

Independent auditor's report  
on the annual financial statements of  
**JSC RN Bank**  
for 2016

*March 2017*

**Independent auditor's report  
on the annual financial statements of  
Joint Stock Company RN Bank**

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**Translation of the original Russian version**

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## **Independent auditor's report**

### **Translation of the original Russian version**

To the Shareholder and Board of Directors of  
Joint Stock Company RN Bank

#### **Report on the annual financial statements**

We have audited the accompanying annual financial statements of Joint Stock Company RN Bank (the Bank), which comprise the balance sheet (published form) as at 1 January 2017, statement of income (published form) for 2016 and appendices to the balance sheet and statement of income including report on capital adequacy to cover the risks, amount of reserves for possible losses on loans and other assets (published form) as of 1 January 2017, information on mandatory ratios, financial leverage indicator of short-term liquidity and ratios (published form) as of 1 January 2017, statement of cash flows (published form) as of 1 January 2017 and explanatory notes.

#### ***Audited entity's responsibility for the annual financial statements***

The management of the Bank is responsible for the preparation and fair presentation of these annual financial statements in accordance with rules on the preparation of annual financial statements established in the Russian Federation and for the internal control system relevant to the preparation of annual financial statements that are free from material misstatements, whether due to fraud or error.

#### ***Auditor's responsibility***

Our responsibility is to express an opinion on the fairness of these annual financial statements based on our audit.

We conducted our audit in accordance with the federal standards on auditing effective in the Russian Federation. Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance that the annual financial statements are free from material misstatements.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the annual financial statements. Audit procedures selection depends on the auditor's judgment based on the assessment of the risks of material misstatements of the annual financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control system relevant to the entity's preparation and fair presentation of the annual financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control system. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by management, as well as evaluating the overall presentation of the annual financial statements.

## Translation of the original Russian version

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion

### **Opinion**

In our opinion, the annual financial statements present fairly, in all material respects, the financial position of Joint Stock Company RN Bank as at 1 January 2017, its financial performance and its cash flows for 2016 in accordance with rules on the preparation of financial statements established in the Russian Federation.

### **Other matters**

The accompanying annual financial statements are not intended to present the financial position and results of operations in accordance with accounting principles and practices generally accepted in countries and jurisdictions other than the Russian Federation. Accordingly, the accompanying annual financial statements are not designed for those who are not informed about accounting principles, procedures and practices in the Russian Federation.

### **Report in accordance with the requirements of Article 42 of the Federal Law of the Russian Federation No. 395-1 Concerning Banks and Banking Activity of 2 December 1990**

Management of the Bank is responsible for the compliance of the Bank with the mandatory prudential ratios (hereinafter, the "obligatory ratios") established by the Central Bank of the Russian Federation (hereinafter, the "Bank of Russia"), and for the conformity of internal control and organization of the risk management systems of the Bank with the requirements set forth by the Bank of Russia in respect of such systems.

In accordance with the requirements of Article 42 of the Federal Law of the Russian Federation No. 395-1 *Concerning Banks and Banking Activity* of 2 December 1990 (hereinafter, the "Federal Law"), during the audit of the Bank's annual financial statements for 2016, we determined:

- 1) Whether the Bank complied as at 1 January 2017 with the obligatory ratios established by the Bank of Russia;
- 2) Whether internal control and organization of the risk management systems of the Bank conformed to the requirements set forth by the Bank of Russia for such systems in respect of the following:
  - ▶ subordination of the risk management departments;
  - ▶ the existence of methodologies, approved by the Bank's respective authorized bodies, for detecting and managing risks that are significant to the Bank and for performing stress-testing; the existence of a reporting system at the Bank pertaining to its significant risks and capital;
  - ▶ consistency in applying and assessing the effectiveness of methodologies for managing risks that are significant to the Bank;
  - ▶ oversight performed by the Board of Directors and executive management of the Bank in respect of the Bank's compliance with risk limits and capital adequacy requirements set forth in the Bank's internal documents, and effectiveness and consistency of the application of the Bank's risk management procedures.

## **Translation of the original Russian version**

This work included procedures selected based on our judgment, such as inquiries, analysis, reading of documents, comparison of the requirements, procedures and methodologies approved by the Bank with the requirements set forth by the Bank of Russia, and the recalculation, comparison and reconciliation of numerical values and other information.

The findings from our work are provided below.

### ***Compliance by the Bank with the obligatory ratios established by the Bank of Russia***

We found that the values of the obligatory ratios of the Bank as of 1 January 2017 were within the limits established by the Bank of Russia.

We have not performed any procedures in respect of accounting data of the Bank, except for those procedures we considered necessary to express our opinion on the fair presentation of the Bank's annual financial statements.

### ***Conformity of internal control and organization of the risk management systems of the Bank with the requirements set forth by the Bank of Russia in respect of such systems***

- ▶ We found that, in accordance with the legal acts and recommendations issued by the Bank of Russia, as at 31 December 2016 the Bank's internal audit division was subordinated and accountable to the Board of Directors and the Bank's risk management departments were not subordinated or accountable to the departments that take the relevant risks.
- ▶ We found that the Bank's internal documents effective as at 31 December 2016 that establish the methodologies for detecting and managing credit, market, operational and liquidity risks that are significant to the Bank and stress-testing have been approved by the Bank's authorized bodies in accordance with the legal acts and recommendations issued by the Bank of Russia. We also found that, as at 31 December 2016, the Bank had a reporting system pertaining to credit, market, operational and liquidity risks that were significant to the Bank and pertaining to its capital.
- ▶ We found that the frequency and consistency of reports prepared by the Bank's risk management departments and internal audit division during 2016 with regard to the management of credit, market, operational and liquidity risks of the Bank complied with the Bank's internal documents, and that those reports included observations made by the Bank's risk management departments and internal audit division in respect of the effectiveness of relevant risk management methodologies.
- ▶ We found that, as at 31 December 2016, the authority of the Board of Directors and executive management bodies of the Bank included control over compliance of the Bank with internally established risk limits and capital adequacy requirements. For the purpose of control over the effectiveness and consistency of the risk management procedures applied by the Bank during 2016, the Board of Directors and executive management bodies of the Bank regularly reviewed the reports prepared by the Bank's risk management departments and internal audit division.

## **Translation of the original Russian version**

The procedures pertaining to the internal control and organization of the risk management systems were conducted by us solely for the purpose of determining the conformity of certain elements of the internal control and organization of the risk management systems of the Bank, as listed in the Federal Law and described above, with the requirements set forth by the Bank of Russia.

O.V. YOUSHENKOV  
Partner  
Ernst & Young LLC

29 March 2017

### ***Details of the audited entity***

Name: Joint Stock Company RN Bank  
Record made in the State Register of Legal Entities on 6 November 2002, State Registration Number 1025500003737.  
Address: Russia, 109028, Moscow, Serebryanicheskaya naberezhnaya, 29.

### ***Details of the auditor***

Name: Ernst & Young LLC  
Record made in the State Register of Legal Entities on 5 December 2002, State Registration Number 1027739707203.  
Address: Russia 115035, Moscow, Sadovnicheskaya naberezhnaya, 77, building 1.  
Ernst & Young LLC is a member of Self-regulated organization of auditors "Russian Union of auditors" (Association) ("SRO RUA"). Ernst & Young LLC is included in the control copy of the register of auditors and audit organizations, main registration number 11603050648.

Bank reporting forms

|                      |                                     |                              |
|----------------------|-------------------------------------|------------------------------|
| OKATO territory code | Code of credit institution (branch) |                              |
|                      | OKPO                                | Registration number (/index) |
| 45286                | 09808583                            | 1025500003737                |

**BALANCE SHEET**  
(published form)  
as of 1 January 2017

Credit institution Joint Stock Company RN Bank, JSC RN Bank  
(full and abbreviated corporate name)

Postal address 109028, Moscow, Serebryanicheskaya nab., 29

OKUD form code 0409806  
Quarterly (Annual)  
(kRUR)

| No.                                      | Item  | Explanatory note | At the reporting date | At the beginning of the reporting year |
|--|---|------------------|-----------------------|--|
| 1  | 2   | 3                | 4                     | 5                                      |
| <b>I. ASSETS</b>                         |   |                  |                       |  |
| 1  | Cash  | 5.1              | 10                    | 10                                     |
| 2  | Amounts due to credit institutions from the Central Bank of the Russian Federation  | 5.1              | 444,244               | 203,563                                |
| 2.1                                      | Obligatory reserves   | 5.1              | 29,397                | 11,646                                 |
| 3  | Amounts due from credit institutions  | 5.1              | 137,838               | 53,041                                 |
| 4  | Financial assets at fair value through profit or loss   | 5.2              | 136,743               | 2,881,955                              |
| 5  | Net loans receivable  | 5.3              | 59,007,852            | 48,553,613                             |
| 6  | Net investments in securities and other financial assets available for sale   | 5.4              | 202,703               | 200,321                                |
| 6.1                                      | Investments in subsidiaries and associates  |                  | 0                     | 0                                      |
| 7  | Net investments in securities held to maturity  |                  | 0                     | 0                                      |
| 8  | Current income tax asset  |                  | 120,225               | 32,487                                 |
| 9  | Deferred tax asset  |                  | 313,472               | 166,048                                |
| 10                                       | Fixed assets, intangible assets and inventories   | 5.5              | 437,536               | 527,009                                |
| 11                                       | Non-current assets held for sale  |                  | 0                     | 0                                      |
| 12                                       | Other assets  | 5.6              | 585,285               | 710,950                                |
| 13                                       | Total assets  |                  | 61,385,908            | 53,328,997                             |
| <b>II. LIABILITIES</b>                   |   |                  |                       |  |
| 14                                       | Loans, deposits and other amounts due to the Central Bank of the Russian Federation   | 5.7              | 0                     | 2,000,000                              |
| 15                                       | Amounts due to credit institutions  | 5.8              | 26,905,331            | 26,495,636                             |
| 16                                       | Amounts due to customers other than credit institutions   | 5.9              | 12,926,815            | 13,479,245                             |
| 16.1                                     | Deposits of (amounts due to) individuals, including individual entrepreneurs  | 5.9              | 1,393,541             | 1,040,267                              |
| 17                                       | Financial liabilities at fair value through profit or loss  | 5.2              | 3,097,474             | 0                                      |
| 18                                       | Debt obligations issued   |                  | 5,000,000             | 0                                      |
| 19                                       | Current income tax liability  |                  | 0                     | 0                                      |
| 20                                       | Deferred tax liability  |                  | 0                     | 0                                      |
| 21                                       | Other liabilities   | 5.11             | 2,438,716             | 1,753,606                              |
| 22                                       | Provisions for potential losses on credit-related contingent liabilities, other potential losses and transactions with offshore residents |                  | 0                     | 0                                      |
| 23                                       | Total liabilities   |                  | 50,368,336            | 43,728,487                             |
| <b>III. EQUITY</b>                       |   |                  |                       |  |
| 24                                       | Shareholders' (participants') equity  | 5.12             | 3,269,000             | 3,269,000                              |
| 25                                       | Treasury shares   |                  | 0                     | 0                                      |
| 26                                       | Share premium   | 5.12             | 5,580,800             | 5,580,800                              |
| 27                                       | Reserve fund  | 5.12             | 67,190                | 11,006                                 |
| 28                                       | Fair value re-measurement of securities available for sale decreased by deferred tax liability (increased by deferred tax asset)          |                  | 546                   | 173                                    |
| 29                                       | Revaluation of fixed assets and intangible assets decreased by deferred tax liability   |                  | 0                     | 0                                      |
| 30                                       | Revaluation of liabilities (claims) for the payment of long-term benefits   |                  | 0                     | 0                                      |
| 31                                       | Revaluation of hedging instruments  |                  | 0                     | 0                                      |
| 32                                       | Funds in the form of debt-free financing (contributions to assets)  |                  | 0                     | 0                                      |
| 33                                       | Retained earnings (uncovered losses) of prior years   |                  | 292,157               | -384,144                               |
| 34                                       | Unutilized profit (loss) for the reporting period   |                  | 1,807,879             | 1,123,675                              |
| 35                                       | Total equity  |                  | 11,017,572            | 9,600,510                              |
| <b>IV. OFF-BALANCE SHEET LIABILITIES</b> |   |                  |                       |  |
| 36                                       | Irrevocable liabilities of the credit institution   | 5.13             | 28,917,508            | 21,485,693                             |
| 37                                       | Guarantees and sureties issued by the credit institution  |                  | 0                     | 0                                      |
| 38                                       | Non-credit related contingent liabilities   |                  | 0                     | 0                                      |

Chairman of the Management Board

Bruno Kintzinger

Chief Accountant  
Stamp

Daria A. Lvova



29 March 2017

|                      |                                     |                                     |
|----------------------|-------------------------------------|-------------------------------------|
| OKATO territory code | Code of credit institution (branch) |                                     |
|                      | OKPO                                | Registration number (/index number) |
| 45286                | 09808383                            | 1025500003737                       |

**STATEMENT OF INCOME**  
(published form)  
as of 31 December 2016

Credit institution Joint Stock Company RN Bank, JSC RN Bank  
(full and abbreviated corporate name)

Postal address 109028, Moscow, Serebryanicheskaya nab., 29

OKUD form code 0409807  
Quarterly (Annual)  
kRUR

**Section 1. Profit or loss**

(kRUR)

| No. | Item   | Explanatory note | For the reporting period | For the corresponding period of the prior year |
|-----|--|------------------|--------------------------|--|
| 1   | 2  | 3                | 4                        | 5  |
| 1   | Total interest income, including from:   | 6.1              | 8,862,586                | 6,186,673                                      |
| 1.1 | Deposits placed with credit institutions   |                  | 667,590                  | 470,147  |
| 1.2 | Loans issued to customers other than credit institutions   |                  | 8,175,463                | 5,707,967                                      |
| 1.3 | Finance lease services   |                  | 0                        | 0  |
| 1.4 | Investments in securities  |                  | 19,533                   | 8,559  |
| 2   | Total interest expense, including:   | 6.1              | 3,115,773                | 2,230,696                                      |
| 2.1 | Funds raised from credit institutions  |                  | 2,438,445                | 2,030,782                                      |
| 2.2 | Funds raised from customers other than credit institutions   |                  | 422,328                  | 199,914  |
| 2.3 | Debt obligations issued  |                  | 255,000                  | 0  |
| 3   | Net interest income (negative interest margin)   | 6.1              | 5,746,813                | 3,955,977                                      |
| 4   | Total change in provision for potential losses on loans receivable and similar debt, amounts placed on correspondent accounts, and accrued interest income, including: | 6.7              | -840,849                 | -885,040                                       |
| 4.1 | Change in provision for potential losses on accrued interest income  |                  | -53,791                  | -6,515   |
| 5   | Net interest income (negative interest margin) after provision for potential losses  |                  | 4,905,964                | 3,070,937                                      |
| 6   | Net gains from financial assets at fair value through profit or loss   | 6.3              | -6,625,822               | 3,761,470                                      |
| 7   | Net gains from financial liabilities at fair value through profit or loss  |                  | 0                        | 0  |
| 8   | Net gains from securities available for sale   |                  | -29                      | -60  |
| 9   | Net gains from securities held to maturity   |                  | 0                        | 0  |
| 10  | Net gains from dealing in foreign currencies   | 6.5              | -261,092                 | -545,337                                       |
| 11  | Net gains from foreign currency translation  | 6.6              | 4,247,931                | -5,135,162                                     |
| 12  | Net gains from transactions with precious metals   |                  | 0                        | 0  |
| 13  | Income from interests in other legal entities  |                  | 0                        | 0  |
| 14  | Fee and commission income  | 6.2              | 2,151,137                | 1,799,882                                      |
| 15  | Fee and commission expense   | 6.2              | 128,150                  | 134,645  |
| 16  | Change in provision for potential losses on securities available for sale  |                  | 0                        | 0  |
| 17  | Change in provision for potential losses on securities held to maturity  |                  | 0                        | 0  |
| 18  | Change in provision for other losses   |                  | -134,789                 | 0  |
| 19  | Other operating income   | 6.8              | 96,922                   | 28,476   |
| 20  | Net income (expense)   |                  | 4,252,072                | 2,845,561                                      |
| 21  | Operating expenses   | 6.9              | 1,801,306                | 1,387,815                                      |
| 22  | Profit (loss) before tax   |                  | 2,450,766                | 1,457,746                                      |
| 23  | Tax benefit (expense)  | 6.10             | 642,887                  | 334,071  |
| 24  | Profit (loss) from continuing operations   |                  | 1,807,879                | 1,123,675                                      |
| 25  | Profit (loss) from discontinued operations   |                  | 0                        | 0  |
| 26  | Profit (loss) for the reporting period   |                  | 1,807,879                | 1,123,675                                      |



