



9M 2024 IFRS FINANCIAL RESULTS

November 22, 2024



DISCLAIMER

The presented information and analytical material (hereinafter and throughout the text also referred to as the "Material") has been prepared by PAO Bank Saint Petersburg (hereinafter and throughout the text also referred to as the "Bank").

We draw your attention to the following essential terms, facts and circumstances in connection with the Material.

The Material, both in whole and in part, is for informational purposes only. The Bank, as well as its employee and/or authorized representative, by any means providing the Material to a person or persons (hereinafter and throughout the text also referred to as the "Consumer of the Material"), including persons who have independently familiarized themselves with the Material or have in any way received information from the Material or related to the Material, does not provide the Consumer of the Material with any investment consulting and/or does not provide individual investment recommendations. In the event of a decision to enter into any transaction/agreement, such decision is made by the Consumer of the Material, without relying on the Material as an individual investment recommendation, but solely independently and/or with the involvement of third parties not associated with the Bank and who are not employees of the Bank.

This Material in no way: 1) is not an advertisement; 2) does not have the nature of any offer (proposal); 3) does not have as its main purpose the promotion of any objects in the form of securities and/or derivative financial instruments, and/or financial services, including objects, information about which is provided or contained in any way in the Material (hereinafter and throughout the text also - the "Object" or "Objects"); 4) does not contain any promise of payments and/or income; 5) does not include any guarantees or promises regarding forecasts or results; 6) is not aimed at encouraging the acquisition, sale, exchange or execution of any transactions with one or more Objects; 7) should be considered solely as information or a personal opinion and cannot be the basis for making claims against the Bank, including its bodies and employees, as well as against third parties, including those about whom information is in one way or another contained in the Material.

All information and data contained in the Material were obtained by the Bank from open public sources, which the Bank, at its discretion, considers to be reliable, relevant and accurate, and not constituting a commercial or other protected secret. Despite everything, the information has not been verified and the Bank, including its bodies and employees, do not make any statements or give any guarantees, either directly or indirectly, regarding the reliability, relevance or accuracy of the Material and information. The Bank, including its bodies and employees, shall not be liable for the actions (inactions) of the Consumer of the Material, any third parties, or for any losses and/or any damage that has arisen or may arise in connection with any use of the Material or information and/or data contained in the Material or additional information and data associated with it, or for the inaccuracy or absence of any information or data both in the Material itself and in other information and data associated with it.

Any information provided in the Material may change, be changed and/or supplemented by the Bank at any time without prior notice to the Consumer of the Material or third parties. At the same time, the Bank has no obligation to make corrections, changes and/or additions to the Material and does not bear any liability associated therewith.

The Bank does not represent or warrant that the Material is intended for each of its recipients or Consumers of the Material. Each Consumer of the Material independently makes a decision on the execution of any kind of transaction or operation, independently and at his own expense bears various kinds of risks, including the risk of losses. Understanding the Material and making decisions on transactions and operations with the Objects require or may require the Material Consumer to have the appropriate special knowledge and/or experience, and in some cases, classifying or recognizing the Material Consumer as a qualified investor or classifying him/her as having another status established by law.

The information in the Material is subject to the influence of various risks, including uncertainty or other factors that are beyond the Bank's control and the ability to accurately predict, as a result of which the presented data, results and information may not correspond to what is stated.

The Material does not replace consultation and should not be used instead of it.

All material conditions and data regarding the Objects, information about which is contained in the Material, in most cases require a more detailed study, as well as the need to familiarize yourself with the documents regarding each specific Object.

Distribution, reproduction and copying, making changes to the material is not permitted without obtaining the prior written permission of PJSC Bank Saint Petersburg. PJSC Bank Saint Petersburg is not responsible for unauthorized actions of third parties related to non-compliance with the above restrictions. © 2024 PJSC Bank Saint Petersburg.

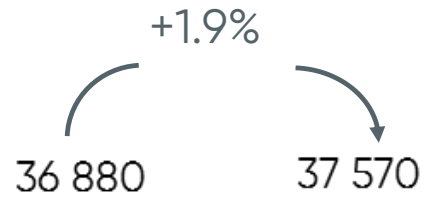
9M 2024 HIGHLIGHTS

- Net Income **RUB 37.6 bn** with **+2%** y-o-y growth
- Return on Equity **26.8%**
- Net Interest Income **RUB 51.2 bn** with **+47%** y-o-y growth
- Core Banking Business Revenues **RUB 66.5 bn** with **+41%** y-o-y growth

