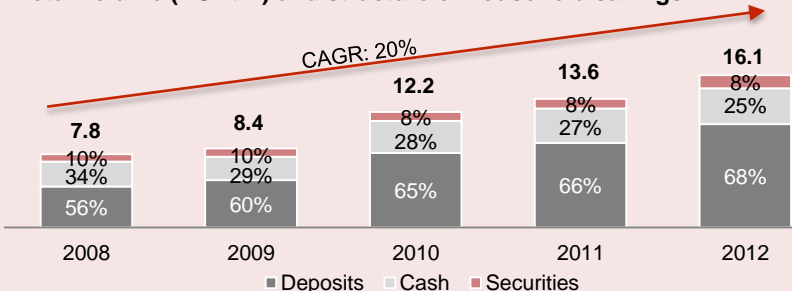
GDP per capita (USD)



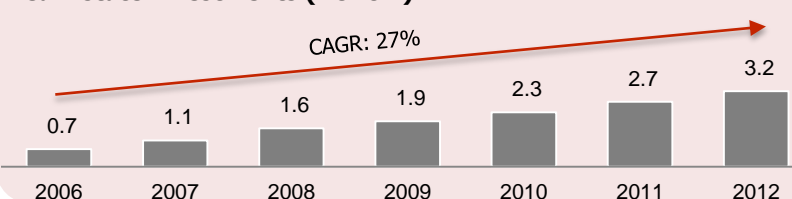
Total personal income of the population (RUBtrn)



Total volume (RUBtrn) and structure of household savings



Real Estate investments (RUBtrn)<sup>4</sup>



Source: OECD, Tower Watson, National League of Management Companies, investfunds.ru, FSFM, Economist Intelligence Unit, Russian State Statistics

Agency, IMF, Ministry of Finance of the Russian Federation, Pension fund of Russia, BM&FBovespa

1 Obligatory savings managed both by NPFs (Non-state pension funds) and Pension fund of Russia

2 Switzerland

3 Vnesheconombank

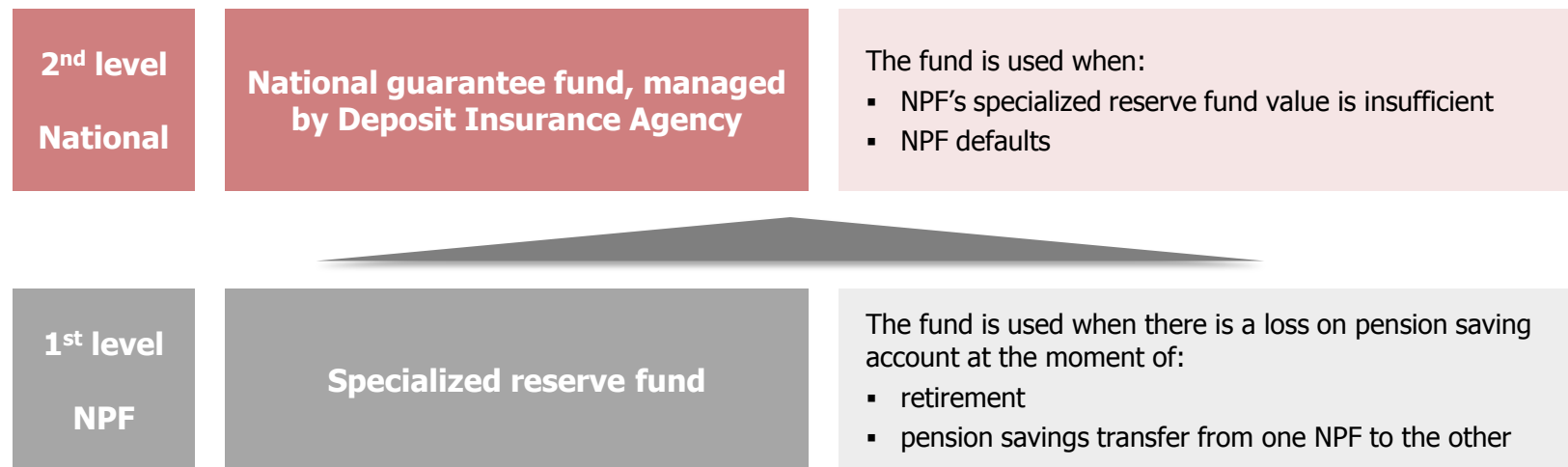
5 Moscow Exchange estimate based on Rosstat data



# Non-state pension funds will be able participate in IPOs/SPOs in 2H 2013

- Requirement for returns on pension savings accounts of individuals in non-state pension funds (NPFs) to be positive each year will be abolished
- Restrictions on pension funds' participation in IPOs/SPOs will be lifted