## Section 2. Comprehensive income

(KRUR)

| No. | Item  | Explanatory note | For the reporting period | For the corresponding period of the prior year |
|-----|---|------------------|--------------------------|--|
| 1   | 2   | 3                | 4                        | 5  |
| 1   | Profit (loss) for the reporting period  |                  | 1,807,879                | 1,123,675                                      |
| 2   | Other comprehensive income (loss)   |                  | X                        | X  |
| 3   | Total for items not to be reclassified to profit or loss, including:                        |                  | 0                        | 0  |
| 3.1 | Change in revaluation reserve for fixed assets  |                  | 0                        | 0  |
| 3.2 | Change in revaluation reserve for liabilities (claims) under defined benefit pension plans  |                  | 0                        | 0  |
| 4   | Income tax relating to items not to be reclassified to profit or loss                       |                  | 0                        | 0  |
| 5   | Other comprehensive income (loss) not to be reclassified to profit or loss, less income tax |                  | 0                        | 0  |
| 6   | Total for items to be reclassified to profit or loss, including:                            | 6.11             | 467                      | 217  |
| 6.1 | Change in revaluation reserve for financial assets available for sale                       | 6.11             | 467                      | 217  |
| 6.2 | Change in cash flow hedge reserve   |                  | 0                        | 0  |
| 7   | Income tax relating to items to be reclassified to profit or loss                           |                  | 0                        | 0  |
| 8   | Other comprehensive income (loss) to be reclassified to profit or loss, less income tax     | 6.11             | 467                      | 217  |
| 9   | Other comprehensive income (loss) less income tax   | 6.11             | 467                      | 217  |
| 10  | Financial result for the reporting period   |                  | 1,808,346                | 1,123,892                                      |

Chairman of the Management Board

Chief Accountant  
Stamp

*Bruno Kintzinger*

*Daria A. Lvova*

Bruno Kintzinger

Daria A. Lvova

29 March 2017

|                      |                                     |   |
|----------------------|-------------------------------------|---|
| OKATO territory code | Code of credit institution (branch) |   |
|                      | OKPO                                | registration number (sequential number) |
| 45286                | 09808583                            | 1025500005737                           |

**STATEMENT OF CAPITAL ADEQUACY TO COVER  
RISKS, AND PROVISIONS FOR POTENTIAL LOSSES  
ON LOANS AND OTHER ASSETS**  
(published form)  
as of 1 January 2017

Credit institution Joint Stock Company RN Bank, JSC RN Bank  
(full and abbreviated corporate name)  
Postal address 109028, Moscow, Serebryanicheskaya nab., 29

OKUD form code 0409808  
Quarterly (Annual)

## Section 1. Information on capital adequacy

(kRUR)

| No.  | Instrument (indicator)   | Explanatory note | Value of instrument (indicator) at the reporting date |   | Value of instrument (indicator) at the beginning of the reporting year |   |
|--|--|------------------|---|---|--|---|
|  |  |                  | Included in the calculation of capital                | Not included in the calculation of capital during the period up to 1 January 2018 | Included in the calculation of capital                                 | Not included in the calculation of capital during the period up to 1 January 2018 |
| 1  | 2  | 3                | 4   | 5   | 6  | 7   |
| <b>Core capital</b>                                |  |                  |   |   |  |   |
| 1  | Total share capital and share premium, including:  | 8.1              | 8,849,800   | X   | 8,849,800  | X   |
| 1.1  | Ordinary shares (interests)  |                  | 8,849,800   | X   | 8,849,800  | X   |
| 1.2  | Preferred shares   |                  | 0   | X   | 0  | X   |
| 2  | Retained earnings (loss):  |                  | 292,157   | X   | 722,324  | X   |
| 2.1  | Prior years  |                  | 292,157   | X   | -384,144   | X   |
| 2.2  | Reporting year   |                  | 0   | X   | 1,106,468  | X   |
| 3  | Reserve fund   |                  | 67,190  | X   | 11,006   | X   |
| 4  | Parts of share capital to be gradually excluded from the calculation of equity (capital)                                 |                  | Not applicable  | X   | Not applicable   | X   |
| 5  | Core capital instruments of subsidiaries, held by third parties  |                  | Not applicable  | Not applicable  | Not applicable   | Not applicable  |
| 6  | Total core capital (line 1 +/- line 2 + line 3 - line 4 + line 5)  |                  | 9,209,147   | X   | 9,583,130  | X   |
| <b>Items decreasing core capital</b>               |  |                  |   |   |  |   |
| 7  | Adjustment to the trading portfolio  |                  | Not applicable  | Not applicable  | Not applicable   | Not applicable  |
| 8  | Goodwill less deferred tax liabilities   |                  | 0   | 0   | 0  | 0   |
| 9  | Intangible assets (except for goodwill and mortgage loan servicing rights) less deferred tax liabilities                 |                  | 251,388   | 167,592   | 206,504  | 309,757   |
| 10   | Deferred tax assets that depend on future profit   |                  | 0   | 0   | 0  | 0   |
| 11   | Cash flow hedge reserves   |                  | Not applicable  | Not applicable  | Not applicable   | Not applicable  |
| 12   | Shortfall of provisions for potential losses   |                  | 0   | 0   | 0  | 0   |
| 13   | Gain from securitization   |                  | Not applicable  | Not applicable  | Not applicable   | Not applicable  |
| 14   | Gains and losses from changes in credit risk related to liabilities at fair value  |                  | Not applicable  | Not applicable  | Not applicable   | Not applicable  |
| 15   | Defined benefit pension plan assets  |                  | Not applicable  | Not applicable  | Not applicable   | Not applicable  |
| 16   | Investments in treasury shares (interests)   |                  | 0   | 0   | 0  | 0   |
| 17   | Mutual cross-shareholdings   |                  | Not applicable  | Not applicable  | Not applicable   | Not applicable  |
| 18   | Insignificant investments in core capital instruments of financial institutions  |                  | 0   | 0   | 0  | 0   |
| 19   | Significant investments in core capital instruments of financial institutions  |                  | 0   | 0   | 0  | 0   |
| 20   | Mortgage loan servicing rights   |                  | Not applicable  | Not applicable  | Not applicable   | Not applicable  |
| 21   | Deferred tax assets that are not dependent on future profit  |                  | 0   | 0   | 0  | 0   |
| 22   | Aggregate amount of significant investments and deferred tax assets exceeding 15% of core capital, total, including:     |                  | 0   | 0   | 0  | 0   |
| 23   | Significant investments in core capital instruments of financial institutions  |                  | 0   | 0   | 0  | 0   |
| 24   | Mortgage loan servicing rights   |                  | Not applicable  | Not applicable  | Not applicable   | Not applicable  |
| 25   | Deferred tax assets that are not dependent on future profit  |                  | 0   | 0   | 0  | 0   |
| 26   | Total for other items decreasing core capital, established by the Bank of Russia, including:                             |                  | 0   | 0   | 0  | 0   |
| 26.1   | Items to be gradually excluded from the calculation of equity (capital)  |                  | 0   | X   | 0  | X   |
| 27   | Negative amount of additional paid-in capital  |                  | 454,294   | X   | 309,757  | X   |
| 28   | Total for items decreasing core capital (sum of lines from 7 to 22 and lines 26 and 27)                                  |                  | 705,682   | X   | 516,261  | X   |
| 29   | Total core capital (line 6 - line 28)  |                  | 8,503,465   | X   | 9,066,869  | X   |
| <b>Additional paid-in capital</b>                  |  |                  |   |   |  |   |
| 30   | Total for additional paid-in capital instruments and share premium, including:   |                  | 0   | X   | 0  | X   |
| 31   | Classified as capital  |                  | 0   | X   | 0  | X   |
| 32   | Classified as liabilities  |                  | 0   | X   | 0  | X   |
| 33   | Additional paid-in capital instruments to be gradually excluded from the calculation of equity (capital)                 |                  | 0   | X   | 0  | X   |
| 34   | Total for additional paid-in capital instruments of subsidiaries, held by third parties, including:                      |                  | Not applicable  | X   | Not applicable   | X   |
| 35   | Additional paid-in capital instruments of subsidiaries to be gradually excluded from the calculation of equity (capital) |                  | Not applicable  | X   | Not applicable   | X   |
| 36   | Total additional paid-in capital (line 30 + line 33 + line 34)   |                  | 0   | X   | 0  | X   |
| <b>Items decreasing additional paid-in capital</b> |  |                  |   |   |  |   |
| 37   | Investments in treasury additional paid-in capital instruments   |                  | 0   | 0   | 0  | 0   |
| 38   | Mutual cross-holdings of additional paid-in capital instruments  |                  | Not applicable  | Not applicable  | Not applicable   | Not applicable  |
| 39   | Insignificant investments in additional paid-in capital instruments of financial institutions                            |                  | 0   | 0   | 0  | 0   |
| 40   | Significant investments in additional paid-in capital instruments of financial institutions                              |                  | 0   | 0   | 0  | 0   |
| 41   | Total for other items decreasing additional paid-in capital, established by the Bank of Russia, including:               |                  | 454,294   | X   | 309,757  | X   |
| 41.1   | Total for items to be gradually excluded from the calculation of equity (capital), including:                            |                  | 454,294   | X   | 309,757  | X   |
| 41.1.1   | Intangible assets  |                  | 167,592   | X   | 309,757  | X   |
| 41.1.2   | Treasury shares  |                  | 0   | X   | 0  | X   |
| 41.1.3   | Shares (interests) of subsidiary and associate financial institutions and resident credit institutions                   |                  | 0   | X   | 0  | X   |
| 41.1.4   | Equity in the form of inappropriate assets   |                  | 0   | X   | 0  | X   |

| 1  | 2  | 3 | 4              | 5              | 6              | 7              |
|--|--|---|----------------|----------------|----------------|----------------|
| 41.1.5   | Negative amount of additional capital resulting from adjusting the equity (capital) for additional capital in the form of inappropriate assets                     |   | 286702         | X              | 0              | X              |
| 42   | Negative amount of additional capital  |   | 0              | X              | 0              | X              |
| 43   | Total for items decreasing additional paid-in capital (sum of lines from 37 to 42)   |   | 454,294        | X              | 309,757        | X              |
| 44   | Total additional paid-in capital (line 36 + line 43)   |   | 0              | X              | 0              | X              |
| 45   | Total main capital (line 29 + line 44)   |   | 8,503,465      | X              | 9,066,869      | X              |
| <b>Additional capital</b>  |  |   |                |                |                |                |
| 46   | Additional capital instruments and share premium   |   | 1,798,045      | X              | 0              | X              |
| 47   | Additional capital instruments to be gradually excluded from the calculation of equity (capital)   |   | 0              | X              | 0              | X              |
| 48   | Total for additional capital instruments of subsidiaries, held by third parties, including:  |   | Not applicable | X              | Not applicable | X              |
| 49   | Additional capital instruments of subsidiaries to be gradually excluded from the calculation of equity (capital)   |   | Not applicable | X              | Not applicable | X              |
| 50   | Provisions for potential losses  |   | Not applicable | X              | Not applicable | X              |
| 51   | Total additional capital (line 46 + line 47 + line 48 + line 50)   |   | 1,798,045      | X              | 0              | X              |
| <b>Items decreasing additional capital</b>   |  |   |                |                |                |                |
| 52   | Investments in treasury additional capital instruments   |   | 2,084,747      | 0              | 0              | 0              |
| 53   | Mutual cross-holdings of additional capital instruments  |   | Not applicable | Not applicable | Not applicable | Not applicable |
| 54   | Insignificant investments in additional capital instruments of financial institutions  |   | 0              | 0              | 0              | 0              |
| 55   | Significant investments in additional capital instruments of financial institutions  |   | 0              | 0              | 0              | 0              |
| 56   | Total for other items decreasing additional capital, established by the Bank of Russia, including:   |   | 0              | X              | 0              | X              |
| 56.1   | Total for items to be gradually excluded from the calculation of equity (capital), including:  |   | 0              | X              | 0              | X              |
| 56.1.1   | Capital in the form of inappropriate assets  |   | 0              | X              | 0              | X              |
| 56.1.2   | Accounts receivable past due by more than 30 calendar days   |   | 0              | X              | 0              | X              |
| 56.1.3   | Subordinated loans issued to resident credit institutions  |   | 0              | X              | 0              | X              |
| 56.1.4   | Excess of the total amount of loans, bank guarantees and sureties provided to participants (shareholders) and insiders over the maximum amount                     |   | 0              | X              | 0              | X              |
| 56.1.5   | Investments in the construction and purchase of fixed assets and inventories   |   | 0              | X              | 0              | X              |
| 56.1.6   | Difference between the actual value of the withdrawing participants' interest and the value at which the interest was sold to another participant                  |   | 0              | X              | 0              | X              |
| 57   | Total for items decreasing additional capital (sum of lines from 52 to 56)   |   | 2,084,747      | X              | 0              | X              |
| 58   | Total additional capital (line 51 + line 57)   |   | 0              | X              | 0              | X              |
| 59   | Total equity (capital) (line 45 + line 58)   |   | 8,503,465      | X              | 9,066,869      | X              |
| 60   | Risk weighted assets:  |   | X              | X              | X              | X              |
| 60.1   | To be gradually excluded from the calculation of equity (capital)  |   | 0              | X              | 0              | X              |
| 60.2   | Required to determine the core capital adequacy ratio  |   | 67,650,240     | X              | 50,755,943     | X              |
| 60.3   | Required to determine the main capital adequacy ratio  |   | 67,650,240     | X              | 50,755,943     | X              |
| 60.4   | Required to determine the equity (capital) adequacy ratio  |   | 67,646,317     | X              | 50,755,943     | X              |
| <b>Equity (capital) adequacy ratios and markups for equity (capital) adequacy prudential ratios, %</b>                                 |  |   |                |                |                |                |
| 61   | Core capital adequacy ratio (line 29 + line 60.2)  |   | 12,5697        | X              | 17,8637        | X              |
| 62   | Main capital adequacy ratio (line 45 + line 60.3)  |   | 12,5697        | X              | 17,8637        | X              |
| 63   | Equity (capital) adequacy ratio (line 59 + line 60.4)  |   | 12,5705        | X              | 17,8637        | X              |
| 64   | Total for markups for equity (capital) adequacy prudential ratios, including:  |   | 0.625          | X              | 0.625          | X              |
| 65   | Markup for maintaining capital adequacy  |   | 0.625          | X              | 0.625          | X              |
| 66   | Anti-cyclical markup   |   | 0              | X              | 0              | X              |
| 67   | Markup for systemically important banks  |   | 0              | X              | 0              | X              |
| 68   | Core capital available for maintaining markups for equity (capital) adequacy ratios  |   | 4,5705         | X              | 9,8637         | X              |
| <b>Equity (capital) adequacy prudential ratios, %</b>  |  |   |                |                |                |                |
| 69   | Core capital adequacy prudential ratio   |   | 0              | X              | 0              | X              |
| 70   | Main capital adequacy prudential ratio   |   | 0              | X              | 0              | X              |
| 71   | Equity (capital) adequacy prudential ratio   |   | 0              | X              | 0              | X              |
| <b>Items decreasing capital and not exceeding established materiality thresholds</b>   |  |   |                |                |                |                |
| 72   | Insignificant investments in capital instruments of financial institutions   |   | 0              | X              | 0              | X              |
| 73   | Significant investments in capital instruments of financial institutions   |   | 0              | X              | 0              | X              |
| 74   | Mortgage loan servicing rights   |   | Not applicable | X              | Not applicable | X              |
| 75   | Deferred tax assets that are not dependent on future profit  |   | 0              | X              | 0              | X              |
| <b>Restrictions on the inclusion of provisions for potential losses in the calculation of additional capital</b>                       |  |   |                |                |                |                |
| 76   | Provisions for potential losses included in the calculation of additional capital for items with credit risk calculated using the standardized approach            |   | Not applicable | X              | Not applicable | X              |
| 77   | Restrictions on the inclusion of provisions for potential losses in the calculation of additional capital when using the standardized approach                     |   | Not applicable | X              | Not applicable | X              |
| 78   | Provisions for potential losses included in the calculation of additional capital for items with credit risk calculated using an approach based on internal models |   | 0              | X              | 0              | X              |
| 79   | Restrictions on the inclusion of provisions for potential losses in the calculation of additional capital when using an approach based on internal models          |   | Not applicable | X              | Not applicable | X              |
| <b>Instruments to be gradually excluded from the calculation of equity (capital) (effective from 1 January 2018 to 1 January 2022)</b> |  |   |                |                |                |                |
| 80   | Current restriction on the inclusion of instruments to be gradually excluded from the calculation of equity (capital) in core capital                              |   | 0              | X              | 0              | X              |
| 81   | Part of instruments not included in core capital due to the restriction  |   | 0              | X              | 0              | X              |
| 82   | Current restriction on the inclusion of instruments to be gradually excluded from the calculation of equity (capital) in additional paid-in capital                |   | 0              | X              | 0              | X              |
| 83   | Part of instruments not included in additional paid-in capital due to the restriction  |   | 0              | X              | 0              | X              |
| 84   | Current restriction on the inclusion of instruments to be gradually excluded from the calculation of equity (capital) in additional capital                        |   | 0              | X              | 0              | X              |
| 85   | Part of instruments not included in additional capital due to the restriction  |   | 0              | X              | 0              | X              |

Note.