KEY FINANCIAL RESULTS FOR 9M 2024

Net Income

RUB mln



9M 2023 9M 2024

Return on Equity

%



9M 2023 9M 2024

Earnings per Share

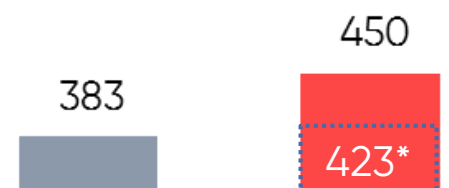
RUB



9M 2023 9M 2024

Book Value per Share

RUB



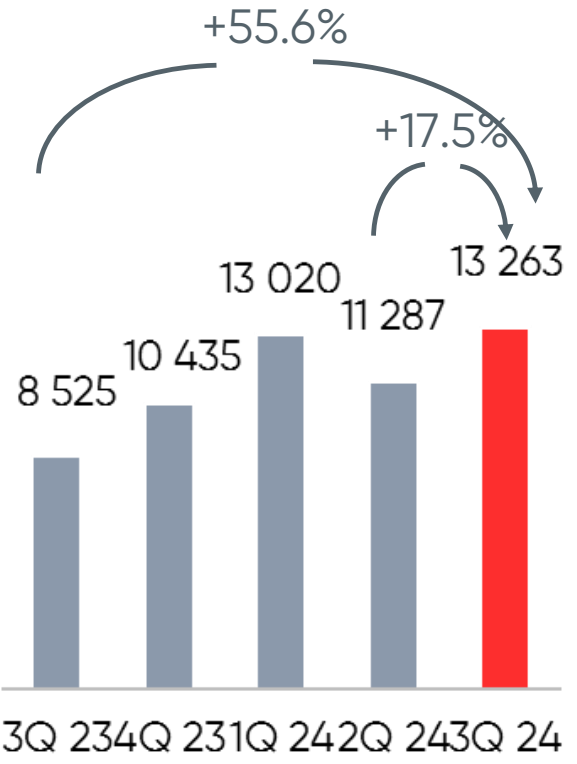
9M 2023 9M 2024

*incl. 1H 2024 dividend payment

KEY FINANCIAL RESULTS FOR 3Q 2024

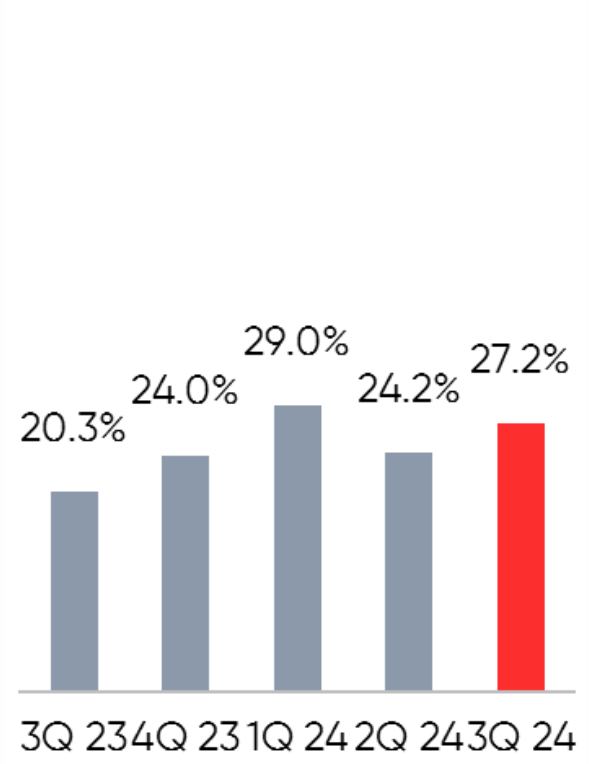
Net Income

