

BANK SAINT PETERSBURG



INVESTOR PRESENTATION

November 2025



DISCLAIMER

This presentation contains forward-looking statements regarding future events and financial performance of PJSC "Bank Saint Petersburg" (hereinafter – the "Bank"). Such forward-looking statements are based on the current expectations and assumptions of the Bank's management, are made in good faith and reflect information available at the time. However, actual results may differ materially from those projected due to various factors, including but not limited to: changes in market conditions, regulatory actions, macroeconomic conditions, and other risks inherent to banking activities.

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1.

OVERVIEW

BANK SAINT PETERSBURG AT A GLANCE

01

Regional leader

- Bank Saint Petersburg is the leading privately owned universal bank in St. Petersburg, with strong brand recognition all over Russia
- **Top-3** position in Saint-Petersburg
- Market share ranges from 6% to 10%
- Over 2.4 mln retail and 61k corporate customers
- 68 branches and 782 ATMs, 4.8k employees

03

Bank Awards



BEST HUMAN CAPITAL DEVELOPMENT PROJECT
(*ESG EXCELLENCE AWARD 2024*)



TRANSFORMATION OF THE YEAR –
DIGITAL EXIM SOLUTIONS
(*INVESTMENT LEADERS AWARD 2024*)



BEST BANK FOR EXIM OPERATIONS WITH CHINA
(*INVESTMENT LEADERS AWARD 2023*)



BANK OF THE YEAR FOR EXIM OPERATIONS
(*FINAWARD 2022*)

02

Ratings and Rankings

13th by assets **11th** by retail deposits

Lianhe (China)	AA+ (Stable) ↑
ACRA	AA- (RU) (Stable) ✓
Expert RA	ruAA- (Stable) ✓
	↑ – rating upgraded in 2025
	✓ – rating confirmed in 2025

04

Operating and Financial Highlights

As at October 1, 2025 (under IFRS):

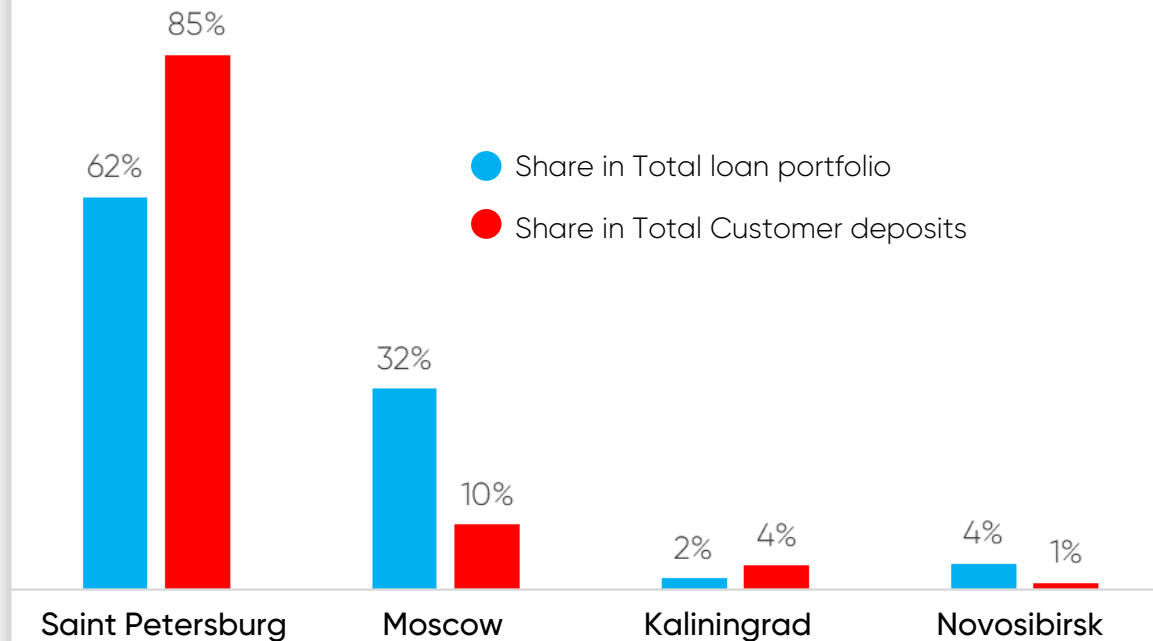
- Assets: RUB 1 353.3 bn (USD 16.3 bn)
- Equity: RUB 221.6 bn (USD 2.7 bn)
- Capital adequacy ratio (RAS Basel III):
 - ✓ Total Capital – 21.5%
 - ✓ Tier 1 Capital – 17.3%

For 9M 2025 and FY 2024 :

- Net income for 9M 2025: 33.4 bn (USD 391.7 mln) with ROAE 21.1%
- Net income for FY 2024: 50.8 bn (USD 549.3 mln) with ROAE 27.1%
- Cost/Income ratio: 9M 2025: 26.0% (27.5% in FY 2024)

SAINT PETERSBURG: THE DYNAMIC DOMESTIC MARKET

BUSINESS GEOGRAPHY



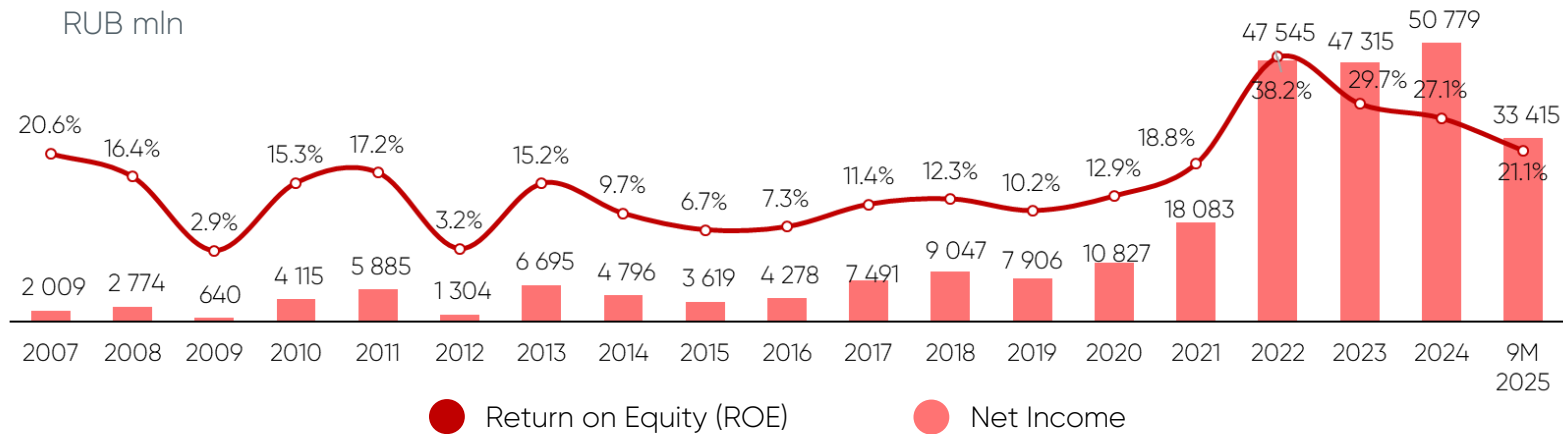
Saint Petersburg is the key region

- St. Petersburg and the Leningrad region population about 7 mln
- 4th largest city in Europe
- GRP growth consistently outperforms national average
- Major trade gateway – sea and river ports
- Industrial center for heavy machinery and shipbuilding
- Well developed construction sector
- Cultural center and a major tourist destination