The balance sheet data used to prepare section I of the statement is explained in the accompanying information for Form 0409808. Note

5.12

Section 2. Information on the level of credit, operational and market risks covered by capital

Subsection 2.1. Credit risk under the standardized approach

(kRUR)

| No.     | Item   | Explanatory note | At the reporting date  |   |   | At the beginning of the reporting year                                 |   |   |
|---------|--|------------------|--|---|---|--|---|---|
|         |  |                  | Value of assets (instruments) assessed using the standardized approach | Assets (instruments) less provisions for potential losses | Value of risk weighted assets (instruments) | Value of assets (instruments) assessed using the standardized approach | Assets (instruments) less provisions for potential losses | Value of risk weighted assets (instruments) |
| 1       | 2  | 3                | 4  | 5   | 6   | 7  | 8   | 9   |
| 1       | Credit risk related to assets recorded on balance sheet accounts   | 8.4              | 62,515,998   | 60,571,102  | 57,230,991                                  | 50,581,047   | 49,469,505  | 46,821,495                                  |
| 1.1     | Total assets with a risk factor <sup>1</sup> of 0 percent, including:  |                  | 1,643,222  | 1,643,222   | 0   | 703,573  | 703,573   | 0   |
| 1.1.1   | Cash and obligatory reserves deposited with the Bank of Russia   |                  | 361,285  | 361,285   | 0   | 203,573  | 203,573   | 0   |
| 1.1.2   | Credit and other claims secured by the guarantees of the Russian Federation, the Ministry of Finance of the Russian Federation and the Bank of Russia, and by the pledge of the state debt securities of the Russian Federation, the Ministry of Finance of the Russian Federation and the Bank of Russia  |                  | 0  | 0   | 0   | 0  | 0   | 0   |
| 1.1.3   | Credit and other claims on the central banks or governments of the countries classified in categories 0 or 1 <sup>2</sup> , including those secured by the guarantees of the countries   |                  | 0  | 0   | 0   | 0  | 0   | 0   |
| 1.2     | Total assets with a risk factor of 20 percent, including:  |                  | 2,481,326  | 2,121,111   | 424,222                                     | 2,513,298  | 2,430,609   | 486,122                                     |
| 1.2.1   | Credit and other claims on the constituent entities of the Russian Federation, municipalities and other entities, secured by the guarantees of the constituent entities of the Russian Federation and municipalities and by the pledge of their securities   |                  | 0  | 0   | 0   | 0  | 0   | 0   |
| 1.2.2   | Credit and other claims on the central banks or governments of the countries classified in category 2, including those secured by their guarantees (pledge of securities)  |                  | 0  | 0   | 0   | 0  | 0   | 0   |
| 1.2.3   | Credit and other claims on credit institutions which are residents of the countries classified in categories 0 or 1 and which have a long-term credit rating <sup>3</sup> , including those secured by their guarantees  |                  | 79,889   | 79,889  | 15,978                                      | 33,067   | 33,067  | 6,613                                       |
| 1.3     | Total assets with a risk factor of 50 percent, including:  |                  | 0  | 0   | 0   | 0  | 0   | 0   |
| 1.3.1   | Credit and other foreign currency-denominated claims secured by the guarantees of the Russian Federation, the Ministry of Finance of the Russian Federation and the Bank of Russia, and by the pledge of the state debt securities of the Russian Federation, the Ministry of Finance of the Russian Federation and the Bank of Russia denominated in foreign currencies |                  | 0  | 0   | 0   | 0  | 0   | 0   |
| 1.3.2   | Credit and other claims on the central banks or governments of the countries classified in category 3, including those secured by their guarantees (pledge of securities)  |                  | 0  | 0   | 0   | 0  | 0   | 0   |
| 1.3.3   | Credit and other claims on credit institutions which are residents of the countries classified in categories 0 or 1 and which do not have long-term credit ratings, and credit and other claims on credit institutions which are residents of the countries classified in category 2, including those secured by their guarantees  |                  | 0  | 0   | 0   | 0  | 0   | 0   |
| 1.4     | Total assets with a risk factor of 100 percent, including:   | 8.5              | 58,391,450   | 56,806,769  | 56,806,769                                  | 47,364,176   | 46,335,323  | 46,335,323                                  |
| 1.4.1   | Loans receivable from and similar debt of legal entities   |                  | 13,205,095   | 12,787,041  | 12,787,041                                  | 10,569,133   | 10,244,247  | 10,244,247                                  |
| 1.4.2   | Loans receivable from and similar debt of individuals  |                  | 43,152,884   | 42,145,962  | 42,145,962                                  | 34,367,522   | 33,748,414  | 33,748,414                                  |
| 1.4.3   | Investments in securities available for sale and held to maturity  |                  | 20,553   | 20,553  | 20,553                                      | 13   | 13  | 13  |
| 1.4.4   | Interbank loans  |                  | 900,000  | 810,000   | 810,000                                     | 1,722,000  | 1,664,600   | 1,664,600                                   |
| 1.4.5   | Balances on correspondent accounts   |                  | 82,969   | 82,969  | 82,969                                      | 0  | 0   | 0   |
| 1.4.6   | Other assets   |                  | 1,029,949  | 960,244   | 960,244                                     | 705,508  | 678,049   | 678,049                                     |
| 1.5     | Assets with a risk factor of 150 percent – credit and other claims on the central banks or governments of the countries classified in category 7   |                  | 0  | 0   | 0   | 0  | 0   | 0   |
| 2       | Total assets with other risk factors, including:   | X                | X  | X   | X   | X  | X   | X   |
| 2.1     | Total assets with decreased risk factors, including:   |                  | 0  | 0   | 0   | 0  | 0   | 0   |
| 2.1.1   | Mortgage loans with a risk factor of 50 percent  |                  | 0  | 0   | 0   | 0  | 0   | 0   |
| 2.1.2   | Mortgage loans with a risk factor of 70 percent  |                  | 0  | 0   | 0   | 0  | 0   | 0   |
| 2.1.3   | Claims of clearing participants  |                  | 0  | 0   | 0   | 0  | 0   | 0   |
| 2.2     | Total assets with increased risk factors, including:   |                  | 335,594  | 335,591   | 619,423                                     | 244,497  | 244,492   | 376,767                                     |
| 2.2.1   | With a risk factor of 110 percent  |                  | 0  | 0   | 0   | 0  | 0   | 0   |
| 2.2.2   | With a risk factor of 130 percent  |                  | 128,136  | 128,133   | 120,152                                     | 178,078  | 178,073   | 210,719                                     |
| 2.2.3   | With a risk factor of 150 percent  |                  | 19,375   | 19,375  | 2,906,3                                     | 0  | 0   | 0   |
| 2.2.4   | With a risk factor of 250 percent  |                  | 188,083  | 188,083   | 470,208                                     | 66,419   | 66,419  | 166,048                                     |
| 2.2.5   | Total assets with a risk factor of 1,250 percent, including:   |                  | 0  | 0   | 0   | 0  | 0   | 0   |
| 2.2.5.1 | Assignment of receivables, including those certified by mortgage notes, to mortgage agents or specialized companies  |                  | 0  | 0   | 0   | 0  | 0   | 0   |
| 3       | Total consumer loans, including:   |                  | 0  | 0   | 0   | 0  | 0   | 0   |
| 3.1     | With a risk factor of 140 percent  |                  | 0  | 0   | 0   | 0  | 0   | 0   |
| 3.2     | With a risk factor of 170 percent  |                  | 0  | 0   | 0   | 0  | 0   | 0   |
| 3.3     | With a risk factor of 200 percent  |                  | 0  | 0   | 0   | 0  | 0   | 0   |
| 3.4     | With a risk factor of 300 percent  |                  | 0  | 0   | 0   | 0  | 0   | 0   |
| 3.5     | With a risk factor of 600 percent  |                  | 0  | 0   | 0   | 0  | 0   | 0   |
| 4       | Total credit risk related to credit-related contingent liabilities, including:   |                  | 0  | 0   | 0   | 0  | 0   | 0   |
| 4.1     | High-risk financial instruments  |                  | 0  | 0   | 0   | 0  | 0   | 0   |
| 4.2     | Medium-risk financial instruments  |                  | 0  | 0   | 0   | 0  | 0   | 0   |
| 4.3     | Low-risk financial instruments   |                  | 0  | 0   | 0   | 0  | 0   | 0   |
| 4.4     | Risk-free financial instruments  |                  | 0  | 0   | 0   | 0  | 0   | 0   |
| 5       | Credit risk related to derivative financial instruments  |                  | 23,307,462   | X   | 299,015                                     | 21,833,930   | X   | 904,533                                     |

Subsection 2.1 1. Credit risk measured using the approach based on internal ratings

| No. | Item   | Explanatory note | At the reporting date   |   |                       |   | At the beginning of the reporting year                    |                       |  |
|-----|--|------------------|---|---|-----------------------|---|---|-----------------------|--|
|     |  |                  | Value of assets (instruments) measured using the approach based on internal ratings | Assets (instruments) less provisions for potential losses | Aggregate credit risk | Value of assets (instruments) measured using the approach based on internal ratings | Assets (instruments) less provisions for potential losses | Aggregate credit risk |  |
| 1   | 2  | 3                | 4   | 5   | 6                     | 7   | 8   | 9                     |  |
| 1   | Credit risk calculated using the basic approach based on internal ratings    |                  |   |   |                       |   |   |                       |  |
| 2   | Credit risk calculated using the advanced approach based on internal ratings |                  |   |   |                       |   |   |                       |  |

(kRUR)

**Subsection 2.2. Operational risk**

(kRUR (number))

| No.   | Item  | Explanatory note | At the reporting date | At the beginning of the reporting year |
|-------|---|------------------|-----------------------|--|
| 1     | 2   | 3                | 4                     | 5                                      |
| 6     | Total operational risk, including:  | 10.5             | 631,360               | 160,983                                |
| 6.1   | Total income used for calculating capital to cover operational risk, including: |                  | 12,627,196            | 3,219,659                              |
| 6.1.1 | Net interest income   |                  | 3,513,805             | 601,769                                |
| 6.1.2 | Net non-interest income   |                  | 9,113,391             | 2,617,890                              |
| 6.2   | Number of years preceding the date of the operational risk calculation          |                  | 3                     | 3                                      |

**Subsection 2.3. Market risk**

(kRUR)

| No.   | Item   | Explanatory note | At the reporting date | At the beginning of the reporting year |
|-------|--|------------------|-----------------------|--|
| 1     | 2  | 3                | 4                     | 5                                      |
| 7     | Total market risk, including:  | 10.3             | 1,604,888             | 640,910                                |
| 7.1   | Total interest rate risk, including:   |                  | 92,961                | 11,752                                 |
| 7.1.1 | General risk   |                  | 92,282                | 9,943                                  |
| 7.1.2 | Specific risk  |                  | 679                   | 1,809                                  |
| 7.1.3 | Gamma risk and vega risk on options included in the calculation of interest rate risk    |                  | 0                     | 0                                      |
| 7.2   | Total equity risk, including:  |                  | 0                     | 0                                      |
| 7.2.1 | General risk   |                  | 0                     | 0                                      |
| 7.2.2 | Specific risk  |                  | 0                     | 0                                      |
| 7.2.3 | Gamma risk and vega risk on options included in the calculation of equity risk           |                  | 0                     | 0                                      |
| 7.3   | Total foreign currency risk, including:  |                  | 35,430                | 494,010                                |
| 7.3.1 | Gamma risk and vega risk on options included in the calculation of foreign currency risk |                  | 0                     | 0                                      |
| 7.4   | Total commodity risk, including:   |                  | 0                     | 0                                      |
| 7.4.1 | Main commodity risk  |                  | 0                     | 0                                      |
| 7.4.2 | Additional commodity risk  |                  | 0                     | 0                                      |
| 7.4.3 | Gamma risk and vega risk on options included in the calculation of commodity risk        |                  | 0                     | 0                                      |

**Section 3. Information on the amount of provisions for potential losses on loans and other assets**

(kRUR)

| No. | Item  | Explanatory note | At the reporting date | Increase (+)/ decrease (-) for the reporting period | At the beginning of the reporting year |
|-----|---|------------------|-----------------------|---|--|
| 1   | 2   | 3                | 4                     | 5   | 6                                      |
| 1   | Total actual provisions for potential losses, including:  | 6.7              | 2,087,185             | 975,638   | 1,111,547                              |
| 1.1 | On loans receivable and similar debt  |                  | 1,932,385             | 840,849   | 1,091,536                              |
| 1.2 | On other on-balance sheet assets exposed to losses, and other losses  |                  | 154,800               | 134,789   | 20,011                                 |
| 1.3 | On credit-related contingent liabilities and securities, the rights to which are certified by depositories, which do not meet the criteria of the Bank of Russia and are recorded on off-balance sheet accounts |                  | 0                     | 0   | 0                                      |
| 1.4 | On transactions with offshore residents   |                  | 0                     | 0   | 0                                      |

**Section 4. Information on leverage ratio**

| No. | Item  | Explanatory note | At the reporting date | At the date one quarter off the reporting date | At the date two quarters off the reporting date | At the date three quarters off the reporting date |
|-----|---|------------------|-----------------------|--|---|---|
| 1   | 2   | 3                | 4                     | 5  | 6   | 7   |
| 1   | Main capital, kRUR  | 8.1              | 8,503,465             | 8,803,918                                      | 8,771,243                                       | 9,128,951   |
| 2   | On-balance sheet assets and off-balance sheet claims under risk, used to calculate the leverage ratio, kRUR |                  | 61,521,452            | 59,660,285                                     | 60,997,075                                      | 59,120,513  |
| 3   | Basel III leverage ratio, %   |                  | 13.8                  | 14.8   | 14.4  | 15.4  |

Section 5. Key characteristics of capital instruments

| No                               | Characteristics  | Issue of shares  | Conversion of shares   | Issue of shares  | Issue of shares  | Issue of shares  | Issue of shares  |
|----------------------------------|--|--|--|--|--|--|--|
| 1                                | Short corporate name of the capital instrument issuer  | 3  | 4  | 5  | 6  | 7  | 8  |
| 2                                | Identification number of the instrument  | CJSC Bank Sibir<br>10100170B   | CJSC Bank Sibir<br>10200170B   | CJSC Bank Sibir<br>10200170B01D  | CJSC Bank Sibir<br>10200170B002D   | CJSC Bank Sibir<br>10200170B003D   | JSC RN Bank<br>10200170B004D   |
| 3                                | Applicable law   | Russia   | Russia   | Russia   | Russia   | Russia   | Russia   |
| <b>Regulatory Framework</b>      |  |  |  |  |  |  |  |
| 4                                | Tier of capital in which the instrument is included during Basel III transition period   | Core capital   | Core capital   | Core capital   | Core capital   | Core capital   | Core capital   |
| 5                                | Tier of capital in which the instrument is included after the Basel III transition period  | Core capital   | Core capital   | Core capital   | Core capital   | Core capital   | Core capital   |
| 6                                | Level of consolidation at which the instrument is included in capital  | Not applicable   | Not applicable   | Not applicable   | Not applicable   | Not applicable   | Not applicable   |
| 7                                | Type of the instrument   | Ordinary shares  | Ordinary shares  | Ordinary shares  | Ordinary shares  | Ordinary shares  | Ordinary shares  |
| 8                                | Value of the instrument included in the capital calculation  | 9,800  | 9,800  | 309,799  | 849,800  | 6,849,800  | 8,849,800  |
| 9                                | Nominal value of the instrument  | 7,000  | 9,800  | 309,799  | 849,800  | 1,269,800  | 3,269,000  |
| 10                               | Classification of the instrument for accounting purposes   | Share capital  | Share capital  | Share capital  | Share capital  | Share capital  | Share capital  |
| 11                               | Date of issuing (raising, placing) the instrument  | 14 May 2002  | 30 December 2003   | 5 July 2006  | 26 July 2007   | 12 July 2013   | 16 September 2014  |
| 12                               | Tenor of the instrument  | Perpetual  | Perpetual  | Perpetual  | Perpetual  | Perpetual  | Perpetual  |
| 13                               | Maturity date of the instrument  | No stated maturity   | No stated maturity   | No stated maturity   | No stated maturity   | No stated maturity   | No stated maturity   |
| 14                               | Right to early redemption (repayment) of the instrument, as agreed with the Bank of Russia   | No   | No   | No   | No   | No   | No   |
| 15                               | Initial date (dates) on which the right to early redemption (repayment) of the instrument may be exercised, terms of exercising the right and the amount of redemption (repayment) | Not applicable   | Not applicable   | Not applicable   | Not applicable   | Not applicable   | Not applicable   |
| 16                               | Subsequent date (dates) of exercising the right to early redemption (repayment) of the instrument  | Not applicable   | Not applicable   | Not applicable   | Not applicable   | Not applicable   | Not applicable   |
| <b>Interest/dividends/coupon</b> |  |  |  |  |  |  |  |
| 17                               | Type of the instrument; rate   | Not applicable   | Not applicable   | Not applicable   | Not applicable   | Not applicable   | Not applicable   |
| 18                               | Rate   | Not applicable   | Not applicable   | Not applicable   | Not applicable   | Not applicable   | Not applicable   |
| 19                               | Terms for terminating dividend payments on ordinary shares   | No   | No   | No   | No   | No   | No   |
| 20                               | Mandatory nature of dividend payments  | At the sole discretion of the parent credit institution and/or a member of the banking member of the banking | At the sole discretion of the parent credit institution and/or a member of the banking member of the banking | At the sole discretion of the parent credit institution and/or a member of the banking member of the banking | At the sole discretion of the parent credit institution and/or a member of the banking member of the banking | At the sole discretion of the parent credit institution and/or a member of the banking member of the banking | At the sole discretion of the parent credit institution and/or a member of the banking member of the banking |
| 21                               | Terms for increasing payments on the instrument or other incentives for the early redemption (repayment) of the instrument   | No   | No   | No   | No   | No   | No   |
| 22                               | Nature of payments   | Non-cumulative   | Non-cumulative   | Non-cumulative   | Non-cumulative   | Non-cumulative   | Non-cumulative   |
| 23                               | Convertibility of the instrument   | Non-convertible  | Non-convertible  | Non-convertible  | Non-convertible  | Non-convertible  | Non-convertible  |
| 24                               | Terms under which the instrument is converted  | Not applicable   | Not applicable   | Not applicable   | Not applicable   | Not applicable   | Not applicable   |
| 25                               | Full or partial conversion   | Not applicable   | Not applicable   | Not applicable   | Not applicable   | Not applicable   | Not applicable   |
| 26                               | Conversion rate  | Not applicable   | Not applicable   | Not applicable   | Not applicable   | Not applicable   | Not applicable   |
| 27                               | Mandatory nature of conversion   | Not applicable   | Not applicable   | Not applicable   | Not applicable   | Not applicable   | Not applicable   |
| 28                               | Tier of capital into an instrument of which the instrument is converted  | Not applicable   | Not applicable   | Not applicable   | Not applicable   | Not applicable   | Not applicable   |
| 29                               | Short corporate name of the issuer of an instrument into which the instrument is converted   | Not applicable   | Not applicable   | Not applicable   | Not applicable   | Not applicable   | Not applicable   |
| 30                               | Option to write off the instrument to cover losses   | No   | No   | No   | No   | No   | No   |
| 31                               | Terms under which the instrument is written off  | Not applicable   | Not applicable   | Not applicable   | Not applicable   | Not applicable   | Not applicable   |
| 32                               | Full or partial write-off  | Not applicable   | Not applicable   | Not applicable   | Not applicable   | Not applicable   | Not applicable   |
| 33                               | Permanent or temporary write-off   | Not applicable   | Not applicable   | Not applicable   | Not applicable   | Not applicable   | Not applicable   |
| 34                               | Reversal mechanism   | Not applicable   | Not applicable   | Not applicable   | Not applicable   | Not applicable   | Not applicable   |
| 35                               | Subordination of the instrument  | Not applicable   | Not applicable   | Not applicable   | Not applicable   | Not applicable   | Not applicable   |
| 36                               | Compliance with Regulation No. 395-P of the Bank of Russia and Regulation No. 509-P of the Bank of Russia  | Yes  | Yes  | Yes  | Yes  | Yes  | Yes  |
| 37                               | Description of noncompliances  |  |  |  |  |  |  |