RUB mln



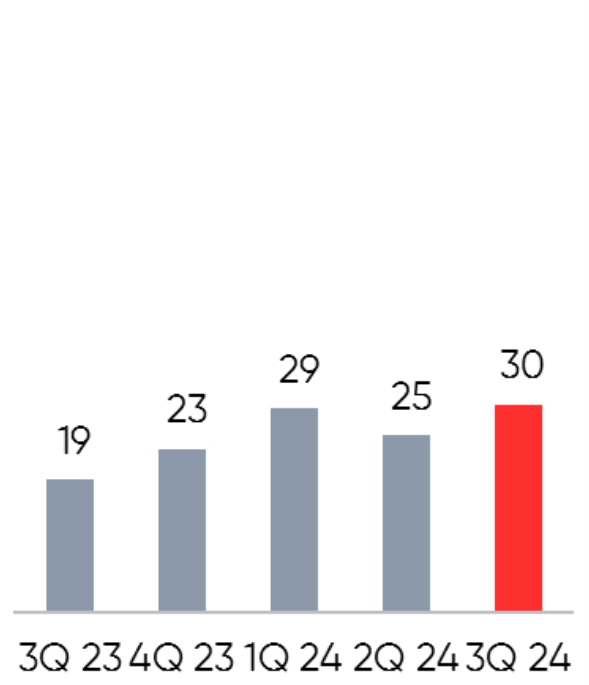
Return on Equity

%



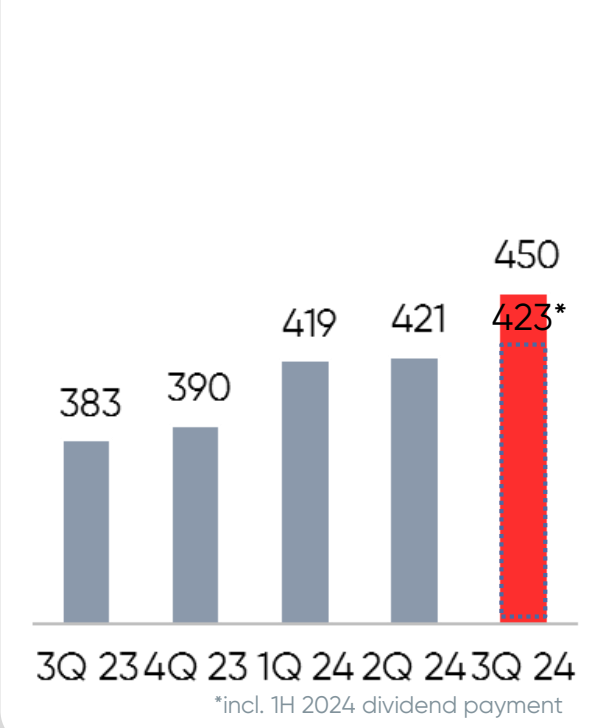
Earnings per Share

RUB



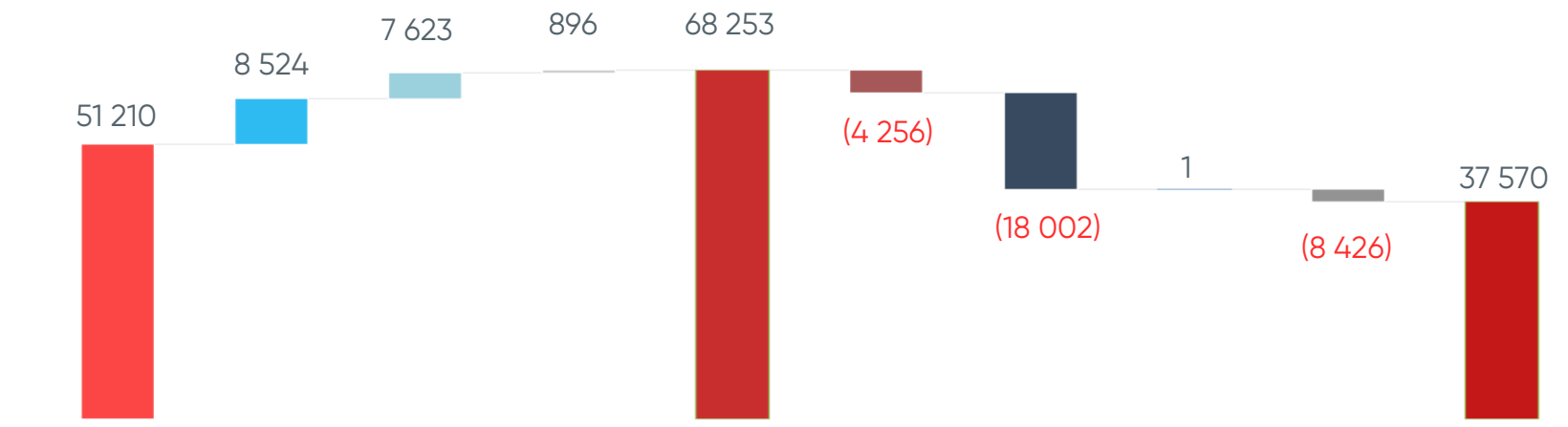
Book Value per Share

RUB



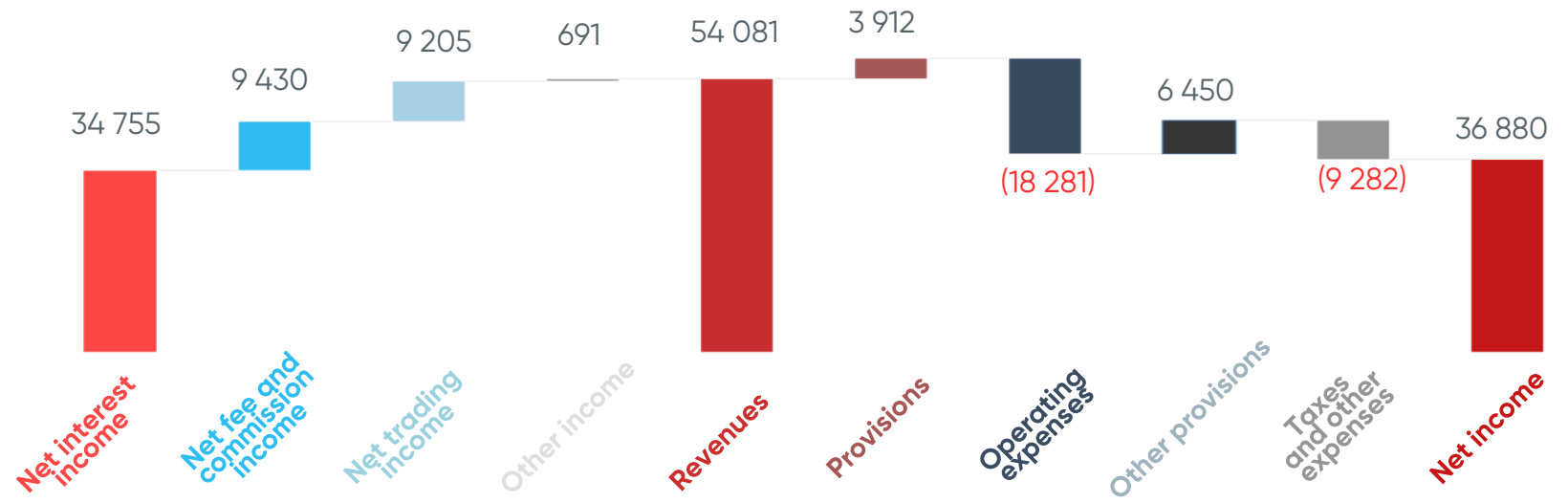
FINANCIAL RESULTS FOR 9M 2024

9M
2024



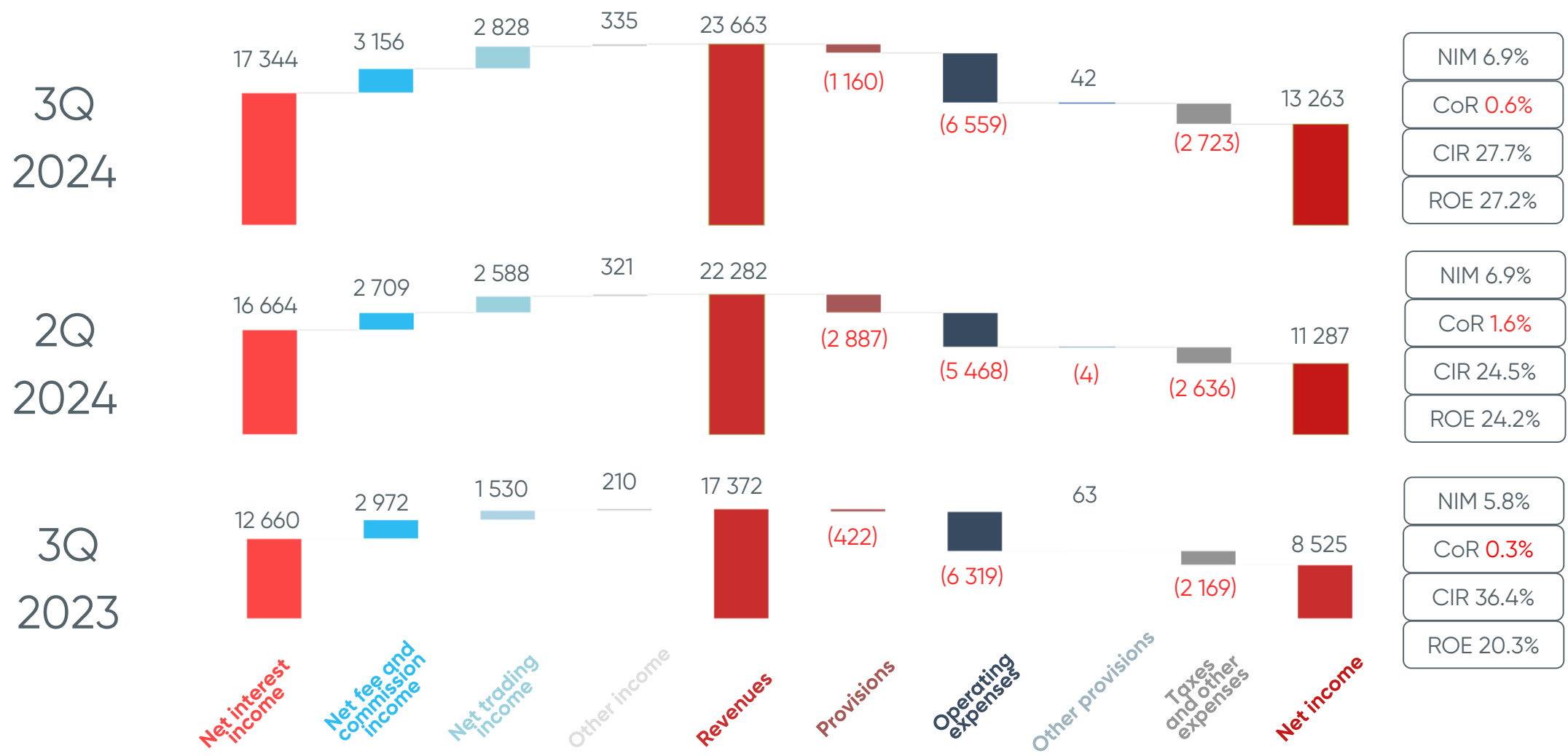
| |
|-----------|
| NIM 6.9% |
| CoR 0.8% |
| CIR 26.4% |
| ROE 26.8% |