18 YEARS OF PUBLIC HISTORY

Net Income

RUB mln



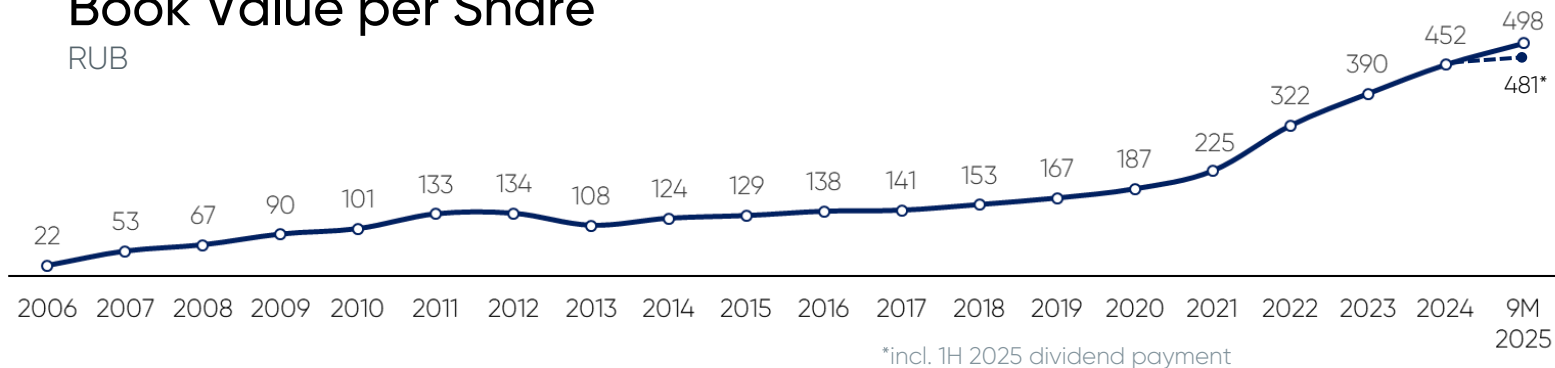
The Bank is always profitable

– x25 growth over 18 years

New level ROE since FY 2020

Book Value per Share

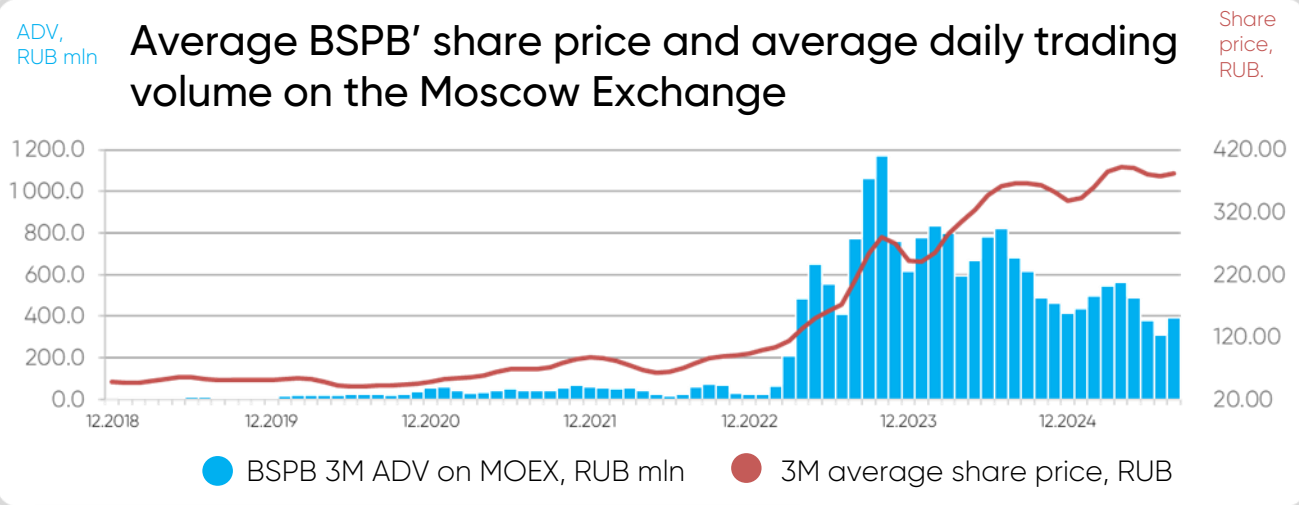
RUB



Book value per share consistently growing

– x22 growth over 18 years

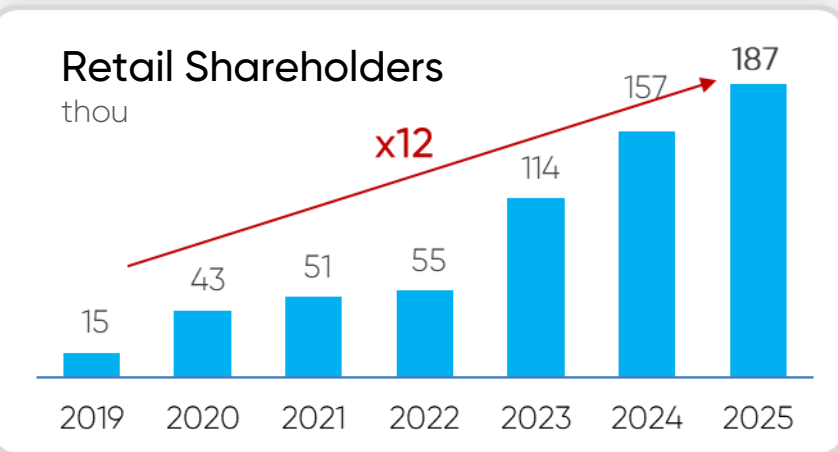
THE NEW STATUS OF THE BANK'S SHARES



The Bank's strong and sustainable results are reflected in the share price

- Share price growth 650%+
- P/BV growth from 0.3 to 0.7
- Average daily trading volume growth by 75+ times
- Since March 2024, the BSPB's Shares have been included in the Moscow Exchange Index (IMOEX)

** here and further the data as of November 17, 2025 compared to December 2018*



Retail investors – key focus

- x12 growth since FY 2018

In March 2024, the Dividend Policy in a new edition was approved

The dividend policy reflects the intention to pay dividends in the range from 20% to 50% of net profit under IFRS with the possibility of paying interim dividends

BSPB'S INVESTMENT STORY IS ONE OF THE BEST AMONG PUBLICLY TRADED BANKS

WHY BANK SAINT PETERSBURG?

- Leader in the St. Petersburg market
- One of the lowest cost of funding among the main competitors and one of the best margins on the market
- High expertise in EXIM services with strong competitive advantages confirmed in any conditions
- Sustainable growth of Shareholders' capital throughout the public history (x22 since 2006) with the potential for share price growth (BV per share is RUB 481 as of October 1, 2025)
- New ROE level of 18%+ since FY 2021 with a confident excess of capital
- Strong track record of dividend payments

2.

**STRATEGY AND
INTERNATIONAL
BUSINESS
DEVELOPMENT**

A thick, red, hand-drawn style brushstroke underline that starts under the word 'DEVELOPMENT' and extends to the right, ending with a slight upward curve.

STRATEGY 2024-2026 /

APPROVED BY THE SUPERVISORY BOARD ON NOVEMBER 22, 2023
(with Amendments approved on December 19, 2024)

Retaining of the sustainable business model

✓ Key strategic priority

Transformation of customer interaction channels

IT Transformation

International business transformation

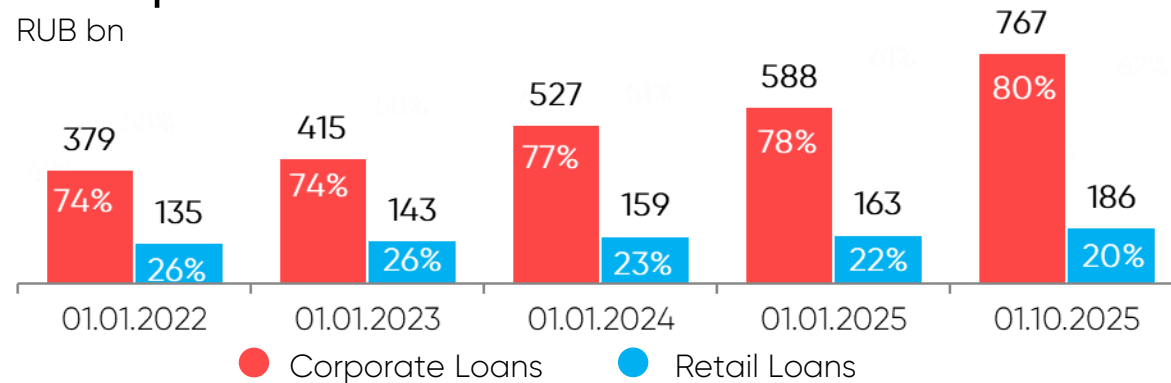
✓ The other strategic priorities

ROE 18%+

CORPORATE & RETAIL BUSINESS

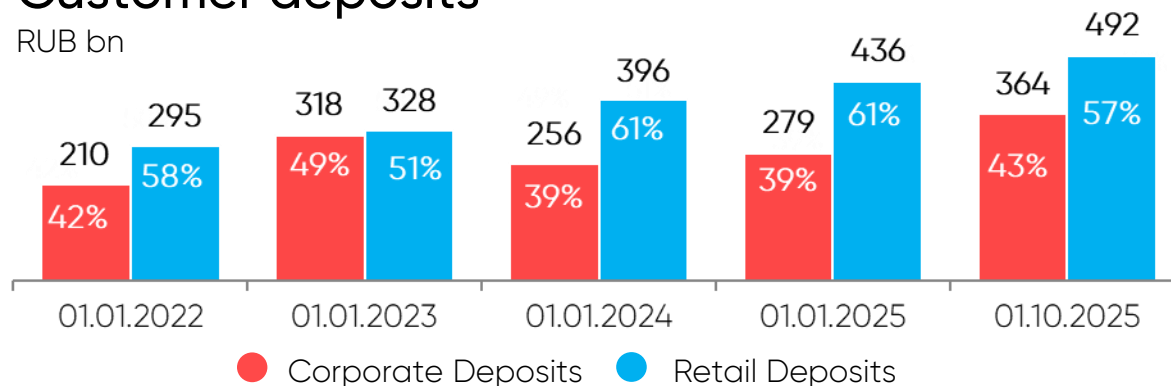
Loan portfolio

RUB bn



Customer deposits

RUB bn



Corporate business

- Core activity of the Bank (40-45% of revenues)
- Low-risk profile

Retail business

- Key source of low-cost funding
- Mortgages and consumer lending to payroll customers