Note: full information on the terms of issuing (raising) capital instruments and up-to-date information for section 5 of the statement may be found in the Regulatory Information Disclosure section at [www.rn-bank.ru](http://www.rn-bank.ru) (reference to the website of the credit institution)

**For reference:**

Information on the movement in provision for potential losses on loans receivable and similar debt (No. of explanatory note 6.7).

1. Total accrual (additional accrual) of provision in the reporting period (kRUR) 19,967,176 including due to:

- 1.1. Issue of loans 14,013,642
- 1.2. Change in loan quality 2,811,587
- 1.3. Changes in the official exchange rate of a foreign currency to the ruble set by the Bank of Russia 0
- 1.4. Other reasons 3,141,947

2. Total reversal of (decrease in) provision in the reporting period (kRUR) 19,126,327 including due to:

- 2.1. Write-off of bad debts 0
- 2.2. Repayment of loan: 12,549,964
- 2.3. Change in loan quality 4,286,607
- 2.4. Changes in the official exchange rate of a foreign currency to the ruble set by the Bank of Russia 0
- 2.5. Other reasons 2,289,756

Chairman of the Management Board



Chief Accountant

Stamp

Bruno Kintzinger

Daria A. Lvova

29 March 2017



|                      |                                     |                                     |
|----------------------|-------------------------------------|-------------------------------------|
| OKATO territory code | Code of credit institution (branch) |                                     |
|                      | OKPO                                | registration number (/index number) |
| 45286                | 09808583                            | 1025500003737                       |

**INFORMATION ON PRUDENTIAL RATIOS, LEVERAGE RATIO  
AND CURRENT LIQUIDITY RATIO**  
(published form)  
as of 1 January 2017

Credit institution (parent credit institution of the banking group) Joint Stock Company RN Bank, JSC RN Bank  
(full and abbreviated corporate name)

Postal address 109028, Moscow, Serebryanicheskaya nab., 29

OKUD form code 0409813  
Quarterly (Annual)

**Section 1. Information on prudential ratios**

(%)

| No. | Item   | Explanatory note | Statutory ratio | Actual ratio          |       |                                   |      |
|-----|--|------------------|-----------------|-----------------------|-------|-----------------------------------|------|
|     |  |                  |                 | At the reporting date |       | At the beginning of the reporting |      |
|     |  |                  |                 | 5                     | 6     |                                   |      |
| 1   | 2  | 3                | 4               | 5                     | 6     |                                   |      |
| 1   | Core capital adequacy ratio of the bank (N1.1) or the banking group (N20.1)  | 8.6              | 4.5             | 12.6                  | 17.9  |                                   |      |
| 2   | Main capital adequacy ratio of the bank (N1.2) or the banking group (N20.2)  | 8.6              | 6.0             | 12.6                  | 17.9  |                                   |      |
| 3   | Equity (capital) adequacy ratio of the bank (N1.0) or the banking group (N20.0)  | 8.6              | 8.0             | 12.6                  | 17.9  |                                   |      |
| 4   | Equity (capital) adequacy ratio of the non-banking credit institution entitled to transfer funds without opening bank accounts and to perform any other related banking transactions (N1.3)  |                  | 2.0             | 0                     | 0     |                                   |      |
| 5   | Instant liquidity ratio of the bank (N2)   | 9.1              | 15.0            | 140.1                 | 91.7  |                                   |      |
| 6   | Current liquidity ratio of the bank (N3)   | 9.1              | 50.0            | 234.1                 | 291.8 |                                   |      |
| 7   | Long-term liquidity ratio of the bank (N4)   | 9.1              | 120.0           | 77.8                  | 60.1  |                                   |      |
| 8   | Maximum risk per borrower or a group of related borrowers (N6)   | 10.2             | 25.0            | Maximu<br>m           | 16.5  | Maximu<br>m                       | 11.2 |
|     |  |                  |                 | Minimu<br>m           | 0.9   | Minimu<br>m                       | 1.1  |
| 9   | Maximum exposure to large credit risks of the bank (N7) or the banking group (N22)   | 10.2             | 800.0           | 83.7                  | 97.6  |                                   |      |
| 10  | Maximum amount of loans, bank guarantees and sureties provided by the bank to its participants (shareholders) (N9.1)   |                  | 50.0            | 0                     | 0     |                                   |      |
| 11  | Aggregate insider risk of the bank (N10.1)   |                  | 3.0             | 0.0                   | 0     |                                   |      |
| 12  | Share of equity (capital) used by the bank to purchase shares (interests) in other legal entities (N12) or share of equity (capital) of the banking group used by the parent credit institution and participants of the banking group to purchase shares (interests) in other legal entities (N23) |                  | 25.0            |                       |       |                                   |      |
| 13  | Ratio of liquid assets maturing within the next 30 calendar days to liabilities of the non-banking settlement credit institution (N15)   |                  | 100.0           |                       |       |                                   |      |
| 14  | Liquidity ratio of the non-banking credit institution entitled to transfer funds without opening bank accounts and to perform any other related banking transactions (N15.1)   |                  | 100.0           |                       |       |                                   |      |
| 15  | Maximum aggregate loans to customers that are parties to settlements for completing the settlements (N16)  |                  | 100.0           |                       |       |                                   |      |
| 16  | Loans issued by the non-banking settlement credit institution to borrowers, other than parties to settlements, on its own behalf and for its own account (N16.1)   |                  | 0               |                       |       |                                   |      |
| 17  | Minimum ratio of mortgage value to mortgage-backed bonds (N18)   |                  | 100             |                       |       |                                   |      |
| 18  | Maximum risk per borrower or a group of related borrowers of the banking group (N21)   |                  |                 |                       |       |                                   |      |

**Section 2. Information on the leverage ratio calculation**

**Subsection 2.1. Calculation of the amount of on-balance sheet assets and off-balance sheet claims under risk, used to calculate the leverage ratio**

(kRUR)

| No. | Item   | Explanatory note | Amount   |
|-----|--|------------------|--|
| 1   | 2  | 3                | 4  |
| 1   | Total assets per balance sheet (published form)  |                  | 61,385,908   |
| 2   | Adjustment for investments in the capital of credit, financial, insurance and other entities whose reporting data are included in the consolidated financial statements but are not included in the calculation of equity (capital), prudential ratios and the amounts of (limits on) open currency positions of the banking group |                  | Not applicable to the financial statements of a credit institution as a legal entity |
| 3   | Adjustment for fiduciary assets recorded in accordance with the accounting rules but not included in the calculation of the leverage ratio   |                  | 0  |
| 4   | Adjustment for derivative financial instruments  |                  | 362,068  |
| 5   | Adjustment for securities lending  |                  | 0  |
| 6   | Adjustment for credit-related contingent liabilities aligned to credit equivalent  |                  | 0  |
| 7   | Other adjustments  |                  | 226,524  |
| 8   | Total amount of on-balance sheet assets and off-balance sheet claims under risk, as adjusted to calculate the leverage ratio   |                  | 61,521,452   |

**Subsection 2.2. Calculation of the leverage ratio**

(kRUR)

| No.  | Item   | Explanatory note | Amount   |
|--|--|------------------|--|
| 1  | 2  | 3                | 4  |
| Risk related to on-balance sheet assets                      |  |                  |  |
| 1  | Total on-balance sheet assets  |                  | 61,441,621   |
| 2  | Downward adjustment for the items reducing the amount of main capital  |                  | 418,980  |
| 3  | Total on-balance sheet assets under risk, as adjusted (difference between line 1 and line 2)   |                  | 61,022,641   |
| Risk related to derivative financial instruments             |  |                  |  |
| 4  | Total current credit risk related to derivative financial instruments (less variation margin received)   |                  | 136,743  |
| 5  | Total potential counterparty credit risk related to derivative financial instruments   |                  | 362,068  |
| 6  | Adjustment for the nominal amount of collateral provided for derivative financial instruments, to be written off the balance sheet in accordance with the accounting rules |                  | Not applicable in accordance with the Russian accounting rules |
| 7  | Downward adjustment for the amount of variation margin transferred, as applicable  |                  | 0  |
| 8  | Adjustment for claims of the bank acting as a clearing participant on the central counterparty in the clients' transactions  |                  | 0  |
| 9  | Adjustment to account for credit risk related to the underlying (basic) asset on credit derivatives issued   |                  | 0  |
| 10   | Downward adjustment for credit derivatives issued  |                  | 0  |
| 11   | Total risk related to derivative financial instruments, as adjusted (sum of lines 4, 5 and 9 minus lines 7, 8 and 10)  |                  | 498,811  |
| Risk related to securities lending                           |  |                  |  |
| 12   | Total claims on securities lending (before netting)  |                  | 0  |
| 13   | Adjustment for cash netting (claims and liabilities) on securities lending   |                  | 0  |
| 14   | Counterparty credit risk related to securities lending   |                  | 0  |
| 15   | Risk related to guarantee securities lending   |                  | 0  |
| 16   | Total claims on securities lending, as adjusted (sum of lines 12, 14 and 15 minus line 13)   |                  | 0  |
| Risk related to credit-related contingent liabilities (KRV') |  |                  |  |
| 17   | Total nominal amount of risk related to credit-related contingent liabilities (KRV')   |                  | 0  |
| 18   | Adjustment for credit equivalent ratios  |                  | 0  |
| 19   | Total risk related to credit-related contingent liabilities (KRV'), as adjusted (difference between line 17 and line 18)   |                  | 0  |
| Capital and risks  |  |                  |  |
| 20   | Main capital   |                  | 8,503,465  |
| 21   | Total on-balance sheet assets and off-balance sheet claims under risk, used to calculate the leverage ratio (sum of lines 3, 11, 16 and 19)                                |                  | 61,521,452   |
| Leverage ratio   |  |                  |  |
| 22   | Basel III leverage ratio (line 20 : line 21), %  |                  | 13.8   |

Section 3. Information on the current liquidity ratio calculation

(kRUR)

| No.                               | Item  | Explanatory note | At                             |   |
|-----------------------------------|---|------------------|--------------------------------|---|
|                                   |   |                  | Amount of claims (liabilities) | Weighted amount of claims (liabilities) |
| 1                                 | 2   | 3                | 4                              | 5                                       |
| <b>HIGH QUALITY LIQUID ASSETS</b> |   |                  |                                |   |
| 1                                 | Highly liquid assets (HLA) with additional claims (assets) included in the numerator N26 (N27)                      |                  | X                              |   |
| <b>EXPECTED CASH OUTFLOWS</b>     |   |                  |                                |   |
| 2                                 | Total cash of individuals, including:   |                  |                                |   |
| 3                                 | Stable cash   |                  |                                |   |
| 4                                 | Unstable cash   |                  |                                |   |
| 5                                 | Total cash of customers raised without collateral, including:   |                  |                                |   |
| 6                                 | Operating deposits  |                  |                                |   |
| 7                                 | Non-operating deposits (other deposits)   |                  |                                |   |
| 8                                 | Unsecured debt obligations  |                  |                                |   |
| 9                                 | Total cash of customers raised with collateral  |                  | X                              |   |
| 10                                | Total additionally expected cash outflows, including:   |                  |                                |   |
| 11                                | On derivative financial instruments and due to the potential need to provide additional collateral                  |                  |                                |   |
| 12                                | Related to the loss of funding under secured debt instruments   |                  |                                |   |
| 13                                | On the bank's liabilities related to unused irrevocable and conditionally revocable credit and liquidity facilities |                  |                                |   |
| 14                                | Additionally expected cash outflows on other commitments  |                  |                                |   |
| 15                                | Additionally expected cash outflows on other contingent liabilities   |                  |                                |   |
| 16                                | Total cash outflow (line 2 + line 5 + line 9 + line 10 + line 14 + line 15)   |                  | X                              |   |
| <b>EXPECTED CASH INFLOWS</b>      |   |                  |                                |   |
| 17                                | Lending transactions collateralized by securities, including reverse repurchase transactions                        |                  |                                |   |
| 18                                | Contracts without breaches of the contractual maturities of liabilities   |                  |                                |   |
| 19                                | Other inflows   |                  |                                |   |
| 20                                | Total cash inflow (line 17 + line 18 + line 19)   |                  |                                |   |
| <b>AGGREGATE ADJUSTED VALUE</b>   |   |                  |                                |   |
| 21                                | HLA less adjustments calculated considering the limits on the maximum amount of HLA-2B and HLA-2                    |                  | X                              |   |
| 22                                | Net expected cash outflow   |                  | X                              |   |
| 23                                | Current liquidity ratio of the banking groups (N26) or the credit institution (N27), %                              |                  | X                              |   |

Chairman of the Management Board

Chief Accountant

Stamp



Bruno Kintzinger

Daria A. Lvova

29 March 2016

Bank reporting forms

|                         |                                     |  |
|-------------------------|-------------------------------------|--|
| OKATO territory<br>code | Code of credit institution (branch) |  |
|                         | OKPO                                | registration number (/index<br>number) |
|                         |                                     |  |

**STATEMENT OF CASH FLOWS**  
(published form)  
as of 01 January 2017

Credit institution Joint Stock Company RN Bank, JSC RN Bank

(full and abbreviated corporate name)

Address (location) of the credit institution 109028, Moscow, Serebryanicheskaya nab., 29