9M
2023



| |
|-----------|
| NIM 5.6% |
| CoR -0.9% |
| CIR 33.8% |
| ROE 31.2% |

FINANCIAL RESULTS FOR 3Q 2024

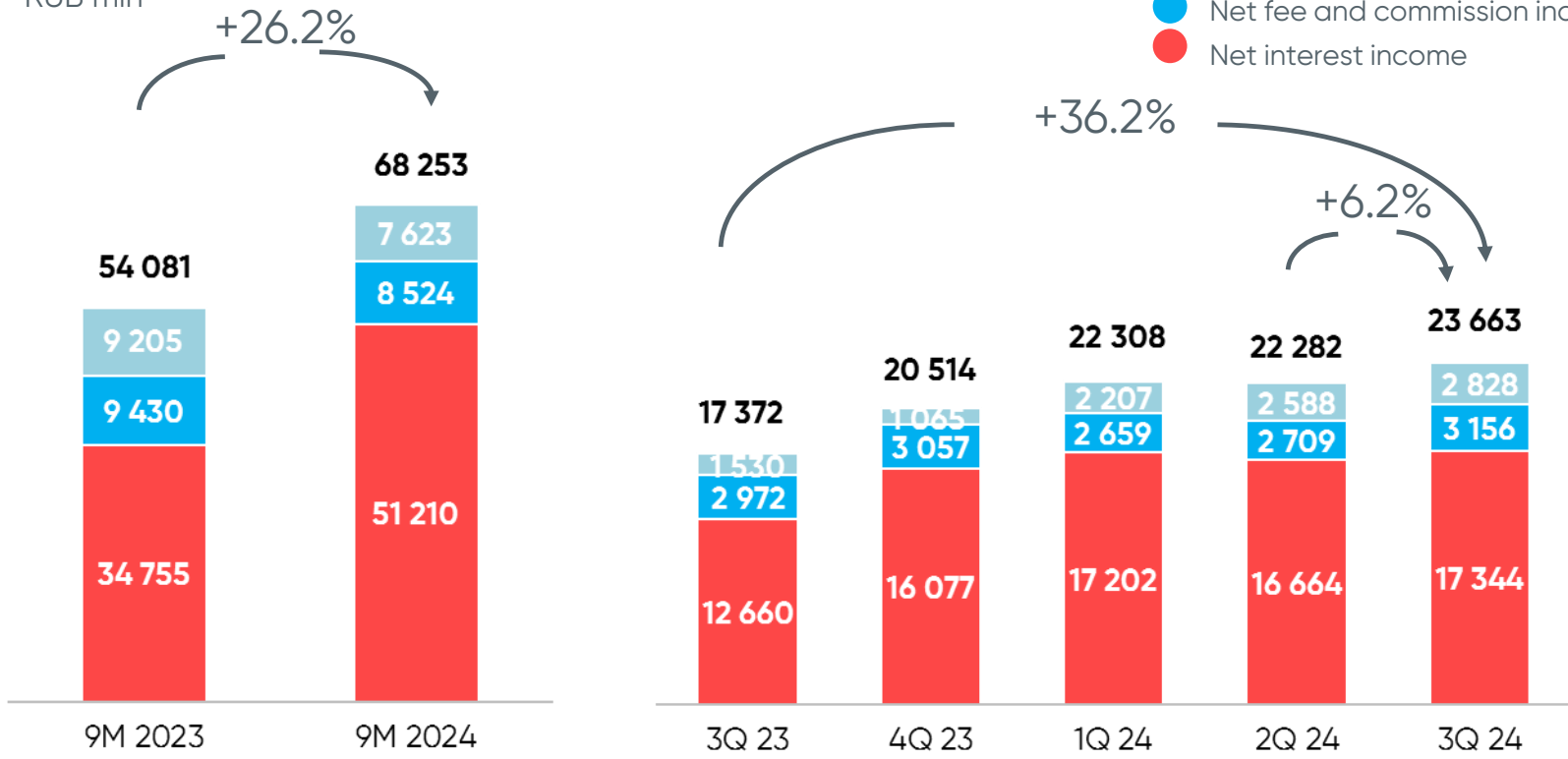


REVENUES DYNAMICS

Revenues

RUB mln

- Net trading income
- Net fee and commission income
- Net interest income



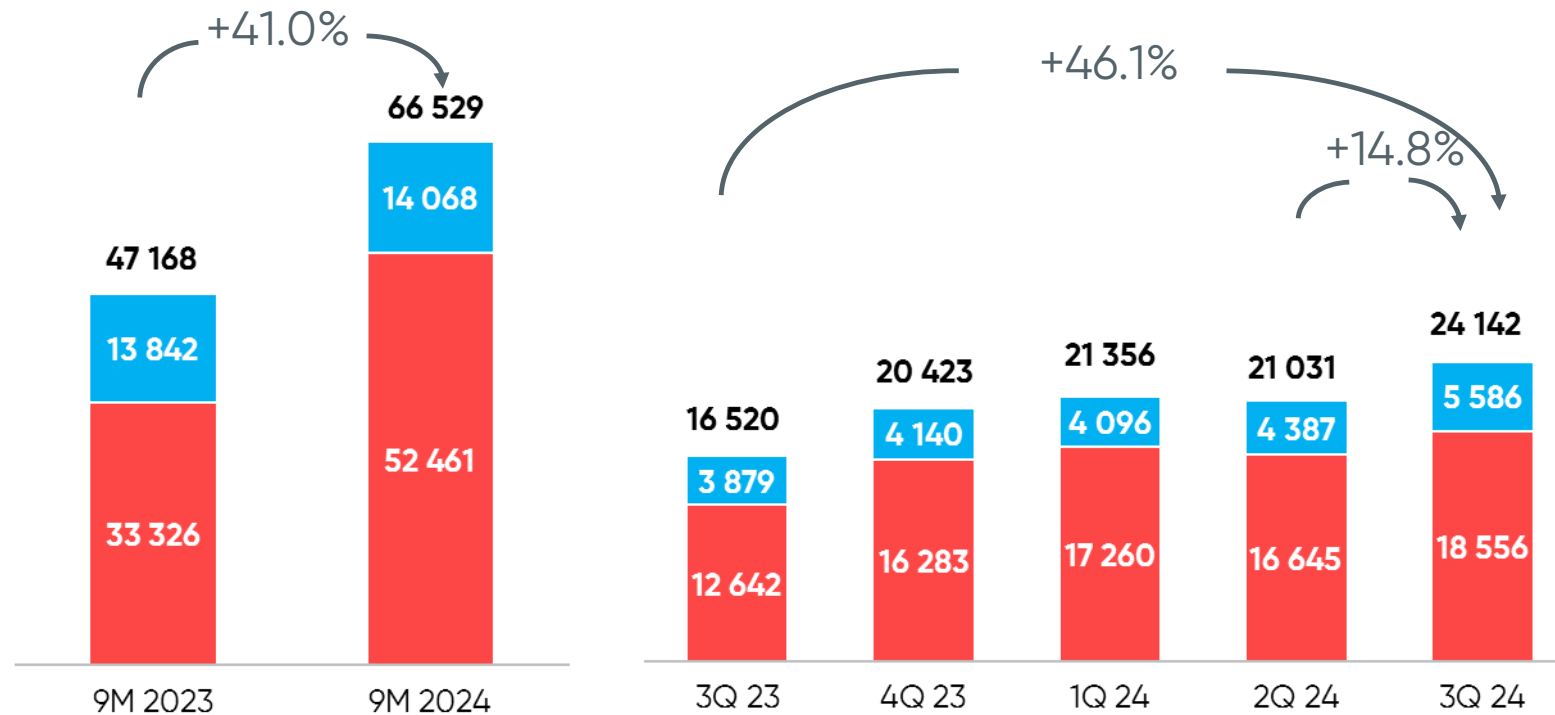
- Strong net interest income for 9M 2024 against the backdrop of rate dynamics and portfolio volume growth
- Net trading income in Q1-Q3 2024 is dominated by customers' FX revenues