INTERNATIONAL BUSINESS: CHINA & BRICS+ ARE THE KEY MARKET

- Significant customer base of importers/exporters
- Advanced product range for importers/exporters
- EXIM advisory for the new locations (China, India, Brazil, UAE etc.)
- Bank for the foreign banks in RUB clearing
- Chinese QFII (Qualified Foreign Institutional Investor) license received
- In June 2025 Chinese rating agency Lianhe upgraded the Bank's long-term credit rating by 2 notches to «AA+» (Stable)



ESG IS OUR KEY STRATEGIC PRIORITY

AS IS:

In 2022 the BoD of the Bank Saint Petersburg successfully approved the Sustainability Policy

- The Board of Directors is actively involved in Bank's ESG development
- Since FY'21 non-financial report on sustainability is published as a part of Bank's Annual Report
- We already meet most of the existing ESG standards: environmental protection measures, financing of environmental and socially oriented projects, high quality corporate governance
- We successfully respond to ESG inquiries from rating agencies and investors

TO BE:

- Publication of a standalone non-financial Sustainability Report
- Inclusion of ESG-based metrics in the Management's KPIs

Sustainable
Development Policy
available at:



3.

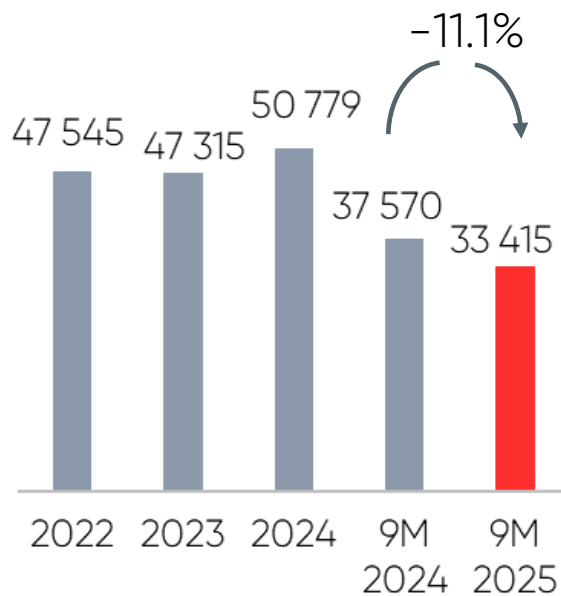
**KEY FIGURES &
FINANCIALS**

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KEY FINANCIAL RESULTS

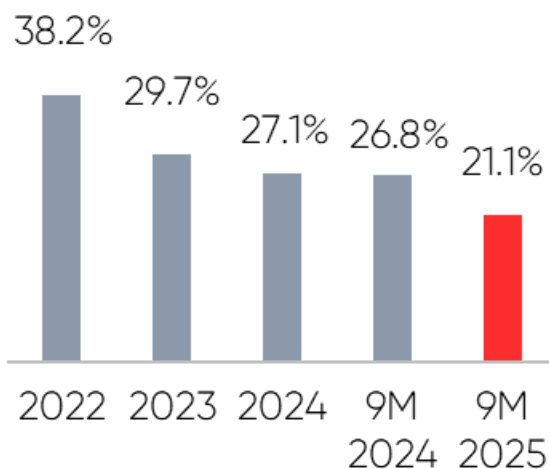
Net Income

RUB mln



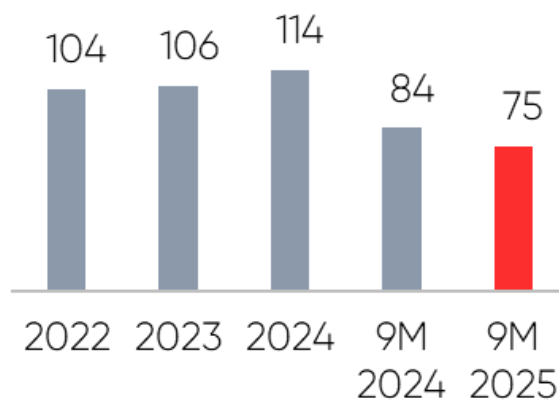
Return on Equity

%



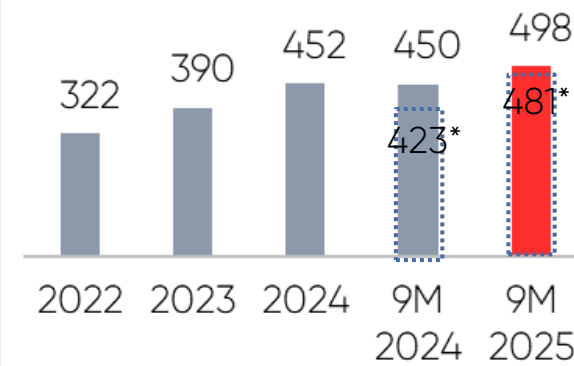
Earnings per Share

RUB



Book Value per Share

RUB

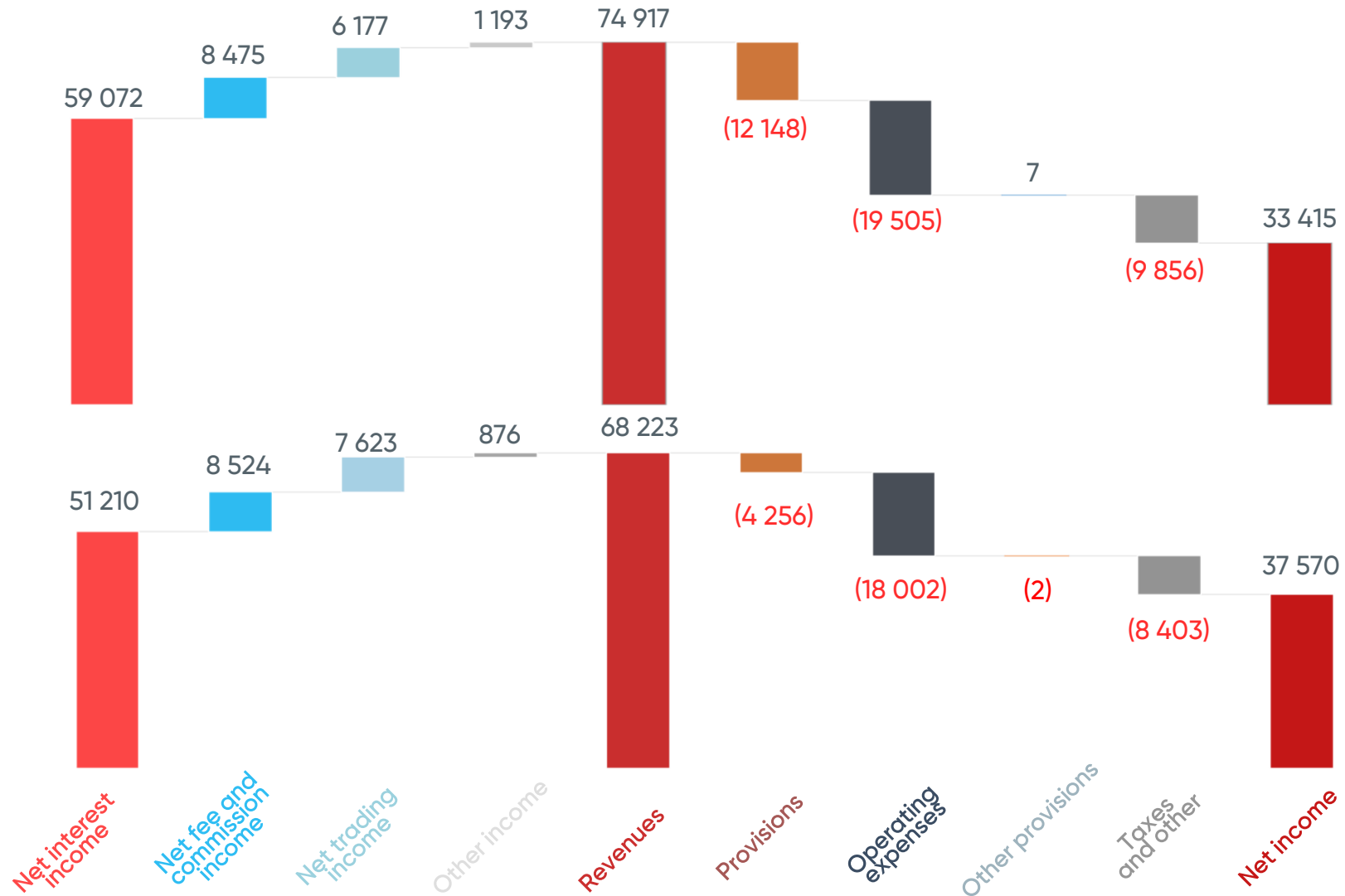


*incl. dividend payment

FINANCIAL RESULTS FOR 9M 2025

9M
2025

9M
2024



NIM 7.2%

CoR 1.9%

CIR 26.0%

ROE 21.1%

NIM 6.9%

CoR 0.8%

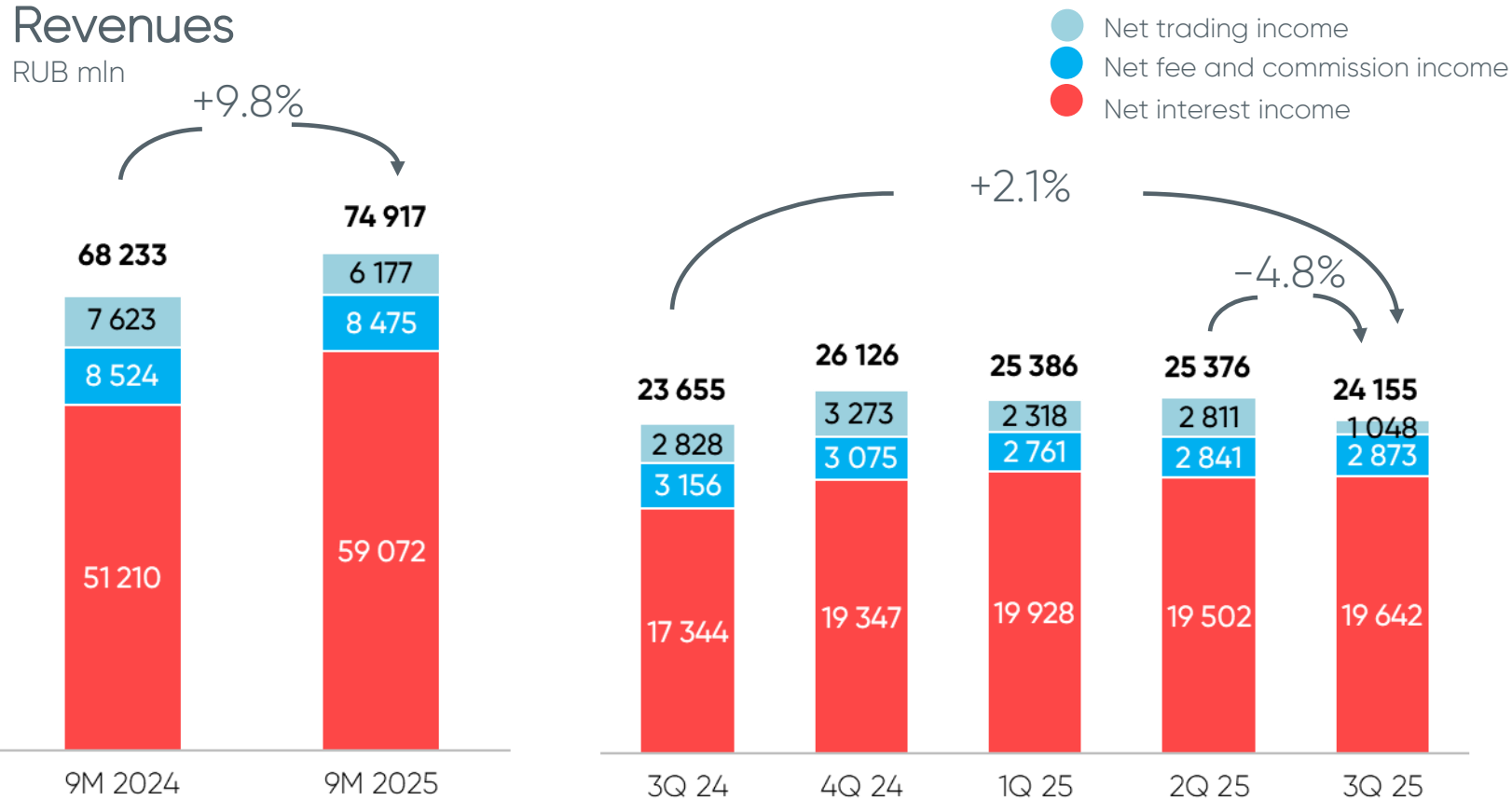
CIR 26.4%

ROE 26.8%

REVENUES DYNAMICS

Revenues

RUB mln



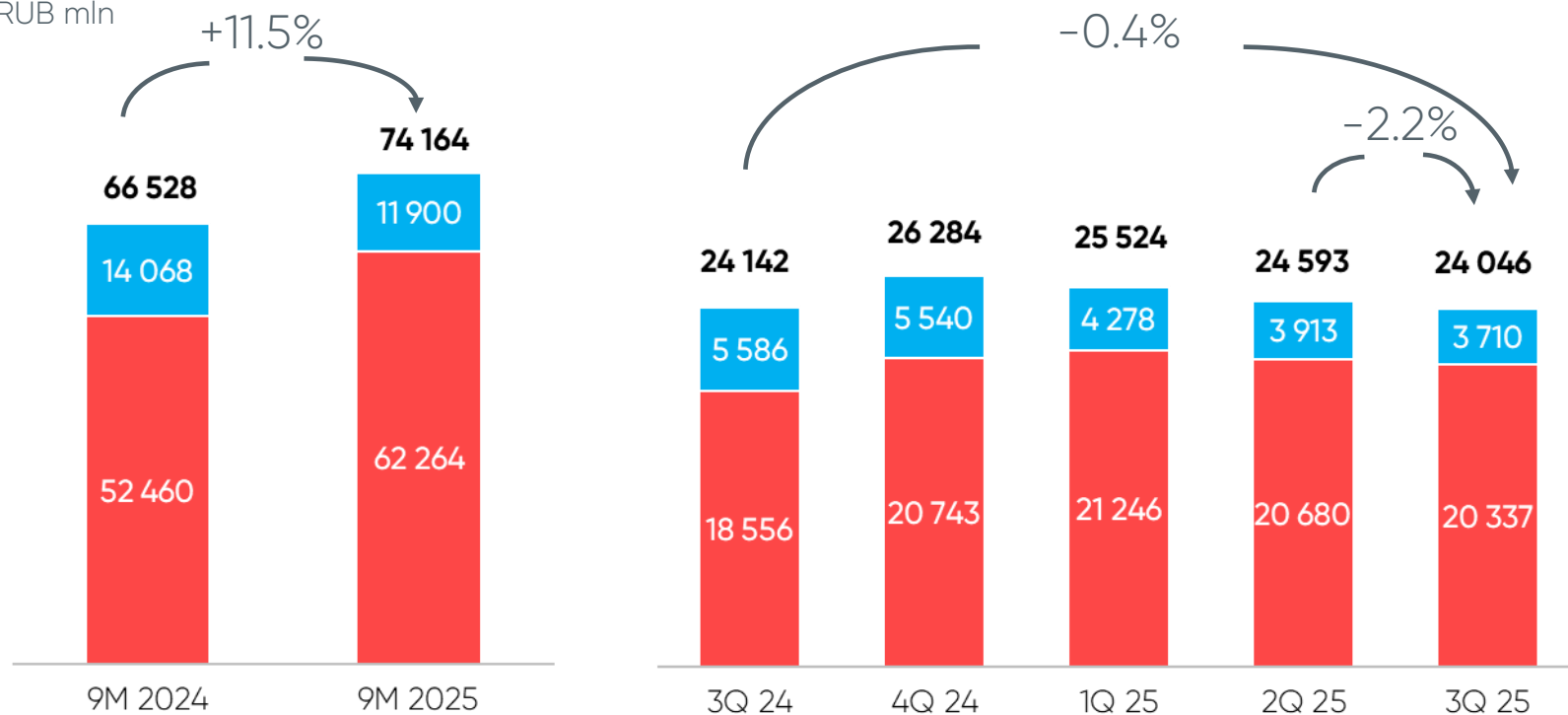
- Record net interest income amid rate dynamics and loan portfolio growth
- Despite market challenges in transaction banking services, net fee and commission income for 9M 2025 remains at last year's level
- Net trading income dynamics in 3Q 2025 was affected by a negative revaluation of securities portfolio (amid key rate dynamics)