OKUD form code 0409814  
Quarterly (Annual)

| No.    | Item  | Explanatory<br>note | Cash flows for the<br>reporting period,<br>kRUR | Cash flows for the<br>corresponding<br>reporting period of<br>the year preceding<br>the reporting year,<br>kRUR |
|--------|---|---------------------|---|---|
| 1      | 2   | 3                   | 4   | 5   |
| 1      | Net cash from (used in) operating activities  |                     |   |   |
| 1.1    | Total cash from (used in) operating activities before changes in operating assets and liabilities, including: |                     | 5,189,743                                       | 5,028,074   |
| 1.1.1  | Interest received   |                     | 8,894,933                                       | 4,948,924   |
| 1.1.2  | Interest paid   |                     | -2,512,121                                      | -2,071,309  |
| 1.1.3  | Fees and commissions received   |                     | 2,197,768                                       | 2,904,020   |
| 1.1.4  | Fees and commissions paid   |                     | -127,527  | -132,030  |
| 1.1.5  | Gains less losses from financial assets available for sale at fair value through profit or loss               |                     | 0   | 0   |
| 1.1.6  | Gains less losses from securities held to maturity  |                     | 0   | 0   |
| 1.1.7  | Gains less losses from dealing in foreign currencies  |                     | -1,044,257                                      | 1,395,172   |
| 1.1.8  | Other operating income  |                     | 100,220   | 103,106   |
| 1.1.9  | Operating expenses  |                     | -1,582,581                                      | -1,475,857  |
| 1.1.10 | Tax expense (benefit)   |                     | -736,692  | -643,952  |
| 1.2    | Total increase (decrease) in net cash from operating assets and liabilities, including:                       |                     | -4,358,694                                      | -5,693,414  |
| 1.2.1  | Net increase (decrease) in obligatory reserves with the Bank of Russia  |                     | -17,751   | 104,050   |
| 1.2.2  | Net increase (decrease) in investments in securities at fair value through profit or loss                     |                     | 0   | 0   |
| 1.2.3  | Net increase (decrease) in loans receivable   |                     | -11,241,297                                     | -13,905,013   |
| 1.2.4  | Net increase (decrease) in other assets   |                     | -138,279  | -62,870   |

| 1      | 2  | 3   | 4          | 5         |
|--------|--|-----|------------|-----------|
| 1.2.5  | Net increase (decrease) in loans, deposits and other amounts due to the Bank of Russia   |     | -2,000,000 | 1,000,000 |
| 1.2.6  | Net increase (decrease) in amounts due to other credit institutions  |     | 3,084,432  | 5,996,583 |
| 1.2.7  | Net increase (decrease) in amounts due to customers other than credit institutions   |     | 1,009,304  | 982,798   |
| 1.2.8  | Net increase (decrease) in financial liabilities at fair value through profit or loss  |     | 0          | 0         |
| 1.2.9  | Net increase (decrease) in debt obligations issued   |     | 5,000,000  | 0         |
| 1.2.10 | Net increase (decrease) in other liabilities   |     | -55,103    | 191,038   |
| 1.3    | Total for section 1 (sum of lines 1.1 and 1.2)   | 7.1 | 831,049    | -665,340  |
| 2      | Net cash from (used in) investing activities   |     |            |           |
| 2.1    | Purchase of securities and other financial assets designated as available for sale   |     | -100,673   | -193,075  |
| 2.2    | Proceeds from sale and redemption of securities and other financial assets designated as available for sale                                |     | 99,479     | 0         |
| 2.3    | Purchase of securities designated as held to maturity  |     | 0          | 0         |
| 2.4    | Proceeds from redemption of securities designated as held to maturity  |     | 0          | 0         |
| 2.5    | Purchase of fixed assets, intangible assets and inventories  |     | -110,023   | -97       |
| 2.6    | Proceeds from sale of fixed assets, intangible assets and inventories  |     | -3,773     | 7,546     |
| 2.7    | Dividends received   |     | 0          | 0         |
| 2.8    | Total for section 2 (sum of lines from 2.1 to 2.7)   | 7.1 | -114,990   | -185,626  |
| 3      | Net cash from (used in) financing activities   |     |            |           |
| 3.1    | Contributions of shareholders (participants) to share capital  |     | 0          | 0         |
| 3.2    | Purchase of treasury shares  |     | 0          | 0         |
| 3.3    | Sale of treasury shares  |     | 0          | 0         |
| 3.4    | Dividends paid   |     | -391,189   | 0         |
| 3.5    | Total for section 3 (sum of lines from 3.1 to 3.4)   | 7.1 | -391,189   | 0         |
| 4      | Effect of changes in the official exchange rates of foreign currencies to the ruble set by the Bank of Russia on cash and cash equivalents | 7.1 | -17,143    | -60,166   |
| 5      | Increase (decrease) in cash and cash equivalents   | 7.1 | 307,727    | -911,132  |
| 5.1    | Cash and cash equivalents at the beginning of the reporting year   | 7.1 | 244,968    | 1,156,100 |
| 5.2    | Cash and cash equivalents at the end of the reporting period   | 7.1 | 552,695    | 244,968   |

Chairman of the Management Board

Bruno Kintzinger

Chief Accountant

Daria A. Lvova

28 March 2014



**Translation of the original Russian version**

Explanatory notes  
to the annual financial statements of

***Joint Stock Company RN Bank***

for the year 2016 and as of 1 January 2017

# Translation of the original Russian version

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## Translation of the original Russian version

### Introduction

These explanatory notes:

- constitute an integral part of the annual financial statements of JSC RN Bank for the year 2016 prepared in accordance with Instructive Regulation No. 3054-U of the Bank of Russia *On the Procedure for the Preparation of Annual Financial Statements by Credit Institutions* dated 4 September 2013 (hereinafter, "Instructive Regulation No. 3054-U") and Instructive Regulation No. 3081-U of the Bank of Russia *On the Disclosure of Information about Business Activities by Credit Institutions* dated 25 October 2013;
- disclose significant information about the activities of JSC RN Bank, which is not presented in the forms of the annual financial statements (hereinafter, "the annual statements");
- are based on the statutory reporting forms prepared in accordance with the requirements of Instructive Regulation No. 2332-U of the Bank of Russia *On the List, Forms and the Procedure for the Preparation and Submission of the Reporting Forms of Credit Institutions to the Central Bank of the Russian Federation* dated 12 November 2009 and other forms of JSC RN Bank (hereinafter, "the Bank") prepared on the basis of the Russian accounting rules;
- take into consideration events after the reporting date;
- are presented in thousands of Russian rubles, unless otherwise indicated;
- comprise comparable data for 2016 and 2015.

The annual statements of the Bank comprise the balance sheet, the statement of income, the statement of capital adequacy to cover risks, and provisions for potential losses on loans and other assets, information on prudential ratios, the leverage ratio and the current liquidity ratio, the statement of cash flows and the explanatory notes. The annual statements are posted on the official website of the Bank at: [www.rn-bank.ru](http://www.rn-bank.ru).

# Translation of the original Russian version

## 1. General information

Full corporate name of the Bank: Joint Stock Company RN Bank.

Abbreviated corporate name of the Bank: JSC RN Bank.

Legal address: 109028, Russia, Moscow, Serebryanicheskaya nab., 29.

The Bank is not a member of a banking group.

As of 1 January 2017 and 1 January 2016, the Bank employed 168 and 179 people, respectively.

### 1.1. Shareholders of the Bank

Limited liability company BARN B.V. (the Netherlands) is the Bank's sole shareholder. Its interest in the Bank's share capital is 100.00%.

In 2016, the shareholders' structure of the Bank remained unchanged.

### 1.2. Details of changes in the share capital

As of 1 January 2017 and 2016, the Bank's share capital amounted to kRUR 3,269,000 and comprised 2,335,000 authorized, placed and fully paid ordinary book-entry registered shares with a nominal value of 1,400 rubles per share.

### 1.3. Details of changes in the composition of the Board of Directors

In 2016, the following changes took place in the composition of the Board of Directors:

According to Decision No. 1 of the Bank's sole shareholder dated 6 April 2016, the powers of Mr. Jett Harmon Jones as a member of the Bank's Board of Directors were terminated and Mr. Thierry Jean Louis Pieton was appointed as a member of the Bank's Board of Directors.

According to Decision No. 3 of the sole shareholder dated 27 June 2016, the powers of Mr. Thierry Jean Louis Pieton as a member of the Bank's Board of Directors were terminated and Mr. Roberto Carlos Delgado Trevizo was appointed as a member of the Bank's Board of Directors.

According to Decision No. 4 of the sole shareholder dated 28 November 2016, the powers of Mr. Patrick Jean Michel Claude and Mr. Dmitry Viktorovich Mokhnachev as members of the Bank's Board of Directors were terminated and Mr. Dominique Edmond Pierre Signora and Mr. Michele Ferdinando De Capitani da Vimercate were appointed as members of the Bank's Board of Directors.

As of 1 January 2017, the Board of Directors of the Bank comprises eight (8) members:

- Mikhail Yurievich Alexeev – Chairman of the Board of Directors.
- Gianluca De Ficchy – member of the Board of Directors.
- Roberto Carlos Delgado Trevizo – member of the Board of Directors.
- Graziano Cameli – member of the Board of Directors.
- Dominique Edmond Pierre Signora – member of the Board of Directors.
- Rakesh Kochhar – member of the Board of Directors.
- Silvano Silvestri – member of the Board of Directors.
- Michele Ferdinando De Capitani da Vimercate – member of the Board of Directors.

### 1.4. Details of changes in the composition of the Management Board

In 2016, there were no changes in the composition of the Bank's Management Board.

As of 1 January 2017, the Management Board of the Bank comprises four (4) members:

- Bruno Robert Louis Kintzinger – Chairman of the Management Board.
- Pierre-Yves Francois Guegan – Deputy Chairman of the Management Board.
- Olga Nikolaevna Bodnarchuk – member of the Management Board, Chief Risk Officer.
- Daria Alexandrovna Lvova – member of the Management Board, Chief Accountant.

## Translation of the original Russian version

### 2. Summary of the Bank's operations

#### 2.1. Nature of the Bank's transactions and principal activities

The Bank is primarily engaged in banking transactions:

- Corporate transactions: providing financing to official dealers of the Renault-Nissan alliance, opening deposit accounts and rendering related financial services.
- Retail transactions: extending loans to purchase cars manufactured by the Renault-Nissan alliance and rendering related financial services.
- Transactions in financial markets: securities, derivative financial instruments, foreign currency, etc.

The Bank operates on the basis of Banking License No. 170 issued by the Bank of Russia on 16 December 2014. The Bank also has a license for taking deposits from individuals.

The Bank has been a member of the deposit insurance system since 3 February 2005, Certificate No. 551. According to Russian legislation, the Bank makes insurance contributions to the obligatory deposit insurance fund on a quarterly basis.

The rating assigned to the Bank by Fitch Ratings is shown below:

|                                   | 1 January 2017        | 1 January 2016        |
|-----------------------------------|-----------------------|-----------------------|
| Long-term foreign currency rating | BB+, Positive Outlook | BB+, Positive Outlook |

#### 2.2. Key indicators of the activities in 2016

The Bank had the following economic indicators at the end of 2016:

|                   | 1 January 2017 | 1 January 2016 |
|-------------------|----------------|----------------|
| Assets            | 61,385,908     | 53,328,997     |
| Capital           | 8,503,465      | 9,066,869      |
|                   | <b>2016</b>    | <b>2015</b>    |
| Profit before tax | 2,450,766      | 1,457,746      |
| Profit after tax  | 1,807,879      | 1,123,675      |

Capital is calculated in accordance with Regulation No. 395-P *On the Methodology for Determining the Amount and Assessing the Adequacy of Equity (Capital) of Credit Institutions (Basel III)* approved by the Bank of Russia on 28 December 2012.

#### Assets and liabilities

|   | 1 January 2017    | 1 January 2016    |
|---|-------------------|-------------------|
| <b>Assets</b>   |                   |                   |
| Cash and cash equivalents                             | 582,092           | 256,614           |
| Net loans receivable                                  | 59,007,852        | 48,553,613        |
| Net investments in securities available for sale      | 202,703           | 200,321           |
| Financial assets at fair value through profit or loss | 136,743           | 2,881,955         |
| Current income tax assets                             | 120,225           | 32,487            |
| Deferred tax asset                                    | 313,472           | 166,048           |
| Fixed assets, intangible assets and inventories       | 437,536           | 527,009           |
| Other assets  | 585,285           | 710,950           |
| <b>Total assets</b>                                   | <b>61,385,908</b> | <b>53,328,997</b> |
| <b>Liabilities</b>                                    |                   |                   |
| Amounts due to the Bank of Russia                     | –                 | 2,000,000         |
| Amounts due to credit institutions                    | 26,905,331        | 26,495,636        |
| Amounts due to customers                              | 12,926,815        | 13,479,245        |
| Debt obligations issued                               | 5,000,000         | –                 |
| Financial assets at fair value through profit or loss | 3,097,474         | –                 |
| Other liabilities                                     | 2,438,716         | 1,753,606         |
| Sources of equity                                     | 11,017,572        | 9,600,510         |
| <b>Total liabilities</b>                              | <b>61,385,908</b> | <b>53,328,997</b> |

## Translation of the original Russian version

| <i>Financial ratios (%)</i>                      | <i>1 January 2017</i> | <i>1 January 2016</i> |
|--|-----------------------|-----------------------|
| Equity (capital) adequacy ratio                  | 12.6%                 | 17.9 %                |
| Overdue debt / Loan portfolio                    | 0.5%                  | 0.3 %                 |
| Provisions for potential losses / Loan portfolio | 3.2%                  | 0.2 %                 |

| <i>Operating performance indicators</i> | <i>Change (%)</i> | <i>1 January 2017</i> | <i>1 January 2016</i> |
|---|-------------------|-----------------------|-----------------------|
| Movements in equity (capital)           | (6.2%)            | 8,503,465             | 9,066,869             |
| Movements in interbank loans            | (4.3%)            | 4,500,000             | 4,700,000             |
| Movements in corporate loans            | 25.1%             | 13,224,470            | 10,569,133            |
| Movements in retail loans (car loans)   | 25.6%             | 43,154,438            | 34,368,478            |
| Movements in amounts due to customers   | (5.1%)            | 39,832,146            | 41,974,881            |

In 2016, the Bank's assets adjusted for risk grew by 15% to kRUR 61,385,908 (2015: kRUR 53,328,997). The assets grew due to an increase in loans to retail and corporate customers. The state program for subsidizing car loan interest rates which has been effective since 1 April 2015 continued to have a positive impact on the Bank's financial position in 2016.

The Bank issued bonds in July 2016 to fund its lending operations. Other sources of funding for the Bank include borrowings from the Bank of Russia and credit institutions and corporate deposits.

In 2016, the Bank's equity (capital) calculated in accordance with Regulation No. 395-P of the Bank of Russia decreased by 6% to kRUR 8,503,465. Capital decreased as the Bank of Russia adopted a new calculation methodology according to which credit institutions should exclude inappropriate sources (income) from the calculation of capital, if these sources are funded by credit institutions. The Bank excluded from the calculation of capital the fees from insurance companies received under agency agreements for insurance amounts paid by retail customers using loans provided by the Bank.

As a result of the above decrease in capital, the equity adequacy ratio decreased by 5.3 pp to 12.6%.

| <i>Operating performance indicators</i>    | <i>Change (%)</i> | <i>1 January 2017</i> | <i>1 January 2016</i> |
|--|-------------------|-----------------------|-----------------------|
| Movements in net interest income           | 45.3%             | 5,746,813             | 3,955,977             |
| Movements in net fee and commission income | 21.5%             | 2,022,987             | 1,665,237             |
| Movements in operating expenses            | 29.8%             | 1,801,306             | 1,387,815             |

In 2016, the Bank's profit before tax increased by 68% to kRUR 2,450,766 (2015: kRUR 1,457,746). Profit after tax amounted to kRUR 1,807,879 (2015: kRUR 1,123,675). The main profit driver is net interest income which increased by 45% to kRUR 5,746,813 (2015: kRUR 3,955,977).

The Bank's interest income increased by 43% to kRUR 8,862,586 (2015: kRUR 6,186,673). The Bank's interest expense increased by 40% to kRUR 3,115,773 (2015: kRUR 2,230,696). Interest expense grew due to an increase in the amount of funding, including as a result of issuing bonds. The Bank's fee and commission income increased by 20% to kRUR 2,151,137 (2015: kRUR 1,799,882).

### **2.3. Factors that affected the Bank's financial results in 2016**

The Bank operates primarily in the Russian Federation. As a result, the Bank is exposed to economic and financial risks at the Russian markets that possess characteristics of emerging markets. Emerging markets are exposed to economic, political, social, legal and legislative risks that are different from risks in more developed markets. Laws and regulations governing business operations in the Russian Federation are subject to rapid change and arbitrary interpretation. Future development in the Russian Federation largely depends on the national tax and monetary policy, adopted laws and regulations, and political changes in the country.

The Russian economy remains in recession. The economic indicators for 2016 show that the economy continued to suffer from the main negative factors. However, 2016 saw some positive trends.

According to the Russian Ministry for Economic Development, the decline in GDP slowed to 0.2% (2015: 2.8%).

The industrial production index increased by 3.2% in December, having demonstrated the highest growth rate for the year. As a result, the industrial production index grew by 1.1% in 2016 from the previous year.

Influenced by the market saturation measures taken by the Government of the Russian Federation and the tariff and monetary policies, consumer inflation decreased in 2016 to 5.4% and consumer prices grew on average by 7.1% (2015: 12.9% and 15.5%, respectively).

The unemployment rate in 2016 was 5.5% (2015: 5.6%).

A further 5.2% reduction in retail sales in 2016 (2015: 10%) was due to a further 5.9% decrease in the real income of households in 2016 (2015: 3.2%) and the propensity to save among households.

Despite the fact that the Bank's management is taking all appropriate measures to support the sustainability of business, economic and regulatory environment may have an adverse effect on the Bank's operating results.

## Translation of the original Russian version

### 3. Summary of the principles underlying the preparation of the annual statements and significant accounting policies of the Bank

#### 3.1. Principles and methods of measuring and accounting for significant transactions and events

The Bank maintains its accounting records in accordance with the applicable Russian legislation, Regulation No. 385-P of the Bank of Russia *On the Rules for Maintaining Accounting Records in Credit Institutions Located in the Russian Federation* dated 16 July 2012 (hereinafter, "Regulation No. 385-P of the Bank of Russia"), and other regulations of the Bank of Russia governing the Bank's activities.

The Bank maintains accounting records and prepares its annual statements on the basis of key principles of going concern, income and expense recognition on accrual basis, consistency and comparability of the applied accounting rules, prudence, timely recognition of transactions, separate recognition of assets and liabilities, continuity of the balance sheet, and substance over form.

According to Regulation No. 385-P of the Bank of Russia, assets and liabilities are carried at their historical cost at the time of their acquisition or incurrence. The historical cost does not change until they are written off, sold or purchased, unless otherwise stipulated by the legislation of the Russian Federation and the regulations of the Bank of Russia. It should be noted that:

- Assets and liabilities denominated in foreign currencies (other than advances issued and received and prepayments for goods provided, work performed and services rendered which are recorded on balance sheet accounts used to account for settlements with non-resident organizations on business transactions) are remeasured to reflect changes in the exchange rate in accordance with the regulations of the Bank of Russia.