CORE BANKING BUSINESS REVENUES DYNAMICS

Core Banking Business Revenues

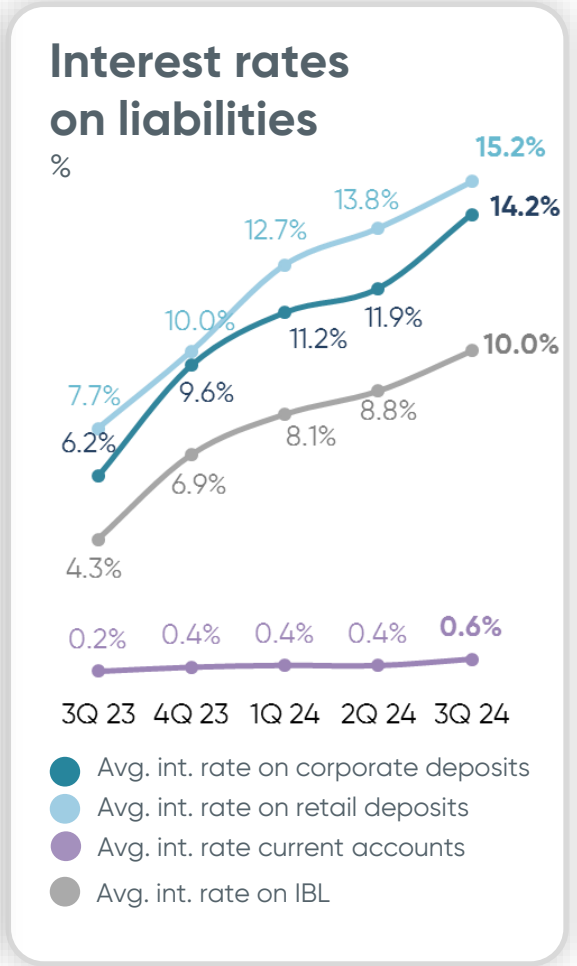
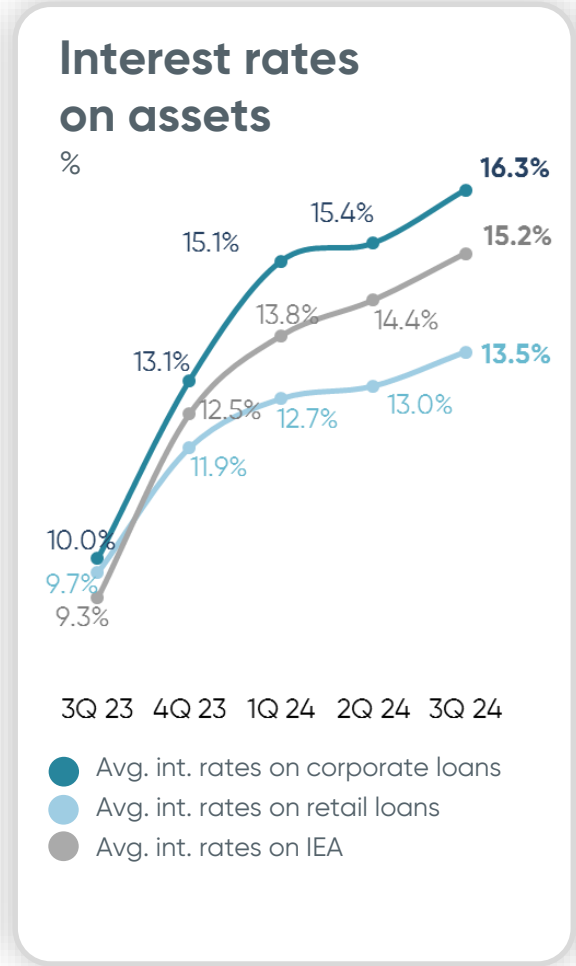
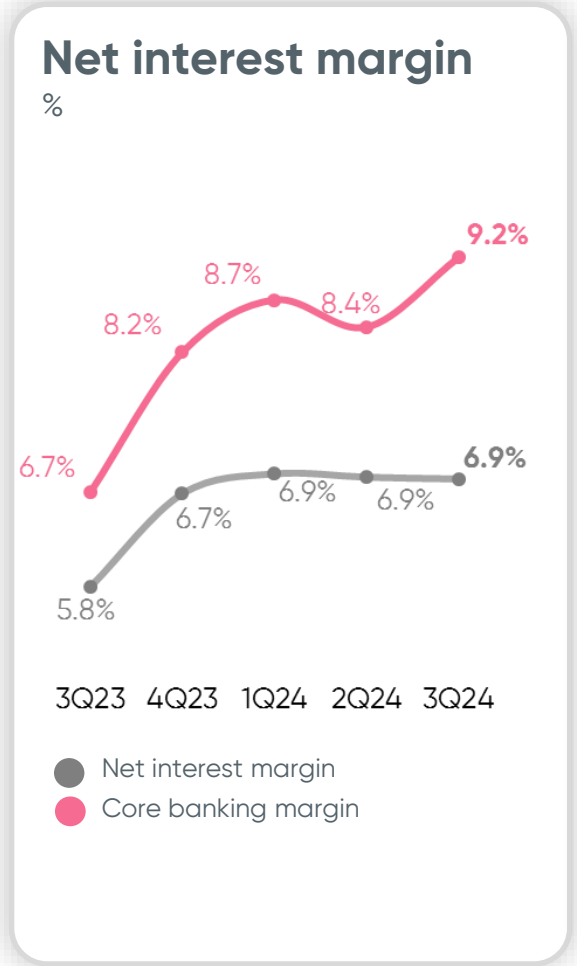
RUB mln

● Net non-interest core banking business income
● Net interest core banking business income



- Record 9M core banking business revenue amid record net interest income
- Customers' FX income supports non-interest income dynamics

NET INTEREST MARGIN & RATES DYNAMICS

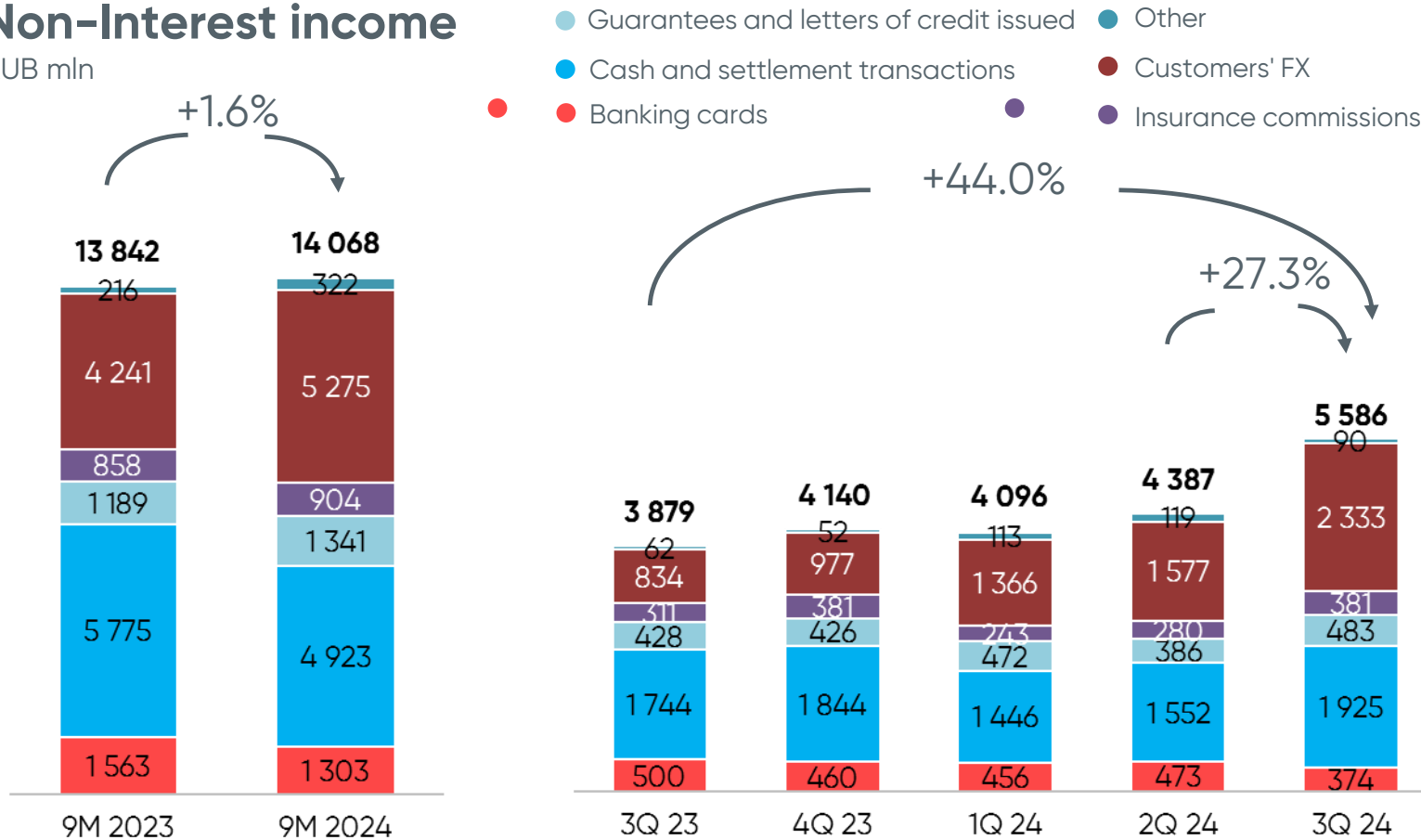


- Net interest margin remains at a historically record level
- A significant share of Current & Settlement accounts and On demand deposits (49%) supports the Net interest margin