CORE BANKING BUSINESS REVENUES DYNAMICS

Core Banking Business Revenues

RUB mln

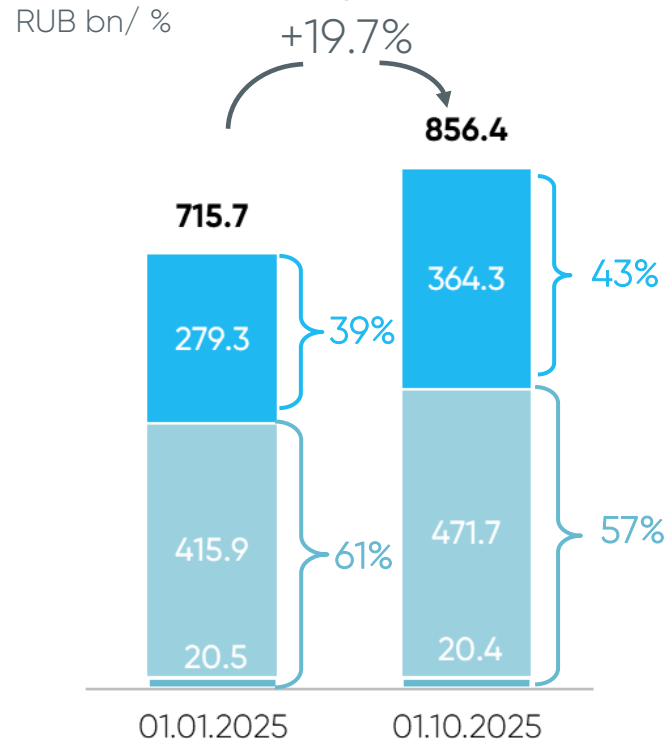
- Net non-interest core banking business income
- Net interest core banking business income



- Strong core banking business revenue amid record net interest income
- Non-interest income dynamics reflects a reduction in the volume of customers' FX transactions in 2025 after a surge in 2H 2024

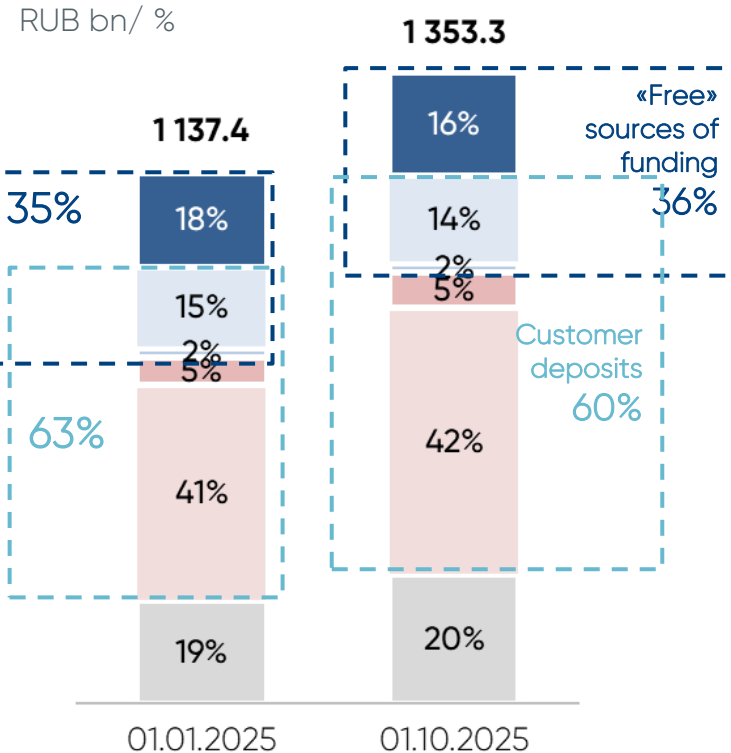
SOURCES OF FUNDING

Customer Deposits



- Corporate customer accounts
- Retail customer accounts (w/o escrow)
- Retail customer accounts (escrow only)

Liabilities and Equity

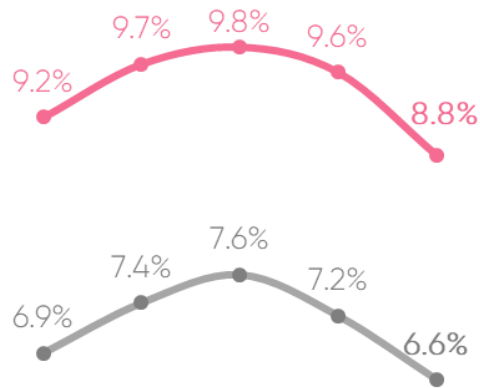


- Shareholders Equity
- Current & settlement accounts
- Escrow accounts
- Savings Accounts
- Term deposits
- Due to Banks and Other liabilities

- Retail customer deposits grew +12.7% since the beginning of the year and account for 57% of total customer deposits
- Despite the decline in the share of liabilities and equity (32% vs. 35%), “free” customer accounts and equity remain the key driver of net interest income growth, demonstrating +9% YTD increase to RUB 430 bn

NET INTEREST MARGIN & RATES DYNAMICS

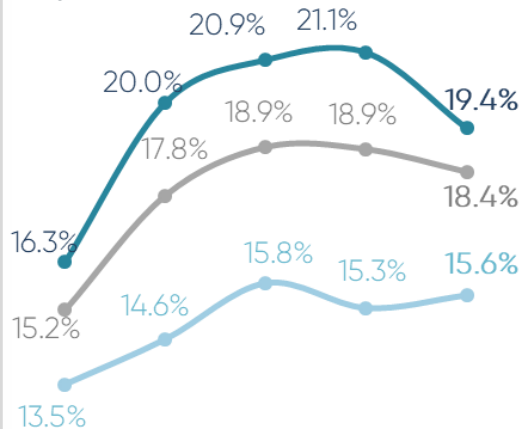
Net interest margin
%



3Q24 4Q24 1Q25 2Q25 3Q25 *

- Net interest margin
- Core banking margin

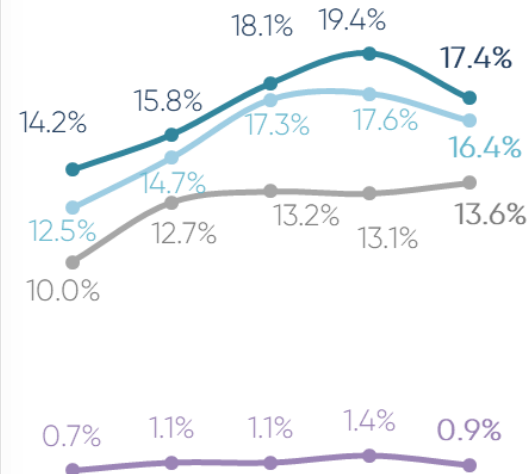
Interest rates
on assets
%



3Q 24 4Q 24 1Q 25 2Q 25 3Q 25 *

- Avg. int. rates on corporate loans
- Avg. int. rates on retail loans
- Avg. int. rates on IEA

Interest rates
on liabilities
%



3Q 24 4Q 24 1Q 25 2Q 25 3Q 25 *

- Avg. int. rate on corporate deposits
- Avg. int. rate on retail** deposits
- Avg. int. rate current accounts**
- Avg. int. rate on IBL

- Decline in net interest margin amid key rate dynamics and a significant share of corporate loans with floating rates
- A significant share of “free” liabilities (32% of all liabilities and equity) supports high Core banking margin