The official exchange rates of foreign currencies to Russian ruble effective at the end of the reporting period used by the Bank to prepare its annual statements are presented below:

|           | <i>Units</i> | <i>31 December<br/>2016</i> | <i>31 December<br/>2015</i> |
|-----------|--------------|-----------------------------|-----------------------------|
| RUR / USD | 1 / 1        | 60.6569                     | 72.8827                     |
| RUR / EUR | 1 / 1        | 63.8111                     | 79.6972                     |
| RUR / JPY | 1 / 100      | 51.8324                     | 60.5087                     |

- The cost of fixed assets changes in the event of the modernization, reconstruction, capital repair, revaluation, impairment or partial liquidation of the respective assets in accordance with the regulations of the Bank of Russia. The Bank carries all groups of fixed assets at cost less accumulated depreciation and accumulated impairment losses.
- Since 1 January 2016, fixed assets must be tested for impairment at the end of each reporting year and upon occurrence of any events significantly affecting their value. The amount of impairment losses is determined when there are indicators of impairment.
- Intangible assets are carried at cost less accumulated amortization and accumulated impairment losses. Intangible assets are tested for impairment annually at the end of the reporting year in accordance with the legislation of the Russian Federation and the regulations of the Bank of Russia. The amount of impairment losses is determined when there are indicators of impairment.
- Labor tools and input materials which were received under accord and satisfaction agreements or pledge agreements and whose purpose is undefined are measured annually at the end of the reporting year at the lower of:
  - The historical cost at the date when the assets were recognized as labor tools which were received under accord and satisfaction agreements or pledge agreements and whose purpose is undefined
  - The fair value less costs to sell.
- Securities are recognized at actual acquisition cost. The actual acquisition cost of interest-bearing (coupon) securities includes not only the cost of securities at the acquisition price determined by the terms of the contract (transaction) but also the interest (coupon) income paid on its acquisition. If securities are purchased under a contract representing a derivative financial instrument, the cost of securities is determined taking into account the cost of the derivative financial instrument.
- After initial recognition, the value of debt obligations is adjusted for interest income accrued and received after the initial recognition of debt obligations. Interest (coupon) income is accrued and recorded on the last working day of the month, upon the sale of a debt obligation, upon the full or partial repayment of a debt obligation or at the date of the reclassification of income based on the principle of certainty or uncertainty with respect to receiving the income.

## Translation of the original Russian version

- Securities accounted for as categories "at fair value through profit or loss" and "available for sale" are remeasured as follows:
  - On the last working day of the month;
  - If the securities of a respective issue (issuer) are traded during the month, all securities "at fair value through profit or loss" and securities "available for sale" of this issue (issuer) must be remeasured;
  - If the current (fair) value of the securities of a respective issue (issuer) changes significantly during the month, all securities "at fair value through profit or loss" and securities "available for sale" of this issue (issuer) must be remeasured. A change in the current (fair) value of securities is significant, if the value becomes higher or lower than the carrying amount of these securities by more than 5%.
- Debt obligations may be reclassified from the category "held to maturity" to the category "available for sale", if one of the following conditions is met:
  - As a result of an event beyond the Bank's control (the event was extraordinary and could not be reasonably anticipated by the Bank);
  - For the purpose of selling less than three months before the maturity;
  - For the purpose of selling of no more than 5% of the total amount of the portfolio of securities "held to maturity".

When securities are transferred from the portfolio of securities "held to maturity" to the portfolio of securities "available for sale" and when none of the above conditions are met, all securities from the portfolio of securities "held to maturity" must be transferred to the portfolio of securities "available for sale." In this case, the Bank may not build a portfolio of securities "held to maturity" during two years following the year of such transfer.

- Derivative financial instruments are measured at fair value from the date of initial recognition and are remeasured as follows:
  - At the date of initial recognition;
  - On the last working day of the month;
  - At the date when payment claims and (or) liabilities arise in accordance with an agreement for interim payments to be made during the term of the agreement;
  - At the date of derecognition.
- Non-credit related contingent liabilities from disputes, disagreements and litigations which are not settled as of the reporting date and which may be resolved only in the subsequent reporting periods are recorded if there is a high probability (more than 50%) that the Bank will have to pay these amounts.
- According to Regulation No. 385-P of the Bank of Russia, income and expenses are recorded on an "accrual" basis, i.e. the financial results of operations (income and expenses) are recorded when earned and incurred and not when cash or cash equivalents are received or paid. Income and expenses are recorded in the period to which they relate.
- The receipt of income on loans and assets (claims) included in quality categories I and II is deemed certain (the probability of receiving income is absolute and (or) high). It is assumed that there is no uncertainty with respect to receiving income on loans and assets (claims) included in quality category III. This principle is applied to all loans and assets (claims) in quality category III without any exceptions.

Recognized income on loans and assets (claims) included in quality categories I, II and III are recorded in balance sheet accounts.
- Interest income (expenses) on transactions involving the placement (raising) of funds must be taken to income on the day when they are to be received in accordance with the terms of the contract and on the last working day of the month.
- Upon disposal (sale) of the securities of the same issue or securities that have the same International Securities Identification Number (ISIN), the respective amounts are written off the second-order balance sheet accounts using the FIFO method. Under the FIFO method, the Bank writes off investments in the security that was purchased first relative to the date of sale. The FIFO method is applied within each portfolio of securities.
- The Bank charges depreciation and amortization on fixed assets and intangible assets on a monthly basis. The Bank charges depreciation and amortization based on their useful lives.
- The Bank determines the useful lives of fixed assets in accordance with Decree No. 1 of the Government of the Russian Federation *On the Classification of Fixed Assets Included in Depreciation Groups* dated 1 January 2002. The useful lives of intangible assets are determined on the basis of the expected lives of assets during which economic benefits are expected to be derived. Intangible assets are not amortized if their useful lives cannot be reliably estimated.

## Translation of the original Russian version

### 3.2. *The nature of assumptions and key sources of estimation uncertainty at the end of the reporting period*

The Bank applies a number of assumptions and estimates which affect the amounts of assets and liabilities reported in the annual statements and the value of assets and liabilities in the next reporting period. Estimates and assumptions are continuously assessed and are based on the experience of the Bank's management and other factors, including expectations of future events that are believed to be reasonable under the current circumstances. Assumptions which have the most significant effect on the amounts reported in the financial statements, and estimates which may result in significant adjustments of the current value of assets and liabilities in the next reporting period are presented below.

#### ***Provision for potential losses on loans receivable and similar debt***

The Bank accrues provisions for potential losses on loans receivable and similar debt in accordance with Regulation No. 254-P of the Bank of Russia *On the Procedure for the Creation of Provisions for Potential Losses on Loans Receivable and Equivalent Debt by Credit Institutions* dated 26 March 2004 (hereinafter, "Regulation No. 254-P of the Bank of Russia").

The Bank assesses loans on a portfolio and individual basis.

The assessment of a loan classified individually and the determination of the amount of estimated provision are based on a professional judgment for a specific loan, which is made following a comprehensive analysis of the borrower's activities, taking into account its financial position, debt servicing quality and other significant factors. The Bank regularly monitors credit risk factors affecting the amount of provision in order to classify (reclassify) loans and create (adjust) provisions for individual loans in a timely manner.

Professional judgment is made and documented at the moment when a loan is issued. Further, it is made with respect to the following:

- separate loans issued to individuals – at least once a quarter as of the reporting date;
- separate loans issued to legal entities other than credit institutions – at least within one month after the end of the reporting period (the period for submission of the annual statements and corporate income tax declaration) to tax authorities as of the reporting date;
- separate loans issued to credit institutions – at least once a month as of the reporting date.

If legislation of the country, where non-resident borrower is located, does not require quarterly (monthly) reporting, then, in order to comply with regularity requirement for assessing the borrower's financial position stipulated by this paragraph (at least once a quarter / month), it is required to use the financial statements, which is submitted with regularity stipulated by legislation of the country, where the borrower is located, as well as all additional information concerning the borrower.

With respect to loans included in homogeneous loan portfolio, the provision is accrued based on professional judgment made on homogeneous loan portfolio without making a professional judgment with respect to the level of credit risk for each separate loan. Homogeneous loan portfolios include loans with similar credit risk characteristics. For each portfolio of homogeneous loans, the Bank applies a provisioning rate which is required to cover expected portfolio losses and which is not lower than the rates set by Regulation No. 254-P of the Bank of Russia. The Bank does not include in the homogeneous loan portfolio (excludes from the homogeneous loan portfolio) loans that have evidence of individual impairment.

At least once a quarter, the Bank documents and includes in homogeneous loan portfolio records the information on general analysis performed to check the borrowers' financial position and results thereof, including the Bank's professional judgment concerning the level of credit risk related to homogeneous loan portfolio and information on provision calculation.

#### ***Provisions for potential losses***

The Bank accrues provisions for potential losses in accordance with Regulation No. 283-P of the Bank of Russia *On the Procedure for the Creation of Provisions for Potential Losses by Credit Institutions* dated 20 March 2006 (hereinafter, "Regulation No. 283-P of the Bank of Russia"). In complying with the requirements of the regulator, the Bank's regulation provides for individual classification and criteria for inclusion in homogeneous claim portfolio / portfolio of estimation base elements of provision for potential losses.

Individual classification of estimation base elements implies that an individual professional judgment should be made with respect to the level of risk based on assessment of credit risk exposure of a counterparty; the Bank performs this classification based on the risk factors identified following the analysis of the counterparty's financial statements, and other information on the counterparty's financial position and performance.

Estimation base elements of provision for potential losses are included in the homogeneous claim portfolio based on the principle of immateriality of the amount of estimation base element without making a professional judgment with respect to each individual element. The provision is accrued based on professional judgment made with respect to homogeneous claim portfolio.

The amount of provision is determined based on one of the five quality categories and the provision rate within the range set for the category in accordance with Regulation No. 283-P of the Bank of Russia.

## Translation of the original Russian version

### *Tax legislation*

Russian tax, currency and customs legislation is subject to varying interpretations and changes which can occur frequently. Management's interpretation of such legislation as applied to the transactions and activity of the Bank may be challenged by the relevant state authorities.

The Russian transfer pricing tax legislation allows the tax authorities to apply transfer pricing adjustments and impose additional income tax and value added tax liabilities in respect of all controlled transactions if the transaction price differs from the market price and unless the Bank is able to demonstrate the use of market prices with respect to the controlled transactions. Due to the absence of law enforcement precedents based on the new rules, consequences of any disputes with tax authorities relating to prices cannot be estimated reliably, but may influence the Bank's financial results and performance. In 2016, the Bank determined its tax liabilities arising from these "controlled" transactions using actual transaction prices. Management believes that the Bank complies with the requirements of the Russian transfer pricing legislation with regard to controlled transactions, including proper preparation and presentation of notifications and, if necessary, transfer pricing documentation to the tax authorities, confirming that the Bank used market prices in performing controlled transactions.

The taxation rules for controlled foreign companies and the concepts of beneficial owner of income and tax residency of foreign legal entities entered into force on 1 January 2015. Overall, the adoption of this law will increase the administrative and, in some cases, tax burden on Russian taxpayers that have foreign subsidiaries and / or conduct transactions with foreign companies.

The introduction of these regulations and the interpretation of some other provisions of Russian tax legislation together with the latest trends in the application and interpretation of certain provisions of Russian tax legislation suggest that the tax authorities may take a more assertive position in their interpretation and application of the legislation and conducting tax audits, and may impose additional tax requirements. Consequently, the tax authorities may challenge the transactions and methods of accounting which have not been challenged before. As a result, significant additional taxes, penalties and fines may be assessed. Tax field audits of the accuracy of tax calculation and payments conducted by tax authorities may cover three calendar years preceding the year during which the tax audit decision was made. Under certain circumstances tax reviews may cover longer periods.

When determining the amount of deferred tax assets which may be recognized in the financial statements, the Bank's management assesses the probability of use of the deferred tax asset in full. The use of the deferred tax asset depends on taxable profit obtained in periods when temporary differences may be used against it. When conducting such an assessment the management takes into account the planned write-off of deferred tax liability, future expected taxable profit, as well as tax planning strategies.

Management believes that as of 1 January 2017 its interpretation of the provisions of the tax legislation applicable to the Bank is appropriate and that the Bank's tax, currency and customs positions will be sustained by supervising authorities.

### *Fair value of financial instruments*

Fair value is the amount at which a financial instrument could be exchanged in a current transaction between willing parties, other than in a forced sale or liquidation, and is best evidenced by the market price. The estimated fair values of financial instruments have been determined by the Bank using available market information, where it exists, and appropriate valuation methodologies. The fair value of financial instruments that are not quoted in an active market is determined using valuation methodologies. The Bank's Management uses all available market information in estimating the fair value of financial instruments.

### **3.3. Information on adjusting events after the reporting date**

Pursuant to Instructive Regulation No. 3054-U, an event after the reporting date is an event that occurs in the course of the Bank's activities during the period after the reporting date and the date of the preparation of the annual statements and that has or may have an effect on its financial position.

Information is considered material if its non-presentation or misstatement may influence the economic decisions that users make on the basis of the financial statements. Materiality depends on the size of an item or error judged in the particular circumstances of its omission or misstatement. Thus, materiality provides a threshold or cut-off point rather than being a qualitative characteristic which information must have to be useful.

Adjusting events after the reporting date represent events confirming the existence, as of the reporting date, of conditions in which the Bank operated. Adjusting events after the reporting date must be recorded before the date the annual statements are prepared.

| <i>Adjusting events</i>    | <i>After EARD</i> | <i>Before EARD</i> | <i>Difference</i> |
|----------------------------|-------------------|--------------------|-------------------|
| Interest income            | 8,862,586         | 8,862,842          | (256)             |
| Interest expense           | (3,115,773)       | (3,115,773)        | –                 |
| <b>Net interest income</b> | <b>5,746,813</b>  | <b>5,747,069</b>   | <b>(256)</b>      |



## Translation of the original Russian version

| <i>Adjusting events</i>                       | <i>After EARD</i> | <i>Before EARD</i> | <i>Difference</i> |
|---|-------------------|--------------------|-------------------|
| Fee and commission income                     | 2,151,137         | 1,978,839          | 172,298           |
| Fee and commission expense                    | (128,150)         | (115,524)          | (12,626)          |
| <b>Net fee and commission income</b>          | <b>2,022,987</b>  | <b>1,863,315</b>   | <b>159,672</b>    |
| Net gains from financial assets               | (6,625,822)       | (6,625,822)        | –                 |
| Net gains from securities available for sale  | (29)              | (29)               | –                 |
| Net gains from dealing in foreign currencies  | (261,092)         | (261,092)          | –                 |
| Net expense from foreign currency translation | 4,247,931         | 4,247,931          | –                 |
| Change in provision for potential losses      | (975,638)         | (839,096)          | (136,542)         |
| Other operating income                        | 96,922            | 96,922             | –                 |
| Operating expenses                            | 1,801,306         | 1,778,442          | 22,864            |
| <b>Profit before tax</b>                      | <b>2,450,766</b>  | <b>2,450,756</b>   | <b>10</b>         |
| Tax benefit (expense)                         | 642,887           | 684,943            | (42,056)          |
| <b>Financial result after tax</b>             | <b>1,807,879</b>  | <b>1,765,813</b>   | <b>42,066</b>     |

### 3.4. Description of the nature of non-adjusting events after the reporting date

Non-adjusting events after the reporting date represent events attesting to the origination, after the reporting date, of new conditions in which the Bank operates. Non-adjusting events after the reporting date are not recorded.

There were no non-adjusting events during the period after the reporting date and the date of the preparation of the annual statements.

### 3.5. Changes in the Bank's accounting policies for the next year

The Bank's accounting policies for 2017 was approved by Order No. 2016-107 dated 30 December 2016. No significant changes were made to the accounting policies for 2017. The working chart of accounts for 2017 was brought into line with Instructive Regulation No. 4065-U of the Bank of Russia dated 8 July 2016.

### 3.6. Nature and amount of adjustments related to changes in accounting policies and estimates which have an effect on comparability of individual performance indicators of the Bank

Due to changes in the procedure of accounting for fixed assets and intangible assets, which were introduced on 1 January 2016 in accordance with Regulation No. 448-P of the Bank of Russia *On Accounting by Credit Institutions for Fixed Assets, Intangible Assets, Real Property Temporarily Not Used in Core Activities, Long-term Assets Held for Sale, Inventories, Labor Tools and Input Materials Which Were Received under Accord and Satisfaction Agreements or Pledge Agreements and Whose Purpose is Undefined* dated 22 December 2014, and taking into account the principles of the International Financial Reporting Standards, the Bank revised its approach to the recognition of intangible assets in 2016. As a result of this revision, expenses for the creation of intangible assets in the amount of kRUR 513,754, which were previously recorded in deferred expenses accounts, were transferred to accounts for capital investments in the creation and purchase of intangible assets with the subsequent transfer to intangible assets accounts.