NON-INTEREST INCOME

Non-Interest income

RUB mln



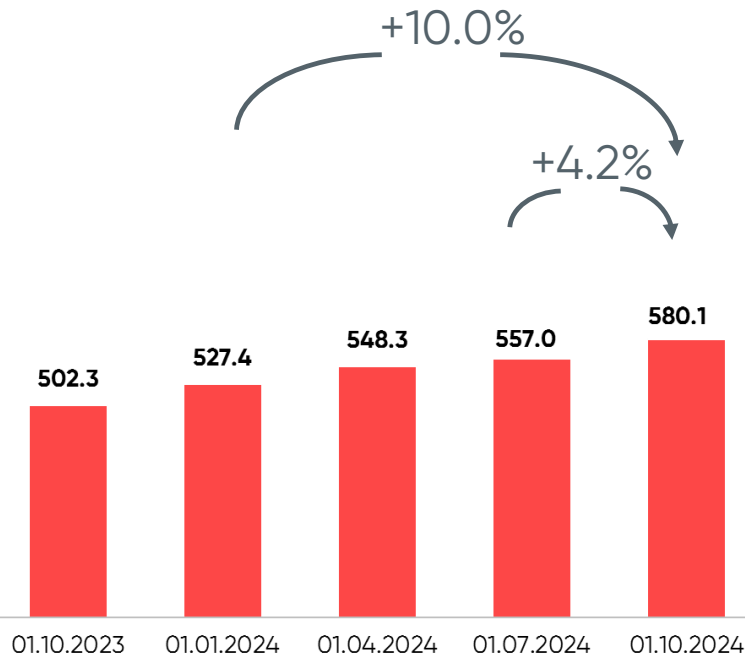
– Non-interest income growth from customers' FX transactions in Q3 2024 reflects one-time surge in customer activity

*Noninterest income includes Net fee and commission income (excluding commission income/expenses from securities transactions), as well as income from client conversion operations (in the IFRS financial statements, it's taken into account in *Net income from foreign currency transactions, from revaluation of foreign currency, from operations with derivative financial instruments and precious metals and from securities transactions*)

LOAN PORTFOLIO AND CREDIT QUALITY 1/2

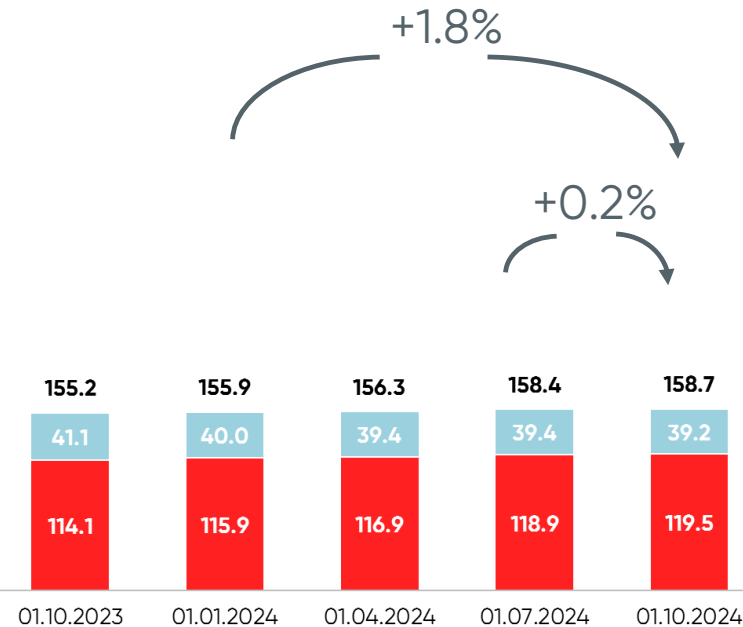
Corporate loan portfolio

RUB bn



Retail loan portfolio

RUB bn



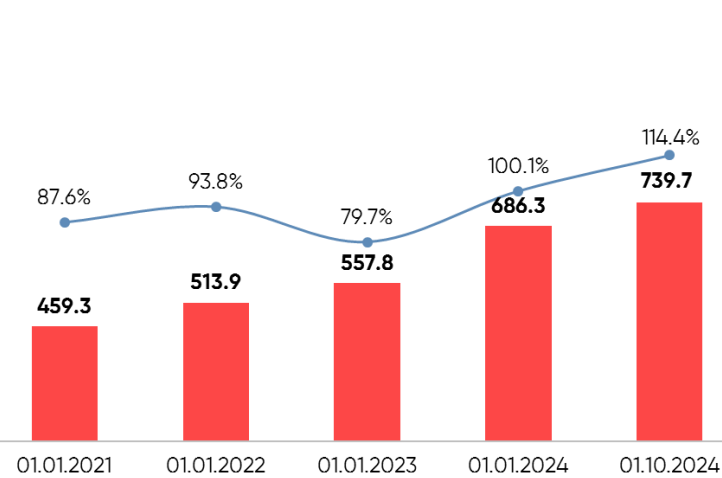
● Consumer loans and credit cards
● Mortgage

- The corporate loan portfolio excluding currency revaluation has grown by 9.4% since the beginning of the year (the effect of currency revaluation is RUB +3.3 bn)
- Retail lending has slowed down since 2H 2023 amid a significant increase in rates and a significant contraction in preferential mortgage lending programs

LOAN PORTFOLIO AND CREDIT QUALITY 2/2

Loan portfolio

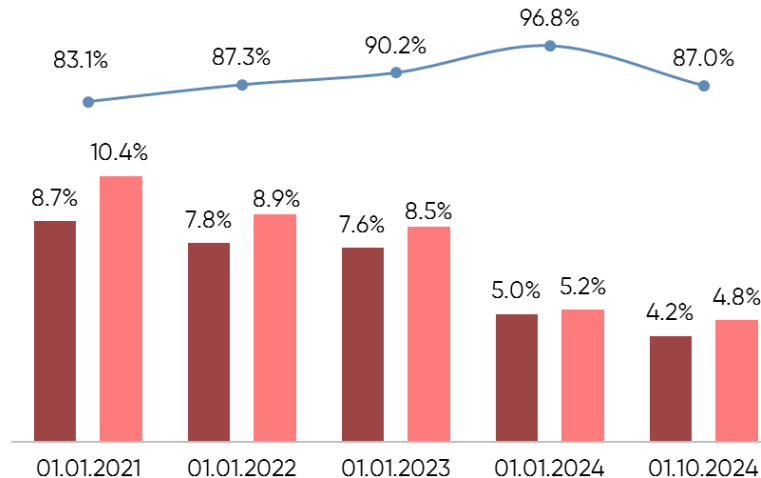
RUB bn / %



- Loan portfolio before provisions
- Loan-to-Deposits ratio

Provisions coverage

%



- Allowance for impairment/Gross loans ratio
- Problem loans* / Gross loans ratio
- Problem loan coverage ratio

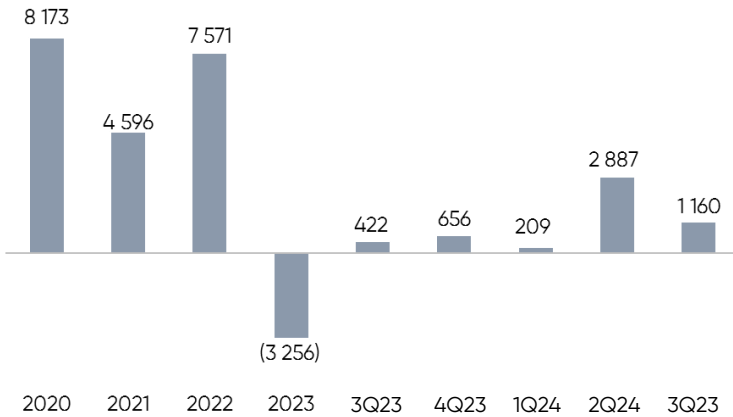
- The Loan-to-deposit ratio exceeded 100% due to the partial funding of the loan portfolio by "excessive" capital
- The share of problem loans remains at a historically low level