## Guarantee system



- Changes to the law are likely to be adopted by the end of 2013
- The nominal value of pension savings<sup>1</sup> will be guaranteed
- Pension savings may be transferred from one NPF to the other not more often than once in 3-5 years

# Appendix



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# Moscow Exchange Management Team

## Management Board



Chairman of the Executive Board and CEO  
**Alexander Afanasiev**

- Joined MICEX in 2005 as Chairman of FX Markets
- Mr. Afanasiev co-chairs the National Foreign Exchange Association and National Securities Market Association
- Previously, Deputy CEO for Bank WestLB Vostok



Deputy Chairman of the Board  
**Andrey Shemetov**

- Appointed Deputy Chairman of the Moscow Exchange Managing Board in 2012
- In 2008 headed ATON LLC, a part of ATON Group
- Graduated from State University of Management



Chief Financial Officer  
**Evgeny Fetisov**

- Appointed Chief Financial Officer (CFO) and confirmed as a member of the Executive Board of Moscow Exchange in February 2013.
- Member of the Board of Directors of RTS Stock Exchange from 2009



Managing Director of IT Development  
**Sergei Poliakov**

- Joined Moscow Exchange in 2012
- Previously worked for Morgan Stanley, NatWest Securities and Deutsche Bank
- Created AQS trading platform



Managing Director of Finance  
**Vadim Subbotin**

- Joined MICEX in 2004 as Deputy CEO
- Previously worked at Mir Aeroflota and JSC Russian Standard Bank
- Mr. Subbotin was Vice President and Executive Director of ZAO Transport Clearing House (2001-02)



Chief Operating Officer  
**Dmitry Shcheglov**

- In 2012 was appointed Executive Director of Operations at the Moscow Exchange
- Deputy Head of the Project Center for the Integration since April 2011

## Senior Management



Managing Director of Securities Market  
**Anna Kuznetsova**

- Joined RTS in 2001 and served as head of New Markets Development
- Previously worked for REGION Brokerage Company and NAUFOR



Managing Director of Money Market  
**Igor Marich**

- Joined MICEX in 2000
- Previously worked for Elbim Bank as was Head of the Securities Division and prior to that was in Sodruzhestvo Bank



Managing Director of Derivatives Market  
**Roman Sulzhik**

- Joined Moscow Exchange in 2012
- Previously headed Rates Trading Division in DB Moscow and traded derivatives at JPMorgan in New York and London



Managing Director of Communications  
**Andrey Braginsky**

- Joined Moscow Exchange in 2013
- Previously held senior positions in PR, IR, equity trading at VTB Capital, MTS, RenCap and ING Barings; MD Medical Group IPO



CEO of National Settlement Depository  
**Eddie Astanin**

- Joined NSD in 2004
- With MICEX since 1994, holding various positions reaching Director of Government Securities and Money Markets



Chairman of the Board, National Clearing Centre  
**Alexey Khavin**

- Joined National Clearing Centre (NCC) in 2010
- Previously, First Vice-President – Head of Treasury Dept. of Gazprombank



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# Moscow Exchange Supervisory Board

## Supervisory Board

**Sergey Shvetsov** (Chairman of the Supervisory Board)  
Deputy Chairman, Bank of Russia

**Sergey Lykov** (Deputy Chairman of the Supervisory Board)  
Member of the Executive Board, Deputy Chairman,  
Vnesheconombank