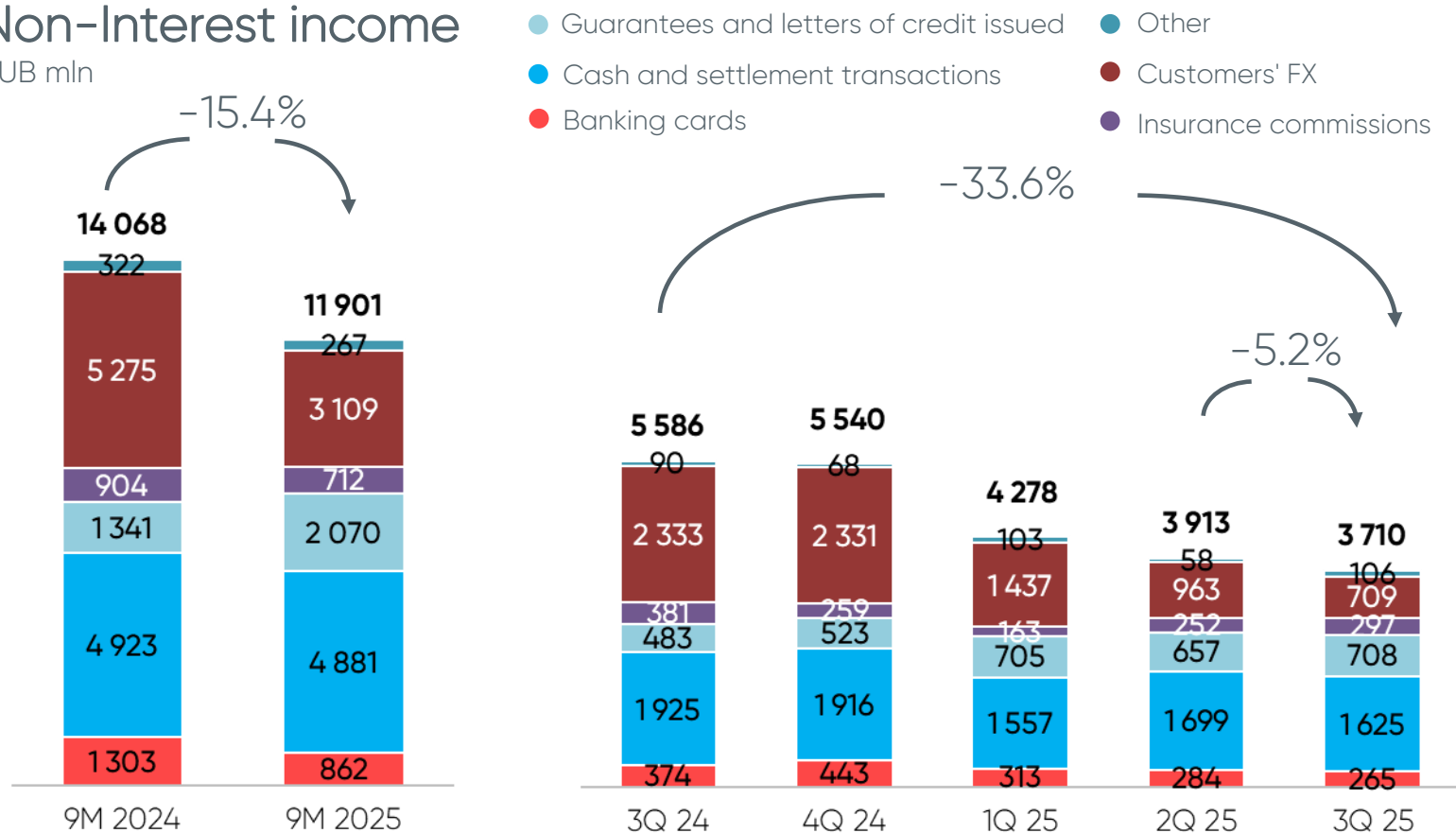
* Data for the following indicators: *Net interest margin*, *Core banking margin*, *Average rates corporate loans / deposits*, *Average rates on IEA / IBL* are calculated using a methodology that excludes uneven dynamics of the loan portfolio within the reporting period

** Savings accounts are excluded from Current & settlement accounts and included in term deposits of individuals

NON-INTEREST INCOME

Non-Interest income

RUB mln

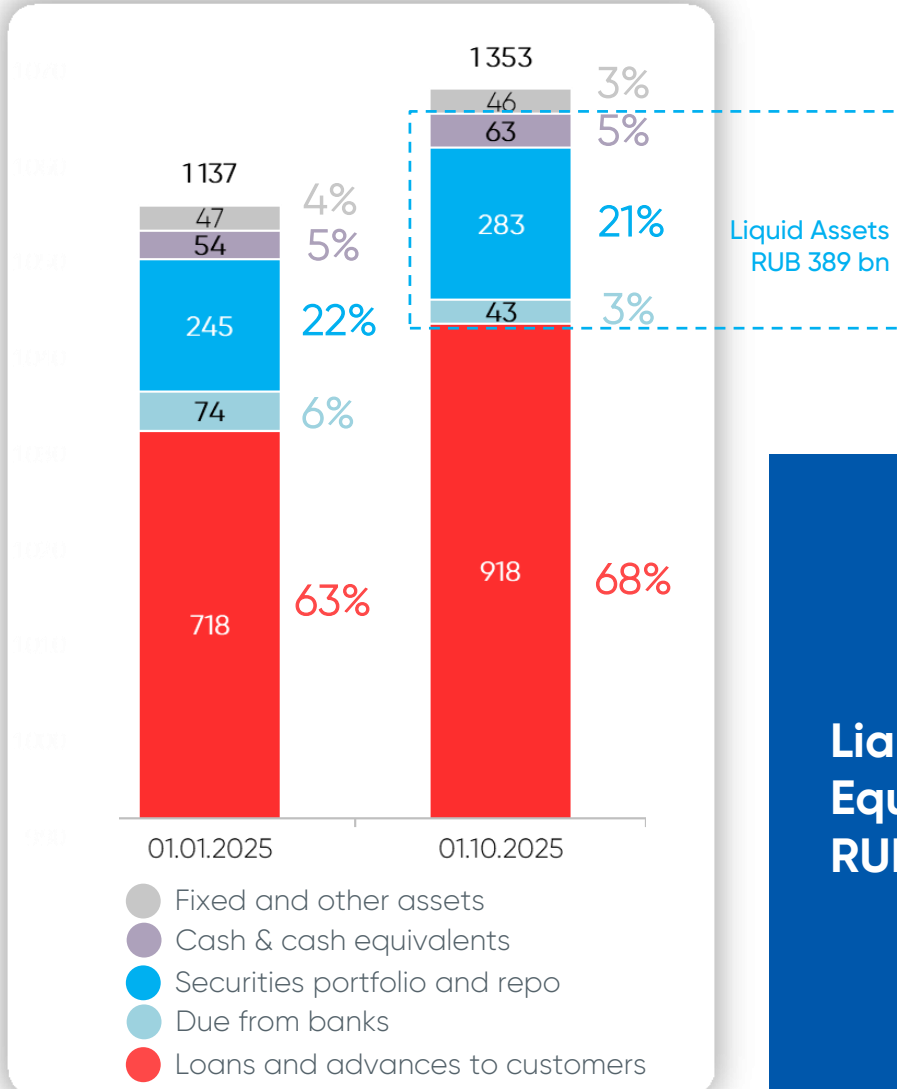


- Despite market challenges in transaction banking services, net fee and commission income for 9M 2025 remains at last year's level
- The volume of customers' FX transactions declines amid increased competition and lower customers' activity after a surge in 2H 2024
- Growth of the guarantee business is increasing its share in non-interest income