*Problem loans include Lifetime Expected Credit Loss (ECL) credit-impaired (stage 3) and loans impaired at initial recognition (POCI)

COST OF RISK

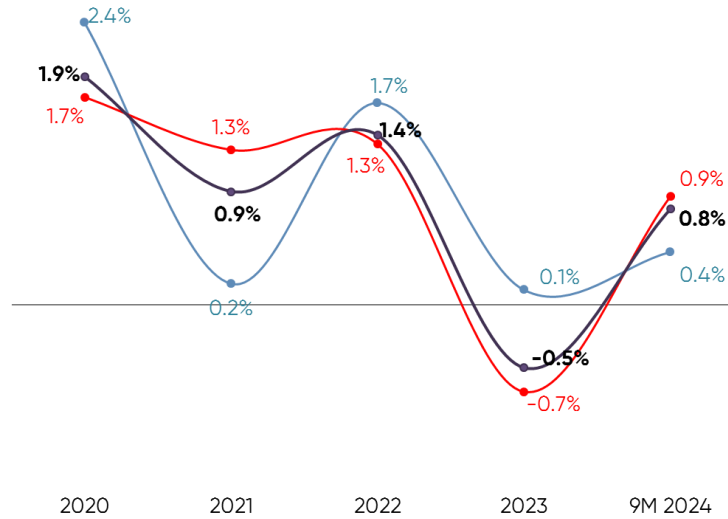
Provisions*

RUB mln



Cost of Risk

%



- Cost of Risk on retail loans
- Cost of Risk on corporate loans
- Cost of Risk on loan portfolio

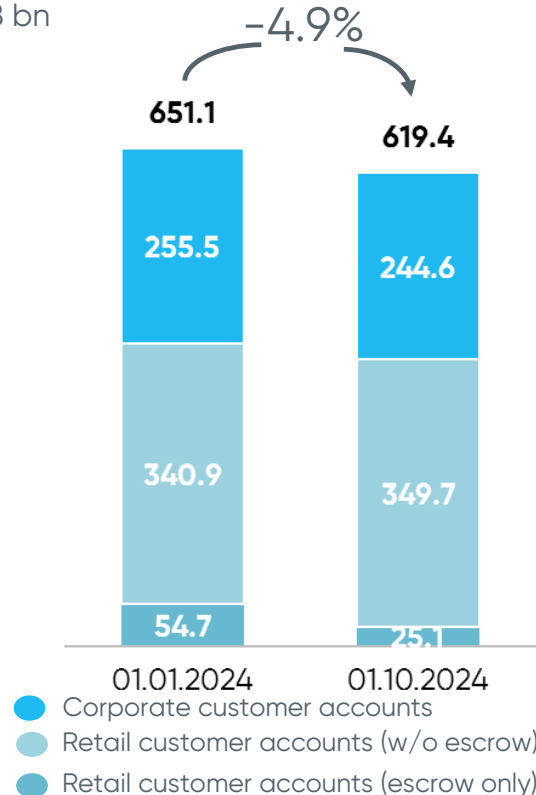
– The Cost of Risk is 0.8% for 9M 2024 (within the FY 2024 guidance ~100bp)

*Provisions included recovery of allowance (allowance) for expected credit losses on loans and advances to customers, as well as a net loss from the revaluation of loans at fair value through profit or loss