**Andrey Golikov** (Deputy Chairman of the Supervisory Board)  
Director for Investments and Commerce, Strana Detei

**Alexander Afanasiev**  
CEO, Chairman of the Executive Board, Moscow Exchange

**Nicola Jane Beattie**  
Senior Executive Director, Market Structure Partners

**Mikhail Bratanov**  
Head of SG Securities Services - Russia & CIS, ROSBANK

**Alexander Buzuev**  
Advisor for the Board of Management, UniCreditBank

**Sean Glodek**  
Director, Member of the Executive Board, RDIF

**Martin Paul Graham**  
Chairman of the Board of Directors, Secondcap Limited

**Yuriy Denisov**

**Jacque Der Megredichyan**

**Oleg Jelezko**  
CEO, Da Vinci Capital

**Bella Zlatkis**  
Deputy Chairman of the Management Board, Sberbank

**Nadezhda Ivanova**

Director of the Consolidated Economic Department, Bank of Russia

**Anatoly Karachinsky**  
Chairman of the Board, IBS Group

**Li Qingyuan**

**Riess Rainer**

**Kirill Sheshun**

First Deputy Chairman of the Executive Board, CentroCredit

**Andrey Yumatov**

Member of the Management Board, Bank of Moscow

## Supervisory Board Committees

**Strategy Planning Committee**

**Audit Committee**

**Remuneration and Human Resources Committee**

**Budget Committee**

**Risk Committee**

**Technical Policy Committee**



# Consolidated Statement of **Financial Position**

<i>In thousand rubles</i>	<i>March 31, 2013</i>	<i>Year ended December 31, 2012</i>	<i>% chg. March 31, 2013/ December 31, 2012</i>	<i>Year ended December 31, 2011</i>
<b>Assets:</b>				
Cash and cash equivalents	229 199 117	193 356 484	119%	165 830 133
Financial assets	134 129 994	92 509 168	145%	103 336 872
Property and equipment and intangible assets	25 569 629	25 819 009	99%	25 693 026
Goodwill	16 067 536	16 066 094	100%	16 072 302
Other assets	1 528 442	1 353 340	113%	2 269 346
<b>Total Assets</b>	<b>406 494 718</b>	<b>329 104 095</b>	<b>124%</b>	<b>313 201 679</b>

<i>In thousand rubles</i>	<i>March 31, 2013</i>	<i>Year ended December 31, 2012</i>	<i>% chg. March 31, 2013/ December 31, 2012</i>	<i>Year ended December 31, 2011</i>
<b>Liabilities:</b>				
Balances of market participants	323 886 442	249 813 829	130%	248 074 368
Written put options over own shares	-	23 318 767	-	21 789 201
Liabilities to repurchase own shares	-	-	-	2 738 315
Distributions payable to holders of securities	180 620	4 436 856	4%	2 680 832
Other liabilities	6 852 442	6 459 241	106%	8 622 265
<b>Total Liabilities</b>	<b>330 919 504</b>	<b>284 028 693</b>	<b>117%</b>	<b>283 904 981</b>
<b>Total Equity</b>	<b>75 575 214</b>	<b>45 075 402</b>	<b>168%</b>	<b>29 296 698</b>
<b>Total Liabilities and Equity</b>	<b>406 494 718</b>	<b>329 104 095</b>	<b>124%</b>	<b>313 201 679</b>

# Consolidated Statement of Comprehensive Income

<i>In thousand rubles</i>	<i>Three-month period ended March 31, 2013</i>	<i>Three-month period ended March 31, 2012</i>	<i>% chg. 1Q2013/ 1Q2012</i>	<i>Year ended December 31, 2012</i>	<i>Year ended December 31, 2011</i>	<i>% chg. 2012/2011</i>
Fee and commission income	2 858 754	2 568 060	111%	11 406 816	9 950 977	115%
Interest and other finance income	2 638 899	2 483 087	106%	10 033 260	6 920 062	145%
Other operating income	19 840	28 750	69%	106 893	76 986	139%
<b>Operating Income</b>	<b>5 517 493</b>	<b>5 079 897</b>	<b>109%</b>	<b>21 546 969</b>	<b>16 948 025</b>	<b>127%</b>
Administrative and other operating expenses	(1 037 839)	(1 219 261)	85%	(4 582 420)	(4 091 889)	112%
Personnel expenses	(1 027 897)	(834 151)	123%	(4 839 982)	(3 597 691)	135%
<b>Operating Expense</b>	<b>(2 065 736)</b>	<b>(2 053 412)</b>	<b>101%</b>	<b>(9 422 402)</b>	<b>(7 689 580)</b>	<b>123%</b>
<b>Operating Profit</b>	<b>3 451 757</b>	<b>3 026 485</b>	<b>114%</b>	<b>12 124 567</b>	<b>9 258 445</b>	<b>131%</b>
Interest expense in respect of written put option over own shares	(199 686)	(370 665)	54%	(1 529 566)	(734 545)	208%
Share of profits of associates and dividends received	21 692	7 437	292%	59 179	54 395	109%
<b>Profit before Tax</b>	<b>3 273 763</b>	<b>2 663 257</b>	<b>123%</b>	<b>10 654 180</b>	<b>8 578 295</b>	<b>124%</b>
Income tax expense	(711 363)	(547 626)	130%	(2 453 851)	(1 881 531)	130%
<b>Net Profit</b>	<b>2 562 400</b>	<b>2 115 631</b>	<b>121%</b>	<b>8 200 329</b>	<b>6 696 764</b>	<b>122%</b>
<b>Earnings per share</b>						
Basic earnings per share, rubles	1.17	1.01	116%	3.86	3.14	123%
Diluted earnings per share, rubles	1.17	1.01	116%	3.85	3.14	123%
Net profit margin	46.4%	41.6%	112%	38.1%	39.5%	96%
EBITDA	3 864 726	3 440 994	112%	13 719 279	10 363 584	132%
EBITDA margin	70.04%	67.74%	103%	63.7%	61.1%	104%