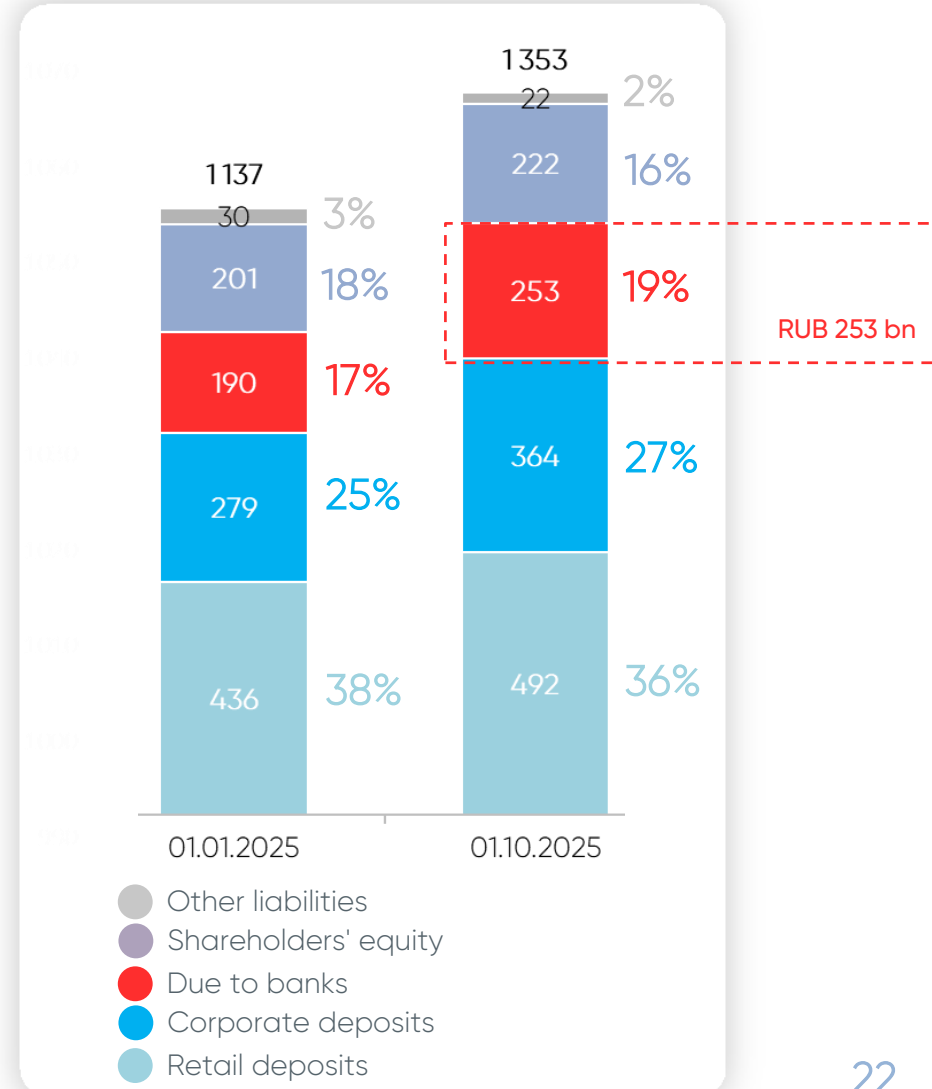
*Noninterest income includes Net fee and commission income (excluding commission income/expenses from securities transactions), as well as income from client conversion operations (in the IFRS financial statements, it's taken into account in *Net income from foreign currency transactions, from revaluation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

ASSETS & LIABILITIES

Assets, RUB bn



Liabilities & Equity, RUB bn



CORPORATE & RETAIL LENDING

Corporate loan portfolio

RUB bn

CAGR +18%

+30.5%

767.1

378.6

415.2

527.4

587.9

01.01.2022 01.01.2023 01.01.2024 01.01.2025 01.10.2025

Retail loan portfolio

RUB bn

CAGR +10%

+14.2%

185.6

131.9

139.0

155.9

162.5

01.01.2022 01.01.2023 01.01.2024 01.01.2025 01.10.2025

Consumer loans and credit cards

Mortgages

Corporate loan portfolio

- The corporate loan portfolio is well diversified

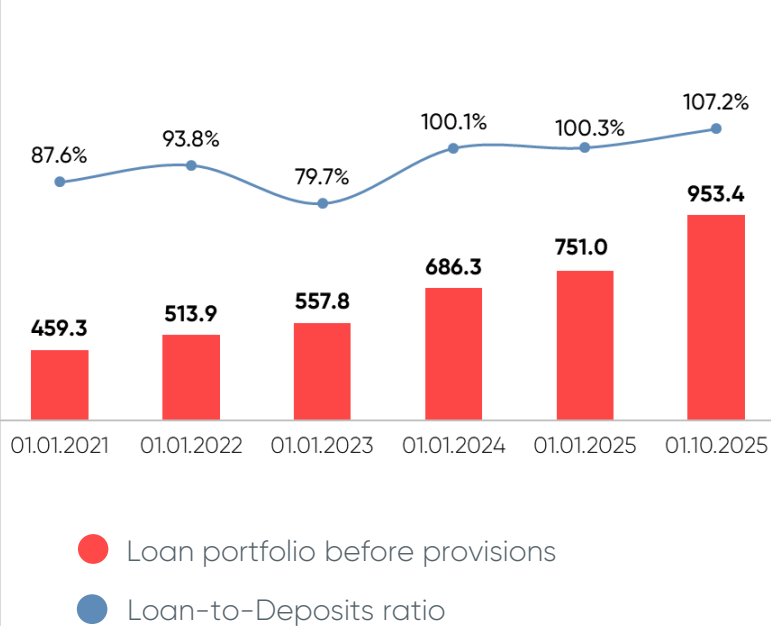
Retail loan portfolio

- The retail loan portfolio consists of low-risk loans to the Bank's payroll customers
- Mortgages remain the key driver of retail loan portfolio growth from 4Q 2024 amid the abolition of limits on preferential mortgage lending programs

LOAN PORTFOLIO AND CREDIT QUALITY 2/2

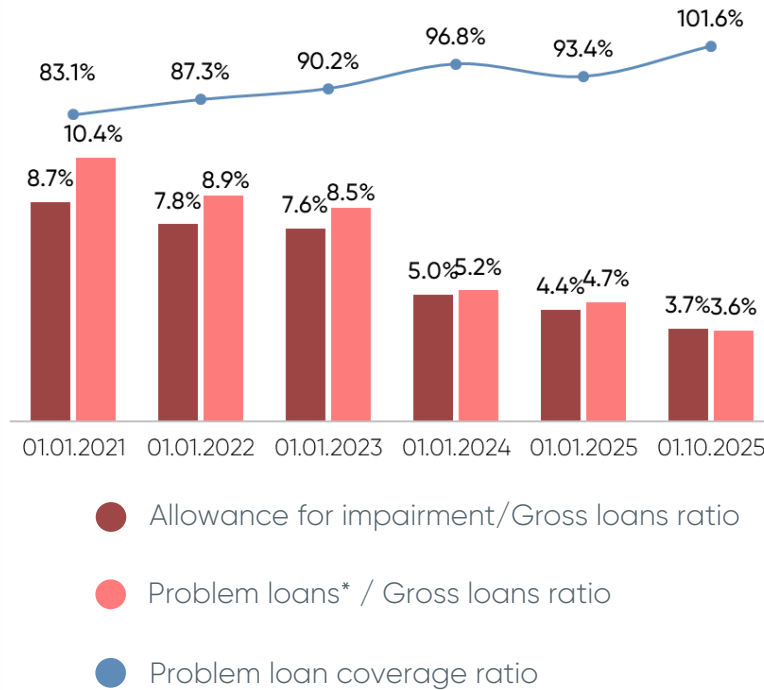
Loan portfolio

RUB bn / %



Provisions coverage

%

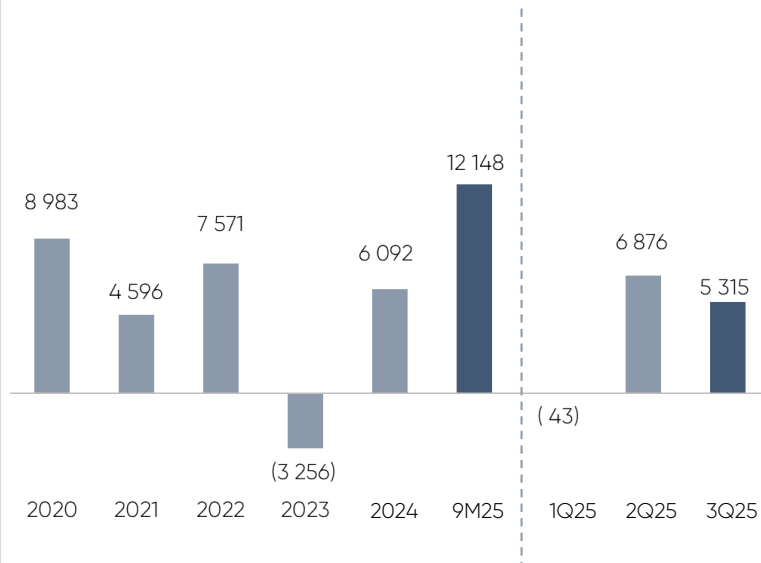


- The loan portfolio has grown by 26.9% YTD (+13.6% YTD excluding a large loan-deposit transaction)
- The share of problem loans is declining and remains at a historically low level