CUSTOMER DEPOSITS

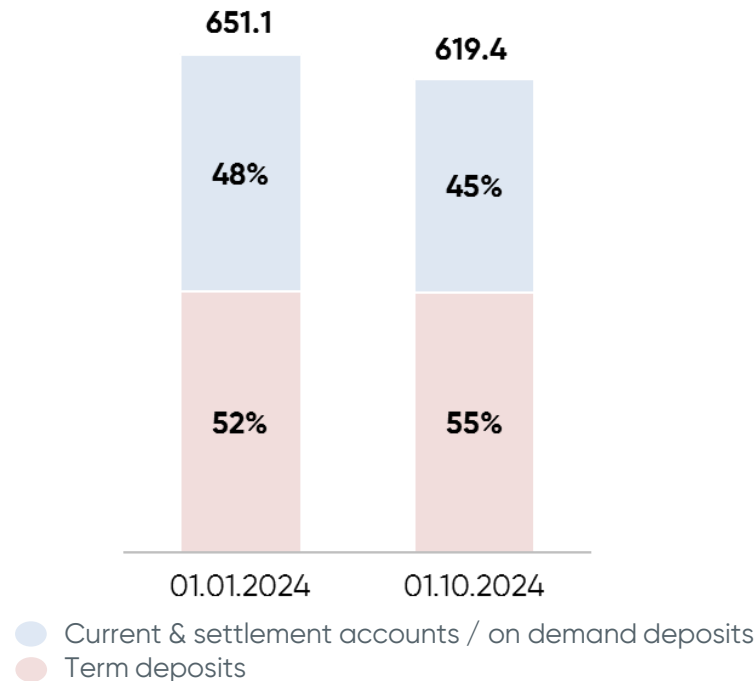
The share of retail deposits is 61%

RUB bn



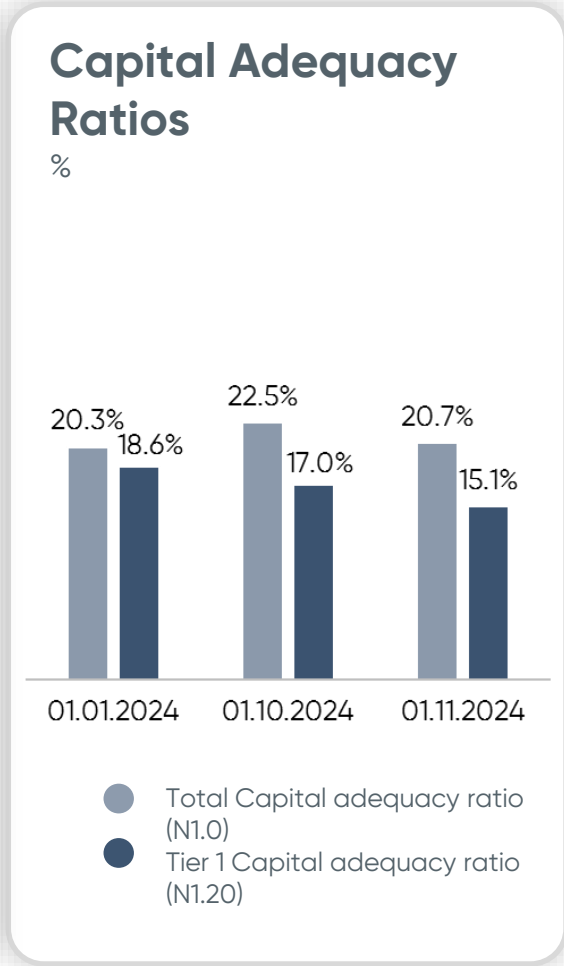
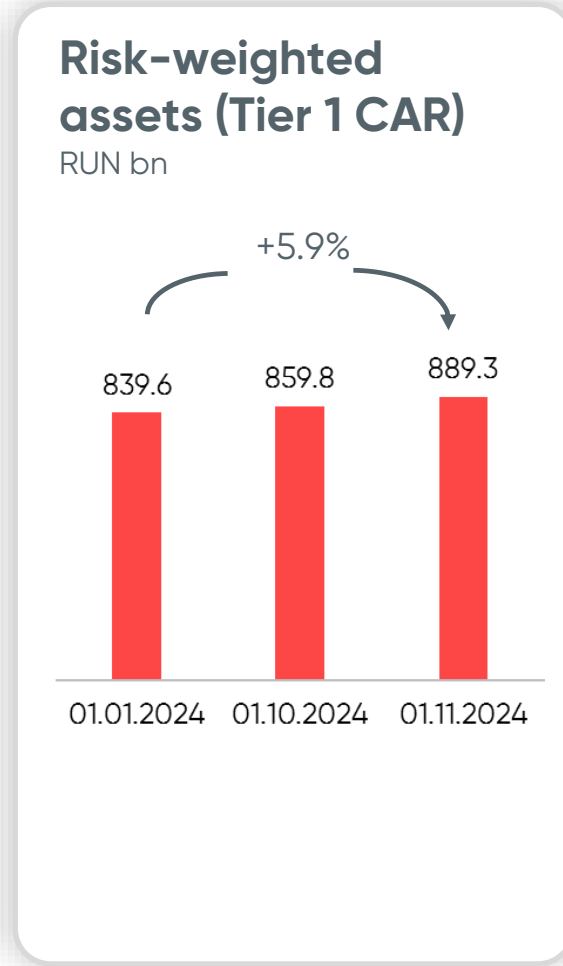
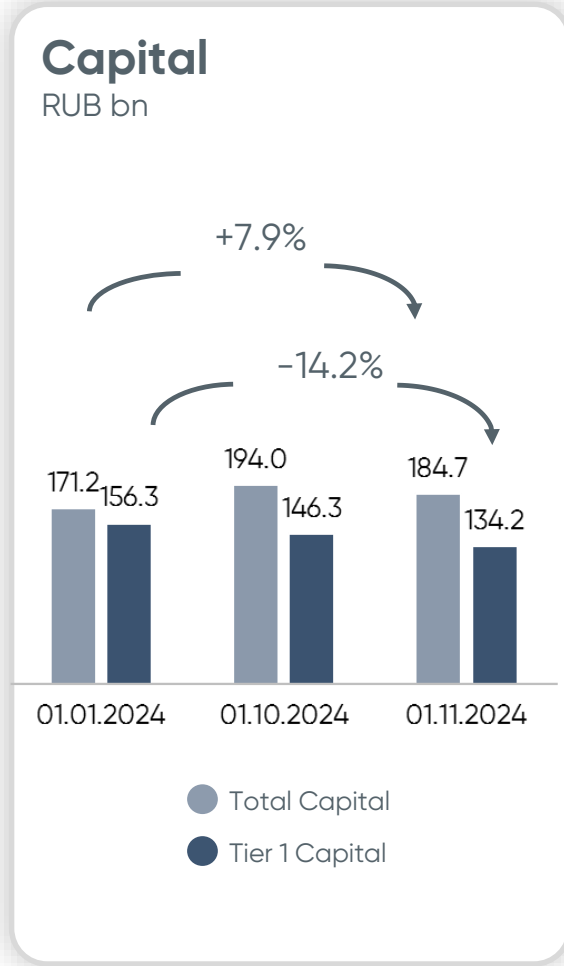
The share of current accounts is 49%

%



- The high share of current accounts and demand deposits continues to be a driver of NIM dynamics against the backdrop of rising rates
- The reduction in customer deposits as of October 1, 2024, is due to the completion of a number of projects financed through escrow accounts

CAPITAL & CAPITAL ADEQUACY RATIOS (RAS, BASEL III)



- Before the audit, net income for 9M 2024 is not included in the capital adequacy ratio H1.2 (estimated impact is +4.7 p.p.)
- As of November 1, 2024, after the payment of 1H 2024 dividends, the Tier 1 Capital adequacy ratio is 15.1% and continues to significantly exceed the minimum level set in the Bank's Strategy (12%)

FY 2024 OUTLOOK

- Loan Portfolio growth +12%
- Cost of Risk < 100 bp
- Cost-to-Income ratio 27-29%

ROAE
25%+

FY 2025 EXPECTATIONS

- Loan Portfolio growth +7-9%
- Cost of Risk ~100 bp
- Cost-to-Income ratio < 30%

**ROAE
20%+**

APPENDIX

A thick red horizontal line with rounded ends, positioned below the word 'APPENDIX'.

FINANCIAL HIGHLIGHTS

| In RUB bn | Jan 1, 2024 | Oct 1, 2024 | YTD | Oct 1, 2023 | July 1, 2024 | Oct 1, 2024 | q-o-q | y-o-y |
|-------------------------------|-------------|----------------|----------|-------------|--------------|----------------|----------|----------|
| Total assets | 1057.30 | 1037.78 | -1.85% | 965.98 | 1074.80 | 1037.78 | -3.44% | +7.43% |
| Gross Loans | 686.31 | 739.66 | +7.77% | 660.30 | 716.34 | 739.66 | +3.26% | +12.02% |
| Customer Deposits* | 651.10 | 619.42 | -4.86% | 612.28 | 654.43 | 619.42 | -5.35% | +1.17% |
| Shareholders' Equity | 173.89 | 200.72 | +15.43% | 170.96 | 187.77 | 200.72 | +6.9% | +17.41% |
| | 9M 2023 | 9M 2024 | y-o-y | 3Q 2023 | 2Q 2024 | 3Q 2024 | q-o-q | y-o-y |
| Net Interest Income | 34.76 | 51.21 | +47.35% | 12.66 | 16.66 | 17.34 | +4.08% | +37% |
| Net Fee and Commission Income | 9.43 | 8.52 | -9.61% | 2.97 | 2.71 | 3.16 | +16.5% | +6.19% |
| Revenues | 54.08 | 68.25 | +26.21% | 17.37 | 22.28 | 23.66 | +6.2% | +36.21% |
| Net Income | 36.88 | 37.57 | +1.87% | 8.53 | 11.29 | 13.26 | +17.51% | +55.58% |
| | 9M 2023 | 9M 2024 | y-o-y | 3Q 2023 | 2Q 2024 | 3Q 2024 | q-o-q | y-o-y |
| Net Interest Margin | 5.61% | 6.90% | +1.29 PP | 5.76% | 6.89% | 6.88% | -0.01 PP | +1.12 PP |
| Cost/Income Ratio | 33.80% | 26.38% | -7.42 PP | 36.37% | 24.54% | 27.72% | +3.18 PP | -8.65 PP |
| Cost of Risk | -0.86% | 0.80% | +1.66 PP | 0.27% | 1.63% | 0.63% | -1 PP | +0.36 PP |
| ROAE | 31.23% | 26.79% | -4.44 PP | 20.25% | 24.23% | 27.16% | +2.93 PP | +6.91 PP |
| | Jan 1, 2024 | Oct 1, 2024 | YTD | Oct 1, 2023 | July 1, 2024 | Oct 1, 2024 | q-o-q | y-o-y |
| Tier 1 CAR (N1.2) | 18.62% | 17.02% | -1.6 PP | 15.35% | 17.01% | 17.02% | +0.01 PP | +1.67 PP |
| Total capital CAR (N1.0) | 20.31% | 22.49% | +2.18 PP | 22.21% | 20.90% | 22.49% | +1.59 PP | +0.28 PP |

CONTACTS FOR INVESTORS



Information for investors is available on site:
<https://www.bspb.ru/en/investors/>

E-mail: ir@bspb.ru

Tel.: +7 /812/ 332 78 36