In 2016, due to changes in the procedure of determining income, expenses and other comprehensive income, which were introduced on 1 January 2016 in accordance with Regulation No. 446-P of the Bank of Russia *On the Procedure for Determining Income, Expenses and Other Comprehensive Income of Credit Institutions* dated 22 December 2014 (hereinafter, "Regulation No. 446-P"), the Bank included commissions on factoring transactions in interest income and recorded the respective amounts under the respective symbols of part 1 "Interest income and income from adjustments and reversal of (decrease in) provisions for potential losses" of the statement of income. In view of the above, the Bank made adjustments in the amount of kRUR 1,043,556 as of 1 January 2016 in its annual statements in connection with the revision of the approach to the recognition of commission income from factoring transactions.

Due to changes in the procedure of determining income, expenses and other comprehensive income, which were introduced on 1 January 2016 in accordance with Regulation No. 446-P, the Bank also made adjustments in the amount of kRUR 217 to other comprehensive income as of 1 January 2016 in its statement of income for 2015.

The above adjustments result in a fairer presentation of the Bank's financial position in the annual statements.

### 3.7. Material errors in the annual statements

According to the Bank's accounting policy, an error is deemed material if such error, individually or in combination with other errors for the same reporting period, influences the Bank's financial result in the amount more than 5% of an item amount as of the reporting date.

The items reported in the annual statements of prior periods do not contain any material errors and do not have to be revised, corrected or replaced.

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### 4. Prior period adjustments and changes in classification

The Bank made adjustments in its balance sheet as of 1 January 2016 and in its statement of income for 2015 to bring them into line with the respective forms for 2016 as of 1 January 2017 (see Note 3.6). The form of the financial statements for 2016 gives a fairer presentation of the Bank's financial position.

The table below presents the adjustments in the balance sheet as of 1 January 2016.

| <i>Item of the balance sheet</i>                    | <i>Previously recorded amount</i> | <i>Amount of the adjustment</i> | <i>Amount after the adjustment</i> |
|---|-----------------------------------|---------------------------------|------------------------------------|
| 10. Fixed assets, intangible assets and inventories | 13,255                            | 513,754                         | 527,009                            |
| 12. Other assets                                    | 1,224,704                         | (513,754)                       | 710,950                            |

The table below presents the adjustments in the statement of income for 2015.

| <i>Item of the statement of income</i>   | <i>Previously recorded amount</i> | <i>Amount of the adjustment</i> | <i>Amount after the adjustment</i> |
|--|-----------------------------------|---------------------------------|------------------------------------|
| <b>Section 1. Profit or loss</b>   |                                   |                                 |                                    |
| 1. Total interest income, including from:  | 5,143,117                         | 1,043,556                       | 6,186,673                          |
| 1.2 Loans issued to customers other than credit institutions                               | 4,664,411                         | 1,043,556                       | 5,707,967                          |
| 14. Fee and commission income  | 2,843,438                         | (1,043,556)                     | 1,799,882                          |
| <b>Section 2. Other comprehensive income</b>   |                                   |                                 |                                    |
| 1. Profit (loss) for the reporting period  | 1,123,675                         | –                               | 1,123,675                          |
| 6. Total for items to be reclassified to profit or loss, including:                        | –                                 | 217                             | 217                                |
| 6.1 Change in revaluation reserve for financial assets available for sale                  | –                                 | 217                             | 217                                |
| 8. Other comprehensive income (loss) to be reclassified to profit or loss, less income tax | –                                 | 217                             | 217                                |
| 9. Other comprehensive income (loss) less income tax                                       | –                                 | 217                             | 217                                |
| 10. Financial result for the reporting period  | 1,123,675                         | 217                             | 1,123,892                          |

### 5. Accompanying information for balance sheet items

#### 5.1. Cash and cash equivalents

|   | <i>1 January 2017</i> | <i>1 January 2016</i> |
|---|-----------------------|-----------------------|
| Cash on hand  | 10                    | 10                    |
| Accounts with the Bank of Russia                        | 414,847               | 191,917               |
| Correspondent accounts with Russian credit institutions | 48,553                | 11,305                |
| Correspondent accounts with foreign banks               | 89,285                | 41,736                |
| <b>Total cash and cash equivalents</b>                  | <b>552,695</b>        | <b>244,968</b>        |

As of 1 January 2017 and 1 January 2016, balances of obligatory reserves with the CBR amounted to kRUR 29,397 and kRUR 11,646, respectively. The Bank is required to maintain an obligatory reserve deposit with the Bank of Russia at all times. The amount of obligatory reserves depends on the amount of funds raised by the Bank from customers. The regulatory documents of the Bank of Russia impose tight restrictions on the use of obligatory reserve balances by the Bank.

#### 5.2. Financial assets and liabilities at fair value through profit or loss

The table below presents the structure of financial assets at fair value through profit or loss by type of financial assets:

|   | <i>1 January 2017</i> | <i>1 January 2016</i> |
|---|-----------------------|-----------------------|
| <b>Total derivative financial instruments, including:</b>                         | <b>136,743</b>        | <b>2,881,955</b>      |
| Swap  |                       |                       |
| <i>Foreign currency (foreign exchange swaps)</i>                                  | –                     | 412,836               |
| <i>Foreign currency and interest rate (cross-currency interest rate swaps)</i>    | –                     | –                     |
| <i>Interest rate (interest rate swaps)</i>  | 136,743               | 2,469,119             |
| <b>Total investments in financial assets at fair value through profit or loss</b> | <b>136,743</b>        | <b>2,881,955</b>      |

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The table below presents the structure of financial liabilities at fair value through profit or loss by type of financial liabilities:

|   | 1 January 2017   | 1 January 2016 |
|---|------------------|----------------|
| <b>Total derivative financial instruments, including:</b>               | <b>3,097,474</b> | –              |
| Swap  |                  |                |
| Foreign currency (foreign exchange swaps)                               | 233,301          | –              |
| Foreign currency and interest rate (cross-currency interest rate swaps) | –                | –              |
| Interest rate (interest rate swaps)                                     | 2,864,173        | –              |
| <b>Total financial liabilities at fair value through profit or loss</b> | <b>3,097,474</b> | –              |

Derivative financial instruments measured using valuation techniques based on observable market inputs provided by information systems widely known in the market comprise foreign exchange swaps, cross-currency interest rate swaps and interest rate swaps. Swaps are valued using techniques for determining the present values of future flows.

### 5.3. Loans receivable and similar debt

Net loans receivable comprise loans issued to credit institutions, other legal entities and individuals. The Bank issues loans primarily to the residents of the Russian Federation.

Information by type of borrowers and economic activity:

|   | 1 January 2017    | 1 January 2016    |
|---|-------------------|-------------------|
| <b>Deposits with the Bank of Russia</b>   | <b>1,500,000</b>  | <b>500,000</b>    |
| <b>Loans to resident banks</b>  | <b>3,000,000</b>  | <b>4,200,000</b>  |
| Provisions for potential losses*  | (450,000)         | (140,000)         |
| <b>Loans to resident legal entities</b>   | <b>19,171</b>     | –                 |
| - Trade in automotive vehicles  | 19,171            | –                 |
| Provisions for potential losses*  | –                 | –                 |
| <b>Financing to resident legal entities against monetary claim assignment (factoring)</b> | <b>13,205,299</b> | <b>10,569,133</b> |
| - Trade in automotive vehicles  | 13,205,299        | 10,568,719        |
| - Financial intermediation  | –                 | 414               |
| Provisions for potential losses*  | (418,054)         | (324,886)         |
| <b>Loans to resident individuals</b>  | <b>43,154,438</b> | <b>34,368,478</b> |
| - Car loans   | 43,154,438        | 34,368,478        |
| Provisions for potential losses*  | (1,003,002)       | (619,112)         |
| <b>Total loans receivable</b>   | <b>60,878,908</b> | <b>49,637,611</b> |
| Total provisions for potential losses*  | (1,871,056)       | (1,083,998)       |
| <b>Total net loans receivable</b>   | <b>59,007,852</b> | <b>48,553,613</b> |

\* Amounts decreasing the item.

Information by term to maturity:

|  | 1 January 2017    | 1 January 2016    |
|--|-------------------|-------------------|
| <b>Deposits with the Bank of Russia</b>                        | <b>1,500,000</b>  | <b>500,000</b>    |
| - Up to 30 days  | 1,500,000         | 500,000           |
| <b>Loans to banks</b>  | <b>3,000,000</b>  | <b>4,200,000</b>  |
| - Up to 30 days  | 3,000,000         | 4,200,000         |
| Provisions for potential losses*                               | (450,000)         | (140,000)         |
| <b>Loans to legal entities</b>                                 | <b>19,171</b>     | –                 |
| Current (not past due) debt, including:                        | –                 | –                 |
| - From 31 to 90 days   | 19,171            | –                 |
| Provisions for potential losses*                               | –                 | –                 |
| <b>Financing against monetary claim assignment (factoring)</b> | <b>13,205,299</b> | <b>10,569,133</b> |
| Current (not past due) debt, including:                        | 13,201,590        | 10,502,291        |
| - Up to 30 days  | 1,376,413         | 918,791           |
| - From 31 to 90 days   | 10,679,896        | 8,153,483         |
| - From 91 to 180 days  | 1,139,513         | 1,430,017         |
| - From 181 days to 1 year                                      | 5,768             | –                 |
| Past due debt, including:                                      | 3,709             | 66,842            |
| - With indefinite maturity                                     | 3,709             | 66,842            |
| Provisions for potential losses*                               | (418,054)         | (324,886)         |

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|   |                    |                    |
|---|--------------------|--------------------|
| <b>Loans to individuals</b>                   | <b>43,154,438</b>  | <b>34,368,478</b>  |
| Current (not past due) debt, including:       | 42,864,852         | 34,264,371         |
| - Up to 30 days                               | 1,764,748          | 1,364,291          |
| - From 31 to 90 days                          | 3,190,511          | 2,347,446          |
| - From 91 to 180 days                         | 4,703,881          | 2,948,853          |
| - From 181 days to 1 year                     | 9,123,833          | 5,959,107          |
| - From 1 and 3 years                          | 21,450,793         | 19,006,483         |
| - From 3 and 5 years                          | 2,460,938          | 2,587,819          |
| - Over 5 years                                | 139,346            | 37,152             |
| - With indefinite maturity                    | 30,802             | 13,220             |
| Past due debt, including:                     | 289,586            | 104,107            |
| - With indefinite maturity                    | 289,586            | 104,107            |
| <i>Provisions for potential losses*</i>       | <i>(1,003,002)</i> | <i>(619,112)</i>   |
| <b>Total loans receivable</b>                 | <b>60,878,908</b>  | <b>49,637,611</b>  |
| <i>Total provisions for potential losses*</i> | <i>(1,871,056)</i> | <i>(1,083,998)</i> |
| <b>Total net loans receivable</b>             | <b>59,007,852</b>  | <b>48,553,613</b>  |

\* Amounts decreasing the item

As of 1 January 2017 and 1 January 2016, all issued loans were denominated in Russian rubles.

### 5.4. Financial investments in securities available for sale

Information by type of securities and term to maturity:

|   | 1 January 2017 | 1 January 2016 |
|---|----------------|----------------|
| <b>Debt obligations of the Russian Federation (OFZ), including:</b> | <b>102,052</b> | –              |
| - Up to 30 days   | –              | –              |
| - From 31 to 90 days  | –              | –              |
| - From 91 to 180 days   | 49,897         | –              |
| - From 181 days to 1 year   | –              | –              |
| - From 1 and 3 years  | 52,155         | –              |
| <b>Debt obligations of resident banks, including:</b>               | <b>100,651</b> | <b>200,321</b> |
| - Up to 30 days   | –              | 24,843         |
| - From 31 to 90 days  | –              | 74,236         |
| - From 91 to 180 days   | 41,308         | –              |
| - From 181 days to 1 year   | –              | –              |
| - From 1 and 3 years  | 59,343         | 101,242        |
| <b>Total securities available for sale</b>                          | <b>202,703</b> | <b>200,321</b> |

Investments in securities available for sale are carried at current (fair) value. The revaluation results are recorded in additional capital within other comprehensive income.

As of 1 January 2017 and 2016, securities available for sale are included in the lombard list of the Bank of Russia and may be used as collateral for the refinancing transactions of the Bank of Russia.

As of 1 January 2017 and 2016, the Bank had no securities provided as collateral under sale and repurchase agreements.

During 2016, the Bank did not reclassify securities available for sale.

### 5.5. Fixed assets, intangible assets and inventories

Information as of 1 January 2017:

|   | <i>Office<br/>equipment and<br/>computers</i> | <i>Vehicles</i> | <i>Inventories</i> | <i>Intangible<br/>assets</i> | <i>Capital<br/>investments</i> | <i>Total</i>   |
|---|---|-----------------|--------------------|------------------------------|--------------------------------|----------------|
| Cost at 1 January 2016                                    | 33,897  | 3,090           | 261                | 3,411                        | –                              | 40,659         |
| Accumulated depreciation / amortization                   | 24,419  | 2,081           | –                  | 904                          | –                              | 27,404         |
| <b>Net book value at 1 January 2016</b>                   | <b>9,478</b>                                  | <b>1,009</b>    | <b>261</b>         | <b>2,507</b>                 | <b>–</b>                       | <b>13,255</b>  |
| Reclassification  | –   | –               | –                  | 513,754                      | –                              | 513,754        |
| <b>Net book value at 1 January after reclassification</b> | <b>9,478</b>                                  | <b>1,009</b>    | <b>261</b>         | <b>516,261</b>               | <b>–</b>                       | <b>527,009</b> |

## Translation of the original Russian version

|   | <i>Office<br/>equipment and<br/>computers</i> | <i>Vehicles</i> | <i>Inventories</i> | <i>Intangible<br/>assets</i> | <i>Capital<br/>investments</i> | <i>Total</i>   |
|---|---|-----------------|--------------------|------------------------------|--------------------------------|----------------|
| Additions   | 19,171  | 2,112           | 12,368             | 94,168                       | –                              | 127,819        |
| Disposals at cost   | –   | –               | 12,606             | –                            | –                              | 12,606         |
| Disposals of<br>accumulated<br>depreciation /<br>amortization | –   | –               | –                  | –                            | –                              | –              |
| Depreciation /<br>amortization charges                        | 12,187  | 1,050           | –                  | 191,449                      | –                              | 204,686        |
| <b>Net book value<br/>at 1 January 2017</b>                   | <b>16,462</b>                                 | <b>2,071</b>    | <b>23</b>          | <b>418,980</b>               | <b>–</b>                       | <b>437,536</b> |
| Cost at 1 January<br>2017                                     | 53,068  | 5,202           | 23                 | 611,333                      | –                              | 669,626        |
| Accumulated<br>depreciation /<br>amortization                 | 36,606  | 3,131           | –                  | 192,353                      | –                              | 232,090        |

Information as of 1 January 2016:

|   | <i>Office<br/>equipment and<br/>computers</i> | <i>Vehicles</i> | <i>Inventories</i> | <i>Intangible<br/>assets</i> | <i>Capital<br/>investments</i> | <i>Total</i>  |
|---|---|-----------------|--------------------|------------------------------|--------------------------------|---------------|
| Cost at 1 January<br>2015                                     | 37,677  | 3,090           | 492                | 3,084                        | –                              | 44,343        |
| Accumulated<br>depreciation /<br>amortization                 | 13,555  | 1,047           | –                  | 242                          | –                              | 14,844        |
| <b>Net book value<br/>at 1 January 2015</b>                   | <b>24,122</b>                                 | <b>2,043</b>    | <b>492</b>         | <b>2,842</b>                 | <b>–</b>                       | <b>29,499</b> |
| Additions   | 1,492   | –               | 14,951             | 327                          | –                              | 16,770        |
| Disposals at cost   | 5,272   | –               | 15,182             | –                            | –                              | 20,454        |
| Disposals of<br>accumulated<br>depreciation /<br>amortization | 1,500   | –               | –                  | –                            | –                              | 1,500         |
| Depreciation /<br>amortization<br>charges                     | 12,364  | 1,034           | –                  | 662                          | –                              | 14,060        |
| <b>Net book value<br/>at 1 January 2016</b>                   | <b>9,478</b>                                  | <b>1,009</b>    | <b>261</b>         | <b>2,507</b>                 | <b>–</b>                       | <b>13,255</b> |
| Cost at 1 January<br>2016                                     | 33,897  | 3,090           | 261                | 3,411                        | –                              | 40,659        |
| Accumulated<br>depreciation /<br>amortization                 | 24,419  | 2,081           | –                  | 904                          | –                              | 27,404        |

As of 1 January 2017 and 2016, the Bank had no fixed assets that were temporarily not used in principal activities, including those pledged as collateral for liabilities.