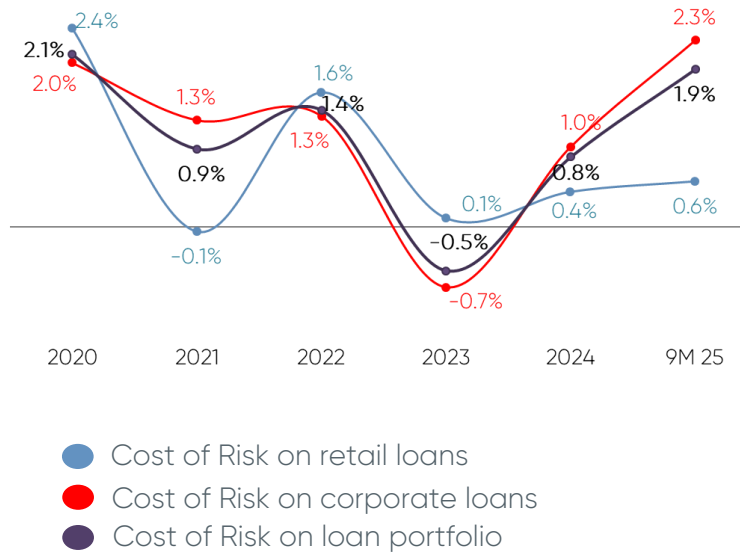
*Problem loans include Lifetime Expected Credit Loss (ECL) credit-impaired (stage 3) and loans impaired at initial recognition (POCI)

COST OF RISK

Provisions*
RUB mln



Cost of Risk
%

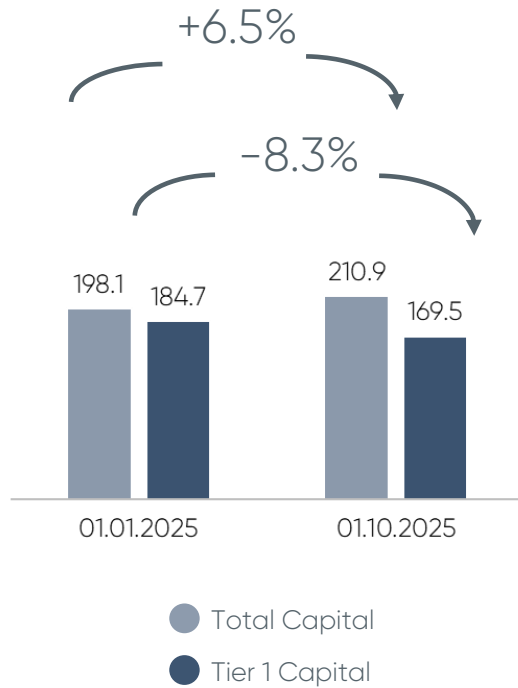


- The Cost of Risk for 9M 2025 stood at 1.9% and is within the FY 2025 guidance (~200bp)
- Cost of Risk on retail loans at a comfortable low level of 0.6%

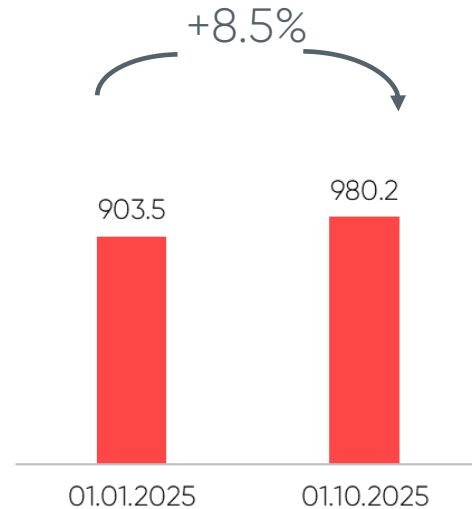
*Provisions included recovery of allowance (allowance) for expected credit losses on loans and advances to customers, as well as a net loss from the revaluation of loans at fair value through profit or loss

CAPITAL & CAPITAL ADEQUACY RATIOS (RAS, BASEL III)

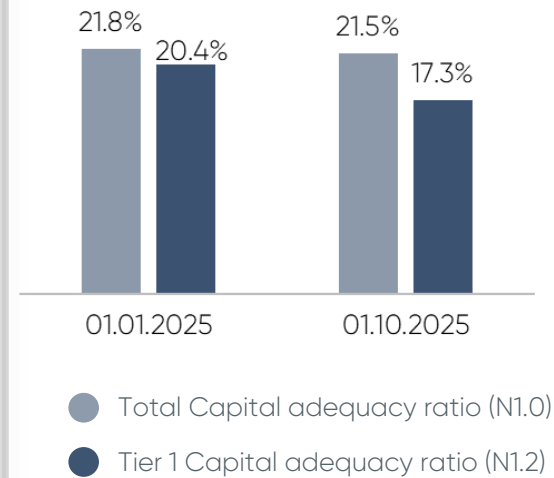
Capital RUB bn



Risk-weighted assets (Tier 1 CAR) RUB bn



Capital Adequacy Ratios %



- Before the audit, the capital adequacy ratios do not include the net income for 9M 2025 (estimated impact is +3.4 p.p.)
- As of November 1, 2025, after the payment of 1H 2025 dividends, the Tier 1 Capital adequacy ratio is 16.9% and continues to significantly exceed the minimum level set in the Bank's Strategy (12%)

FY 2025 OUTLOOK

The forecast from August 22, 2025 is being adjusted

- Loan Portfolio growth ~~+7-9%~~ **+22-25%**
- Cost of Risk **~200 b.p.** ✓
- Cost-to-Income ratio **31-32%** ✓
- Net income **around RUB 40 bn**

ROAE
18%+ ✓

FY 2026 EXPECTATIONS

- Loan Portfolio growth **+10-12%**
- Cost of Risk **150 b.p.**
- Cost-to-Income ratio **35-37%**

NET INCOME
RUB 35+ bn

FINANCIAL HIGHLIGHTS

In RUB bn	Jan 1, 2025	Oct 1, 2025	YTD	Oct 1, 2024	July 1, 2025	Oct 1, 2025	q-o-q	y-o-y
Total assets	1137.43	1353.33	+18.98%	1037.78	1252.64	1353.33	+8.04%	+30.41%
Gross Loans	751.05	953.36	+26.94%	739.66	857.80	953.36	+11.14%	+28.89%
Customer Deposits	715.72	856.39	+19.65%	619.42	757.18	856.39	+13.1%	+38.26%
Shareholders' Equity	201.45	221.62	+10.01%	200.72	212.87	221.62	+4.11%	+10.41%
	9M 2024	9M 2025	y-o-y	3Q 2024	2Q 2025	3Q 2025	q-o-q	y-o-y
Net Interest Income	51.21	59.07	+15.35%	17.34	19.50	19.64	+0.72%	+13.25%
Net Fee and Commission Income	8.52	8.48	-0.57%	3.16	2.84	2.87	+1.13%	-8.97%
Revenues	68.23	74.92	+9.8%	23.66	25.38	24.16	-4.81%	+2.11%
Net Income	37.57	33.42	-11.06%	13.26	9.13	8.76	-3.97%	-33.93%
	9M 2024	9M 2025	y-o-y	3Q 2024	2Q 2025	3Q 2025	q-o-q	y-o-y
Net Interest Margin	6.90%	7.16%	+0.26 PP	6.88%	7.23%	6.62%	-0.61 PP	-0.26 PP
Cost/Income Ratio	26.38%	26.04%	-0.34 PP	27.73%	26.00%	29.78%	+3.78 PP	+2.05 PP
Cost of Risk	0.80%	1.91%	+1.11 PP	0.63%	3.41%	2.33%	-1.08 PP	+1.7 PP
ROAE	26.79%	21.12%	-5.67 PP	27.16%	17.03%	16.00%	-1.03 PP	-11.16 PP
	Jan 1, 2025	Oct 1, 2025	YTD	Oct 1, 2024	July 1, 2025	Oct 1, 2025	q-o-q	y-o-y
Tier 1 CAR (N1.2)	20.45%	17.29%	-3.16 PP	17.02%	16.65%	17.29%	+0.64 PP	+0.27 PP
Total capital CAR (N1.0)	21.84%	21.46%	-0.38 PP	22.49%	19.81%	21.46%	+1.65 PP	-1.03 PP

CONTACTS FOR INVESTORS



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

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