### 5.6. Other assets

|   | <i>1 January 2017</i> | <i>1 January 2016</i> |
|---|-----------------------|-----------------------|
| <b>Other financial assets</b>                                   |                       |                       |
| Interest on loans   | 223,458               | 182,768               |
| Accrued fees and commissions                                    | 198,358               | 196,476               |
| Receivables under car loans subsidizing program                 | 51,155                | 128,935               |
| Other receivables   | 5,407                 | 752                   |
| <b>Total other financial assets</b>                             | <b>478,378</b>        | <b>508,931</b>        |
| <b>Other non-financial assets</b>                               |                       |                       |
| Taxes and payroll settlements                                   | 20,601                | 37,426                |
| Social insurance and security settlements                       | 890                   | –                     |
| Settlements with suppliers (advance payments)                   | 144,956               | 174,762               |
| Prepaid expenses  | 10,380                | 531,134               |
| <b>Total other non-financial assets</b>                         | <b>176,827</b>        | <b>743,322</b>        |
| <b>Total other assets before provision for potential losses</b> | <b>655,205</b>        | <b>1,252,253</b>      |

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|   | 1 January 2017 | 1 January 2016   |
|---|----------------|------------------|
| <i>Provisions for potential losses on other assets*</i> | (69,920)       | (27,549)         |
| <b>Total other assets</b>                               | <b>585,285</b> | <b>1,224,704</b> |

\* Amounts decreasing the item

Information by type of other assets and term to maturity:

|   | 1 January 2017 | 1 January 2016   |
|---|----------------|------------------|
| <b>Other financial assets</b>                                   | <b>478,378</b> | <b>508,931</b>   |
| Current (not past due) debt, including:                         | 468,010        | 501,261          |
| - Up to 30 days   | 462,603        | 500,509          |
| - With indefinite maturity                                      | 5,407          | 752              |
| Past due debt, including:                                       | 10,368         | 7,670            |
| - With indefinite maturity                                      | 10,368         | 7,670            |
| <i>Provisions for potential losses*</i>                         | (65,955)       | (8,118)          |
| <b>Other non-financial assets</b>                               | <b>176,827</b> | <b>743,322</b>   |
| Current (not past due) debt, including:                         | 176,827        | 723,891          |
| - Up to 30 days   | 36,024         | 107,112          |
| - From 31 to 90 days  | 87,754         | 40,589           |
| - From 91 to 180 days   | -              | 22,821           |
| - From 181 days to 1 year                                       | 32,946         | 18,971           |
| - From 1 and 3 years  | 20,103         | 520,156          |
| - From 3 and 5 years  | -              | 14,242           |
| - With indefinite maturity                                      | -              | -                |
| Past due debt, including:                                       | -              | 19,431           |
| - With indefinite maturity                                      | -              | 19,431           |
| <i>Provisions for potential losses*</i>                         | -              | (19,431)         |
| <b>Total other assets before provision for potential losses</b> | <b>655,205</b> | <b>1,252,253</b> |
| <i>Provisions for potential losses on other assets*</i>         | (69,920)       | (27,549)         |
| <b>Total other assets</b>                                       | <b>585,285</b> | <b>1,224,704</b> |

As of 1 January 2017 and 2016, all other assets were denominated in Russian rubles.

Other assets in the balance sheet as of 1 January 2016 were adjusted for an amount of kRUR 513,754 due to the revision of the approach to the recognition of intangible assets (see Note 3.6).

### 5.7. Deposits received from the Bank of Russia

Analysis of deposits received from the Bank of Russia by term to maturity:

|  | 1 January 2017 | 1 January 2016   |
|--|----------------|------------------|
| <b>Deposits received from the Bank of Russia, including:</b> | <b>-</b>       | <b>2,000,000</b> |
| - From 31 to 90 days   | -              | -                |
| - From 91 to 180 days  | -              | 2,000,000        |
| <b>Total deposits received from the Bank of Russia</b>       | <b>-</b>       | <b>2,000,000</b> |

### 5.8. Amounts due to credit institutions

Information by term to maturity:

|  | 1 January 2017    | 1 January 2016    |
|--|-------------------|-------------------|
| <b>Loans and deposits received from resident banks, including:</b>     | <b>13,505,000</b> | <b>16,135,000</b> |
| - Up to 30 days  | -                 | 635,000           |
| - From 31 to 90 days   | 5,500,000         | 2,500,000         |
| - From 91 to 180 days  | 2,005,000         | 9,500,000         |
| - From 181 days to 1 year  | 4,000,000         | 2,000,000         |
| - From 1 and 3 years   | 2,000,000         | 1,500,000         |
| <b>Loans and deposits received from non-resident banks, including:</b> | <b>13,400,331</b> | <b>10,360,636</b> |
| - From 31 to 90 days   | -                 | -                 |
| - From 91 to 180 days  | -                 | -                 |
| - From 181 days to 1 year  | 3,828,666         | -                 |
| - From 1 and 3 years   | 9,571,665         | 10,360,636        |
| <b>Total amounts due to credit institutions</b>                        | <b>26,905,331</b> | <b>26,495,636</b> |

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### 5.9. Amounts due to customers other than credit institutions

Information by type of funding and term to maturity:

|   | 1 January 2017    | 1 January 2016    |
|---|-------------------|-------------------|
| <b>Resident legal entities, including:</b>        | <b>703,442</b>    | <b>47,412</b>     |
| Settlements on factoring transactions, including: | 12,265            | 9,212             |
| - Up to 30 days                                   | 12,265            | 9,212             |
| Term deposits, including:                         | 650,625           | 38,200            |
| - Up to 30 days                                   | 8,400             | –                 |
| - From 31 to 90 days                              | 2,620             | –                 |
| - From 91 to 180 days                             | 178,830           | –                 |
| - From 181 days to 1 year                         | 460,775           | 38,200            |
| - From 1 and 3 years                              | –                 | –                 |
| Demand deposits:                                  | 40,552            | –                 |
| <b>Non-resident legal entities, including:</b>    | <b>10,829,832</b> | <b>12,391,566</b> |
| Term deposits, including:                         | 10,829,832        | 12,391,566        |
| - Up to 30 days                                   | –                 | –                 |
| - From 31 to 90 days                              | –                 | –                 |
| - From 91 to 180 days                             | –                 | –                 |
| - From 181 days to 1 year                         | 3,628,268         | –                 |
| - From 1 and 3 years                              | 7,201,564         | 12,391,566        |
| <b>Resident individuals, including:</b>           | <b>1,393,541</b>  | <b>1,040,267</b>  |
| Current accounts, including:                      | 1,393,541         | 1,040,267         |
| - With indefinite maturity                        | 1,393,541         | 1,040,267         |
| <b>Total amounts due to customers</b>             | <b>12,926,815</b> | <b>13,479,245</b> |

Information by type of economic activity:

|  | 1 January 2017    | 1 January 2016    |
|--|-------------------|-------------------|
| <b>Resident legal entities, including:</b>     | <b>703,442</b>    | <b>47,412</b>     |
| - Trade in automotive vehicles                 | 112,890           | 47,412            |
| - Financial intermediation                     | 590,552           | –                 |
| <b>Non-resident legal entities, including:</b> | <b>10,829,832</b> | <b>12,391,566</b> |
| - Financial intermediation                     | 10,829,832        | 12,391,566        |
| <b>Resident individuals</b>                    | <b>1,393,541</b>  | <b>1,040,267</b>  |
| <b>Total amounts due to customers</b>          | <b>12,926,815</b> | <b>13,479,245</b> |

### 5.10. Debt securities issued

Information on the amount and structure of securities issued as of 1 January 2017:

| Bonds  |           | Date of placement | Date of maturity                 | Coupon rate per annum, %  | Principal amount, kRUR | Interest / discount accrued, kRUR | Total, kRUR |
|--------|-----------|-------------------|----------------------------------|---|------------------------|-----------------------------------|-------------|
| Series | Number    |                   |                                  |   |                        |                                   |             |
| 01     | 40100170B | 5 July 2016       | 9 July 2021, offer – 7 July 2018 | 10.4% – the rate is determined for 4 coupon periods. The rate for the subsequent coupon periods will be determined in accordance with the issuance documents. | 5,000,000              | 255,000                           | 5,255,000   |

As of 1 January 2017 and 2016, the Bank had no overdue or restructured debt obligations.

## Translation of the original Russian version

### 5.11. Other liabilities

|   | 1 January 2017   | 1 January 2016   |
|---|------------------|------------------|
| <b>Other financial liabilities</b>                |                  |                  |
| Interest payable                                  | 1,181,844        | 833,192          |
| Interest and coupons payable on securities issued | 255,000          | –                |
| Other accounts payable                            | 15,214           | 13,930           |
| <b>Total other financial liabilities</b>          | <b>1,452,058</b> | <b>847,122</b>   |
| <b>Other non-financial liabilities</b>            |                  |                  |
| Taxes payable                                     | 257,726          | 4,478            |
| VAT payable                                       | 722              | 149,295          |
| Trade payables                                    | 513,269          | 570,723          |
| Social insurance and security settlements         | 13,431           | –                |
| Payables to the Deposit Insurance Agency          | 1,483            | 885              |
| Long-term employee benefits payable               | 53,818           | 181,103          |
| Dividends payable                                 | –                | –                |
| Non-credit related provisions                     | 146,209          | –                |
| <b>Total other non-financial liabilities</b>      | <b>986,658</b>   | <b>906,484</b>   |
| <b>Total other liabilities</b>                    | <b>2,438,716</b> | <b>1,753,606</b> |

Analysis of other liabilities by remaining maturities:

|  | 1 January 2017   | 1 January 2016   |
|--|------------------|------------------|
| <b>Other financial liabilities</b>     | <b>1,452,058</b> | <b>847,122</b>   |
| - Up to 30 days                        | 269,034          | 134,751          |
| - From 31 to 90 days                   | 383,378          | 58,495           |
| - From 91 to 180 days                  | 151,211          | 349,838          |
| - From 181 days to 1 year              | 380,608          | 115,282          |
| - From 1 and 3 years                   | 265,895          | 187,789          |
| - With indefinite maturity             | 1,932            | 967              |
| <b>Other non-financial liabilities</b> | <b>986,658</b>   | <b>906,484</b>   |
| - Up to 30 days                        | 208,194          | 6,455            |
| - From 31 to 90 days                   | 578,347          | 153,773          |
| - From 91 to 180 days                  | –                | –                |
| - From 181 days to 1 year              | –                | –                |
| - From 1 and 3 years                   | 53,818           | 163,492          |
| - With indefinite maturity             | 146,209          | 582,764          |
| <b>Total other liabilities</b>         | <b>2,438,716</b> | <b>1,753,606</b> |

As of 1 January 2017, the major portion of other liabilities was denominated in Russian rubles. As of 1 January 2016, other liabilities denominated in foreign currency amounted to kRUR 138,641.

### 5.12. Sources of equity

|   | 1 January 2017    | 1 January 2016   |
|---|-------------------|------------------|
| Shareholders' (participants') equity                      | 3,269,000         | 3,269,000        |
| Share premium   | 5,580,800         | 5,580,800        |
| Reserve fund  | 67,190            | 11,006           |
| Fair value remeasurement of securities available for sale | 546               | 173              |
| Retained earnings (loss) of prior years                   | 292,157           | 739,531          |
| Unutilized profit for the reporting period                | 1,807,879         | –                |
| <b>Total equity</b>                                       | <b>11,017,572</b> | <b>9,600,510</b> |

As of 1 January 2017 and 2016, the structure of the Bank's share capital remained unchanged. During 2016, the Bank did not buy back its shares from shareholders. The Bank's share capital consists of 2,335,000 authorized placed ordinary book-entry registered shares with a nominal value of 1,400 rubles per share. Each ordinary share carries one vote. All issued ordinary shares are fully paid.



## Translation of the original Russian version

### 5.13. Off-balance sheet credit-related liabilities and derivative financial instruments

The Bank enters into transactions with derivative financial instruments. The table below shows the fair values of derivative financial instruments recorded as assets or liabilities, together with their nominal value. The nominal value shows the volume of transactions outstanding at the year-end and does not indicate a credit risk.

Analysis of off-balance sheet liabilities by remaining maturities:

|  | <i>Fair value</i> |                    | <i>Nominal value</i> |                    |
|--|-------------------|--------------------|----------------------|--------------------|
|  | <i>Assets</i>     | <i>Liabilities</i> | <i>Claims</i>        | <i>Liabilities</i> |
| <b>At 1 January 2017</b>   |                   |                    |                      |                    |
| <b>Total foreign exchange contracts, including:</b>                  | –                 | 233,301            | 540,197              | 854,414            |
| Foreign exchange swaps   |                   |                    |                      |                    |
| - From 31 to 90 days   | –                 | –                  | –                    | –                  |
| - From 91 to 180 days  | –                 | –                  | –                    | –                  |
| - From 181 days to 1 year  | –                 | –                  | –                    | –                  |
| - From 1 and 3 years   | –                 | 233,301            | 540,197              | 854,414            |
| <b>Total interest rate contracts, including:</b>                     | <b>136,743</b>    | <b>2,864,173</b>   | <b>22,767,265</b>    | <b>28,062,265</b>  |
| Cross-currency interest rate swaps                                   |                   |                    |                      |                    |
| - Up to 30 days  | –                 | –                  | 149,306              | 3,312,589          |
| - From 31 to 90 days   | –                 | –                  | 127,405              | –                  |
| - From 91 to 180 days  | 136,743           | 426,042            | 4,466,777            | 4,976,655          |
| - From 181 days to 1 year  | –                 | 1,077,418          | 7,622,618            | 7,404,185          |
| - From 1 to 3 years  | –                 | 1,360,713          | 10,401,159           | 12,368,836         |
| <b>Total undrawn loan facilities, including by term to maturity:</b> | –                 | –                  | –                    | <b>829</b>         |
| - With indefinite maturity   | –                 | –                  | –                    | 829                |
| <b>Total off-balance sheet liabilities</b>                           | <b>136,743</b>    | <b>3,097,474</b>   | <b>23,307,462</b>    | <b>28,917,508</b>  |

|   | <i>Fair value</i> |                    | <i>Nominal value</i> |                    |
|---|-------------------|--------------------|----------------------|--------------------|
|   | <i>Assets</i>     | <i>Liabilities</i> | <i>Claims</i>        | <i>Liabilities</i> |
| <b>At 1 January 2016</b>                            |                   |                    |                      |                    |
| <b>Total foreign exchange contracts, including:</b> | <b>412,836</b>    | –                  | <b>3,094,140</b>     | <b>2,915,862</b>   |
| Foreign exchange swaps                              |                   |                    |                      |                    |
| - From 31 to 90 days                                | –                 | –                  | –                    | –                  |
| - From 91 to 180 days                               | 143,903           | –                  | 622,722              | 498,716            |
| - From 181 days to 1 year                           | 268,933           | –                  | 2,471,418            | 2,417,146          |
| <b>Total interest rate contracts, including:</b>    | <b>2,469,119</b>  | –                  | <b>18,739,790</b>    | <b>18,569,831</b>  |
| Cross-currency interest rate swaps                  |                   |                    |                      |                    |
| - From 181 days to 1 year                           | 612,013           | –                  | 7,420,030            | 7,531,228          |
| - From 1 to 3 years                                 | 1,857,106         | –                  | 11,319,760           | 11,038,603         |
| <b>Total off-balance sheet liabilities</b>          | <b>2,881,955</b>  | –                  | <b>21,833,930</b>    | <b>21,485,693</b>  |

The above swap transactions were entered into with foreign counterparties.

## 6. Accompanying information for the statement of income

### 6.1. Interest income and expense

|                                      | <i>1 January 2017</i> | <i>1 January 2016</i> |
|--------------------------------------|-----------------------|-----------------------|
| <b>Interest income</b>               |                       |                       |
| Loans to legal entities              | 1,975,266             | 1,353,609             |
| Loans to individuals                 | 6,200,197             | 4,354,358             |
| Loans to banks                       | 667,590               | 470,147               |
| Securities available for sale        | 19,533                | 8,559                 |
| <b>Total interest income</b>         | <b>8,862,586</b>      | <b>6,186,673</b>      |
| <b>Interest expense</b>              |                       |                       |
| <i>Deposits from legal entities*</i> | (422,328)             | (199,914)             |
| <i>Deposits from banks*</i>          | (2,438,445)           | (2,030,782)           |
| <i>Debt obligations issued*</i>      | (255,000)             | –                     |
| <b>Total interest expense</b>        | <b>(3,115,773)</b>    | <b>(2,230,696)</b>    |
| <b>Total net interest income</b>     | <b>5,746,813</b>      | <b>3,955,977</b>      |

\* Amounts decreasing the item.

## Translation of the original Russian version

### 6.2. Fee and commission income and expense

|  | 1 January 2017   | 1 January 2016   |
|--|------------------|------------------|
| <b>Fee and commission income</b>           |                  |                  |
| Fee on agency services                     | 1,852,718        | 1,749,646        |
| Other transactions                         | 298,419          | 50,236           |
| <b>Total fee and commission income</b>     | <b>2,151,137</b> | <b>1,799,882</b> |
| <b>Fee and commission expense</b>          |                  |                  |
| Foreign currency transactions*             | –                | –                |
| Money transfer services*                   | (123,745)        | (110,234)        |
| Cash and settlement services*              | (1,455)          | (1,318)          |
| Depository services*                       | (20)             | (45)             |
| Other transactions*                        | (2,930)          | (23,048)         |
| <b>Total fee and commission expense</b>    | <b>(128,150)</b> | <b>(134,645)</b> |
| <b>Total net fee and commission income</b> | <b>2,022,987</b> | <b>1,665,237</b> |

\* Amounts decreasing the item.

### 6.3. Net gains from financial assets at fair value through profit or loss

|   | 1 January 2017     | 1 January 2016   |
|---|--------------------|------------------|
| Gains from derivative financial instruments   | 131,323            | 3,943,436        |
| Losses from derivative financial instruments* | (6,757,145)        | (181,966)        |
| <b>Total net gains from financial assets</b>  | <b>(6,625,822)</b> | <b>3,761,470</b> |

\* Amounts decreasing the item.

### 6.4. Net gains from securities available for sale

|  | 1 January 2017 | 1 January 2016 |
|--|----------------|----------------|
| Gains from securities available for sale   | 34             | 38             |
| Losses from securities available for sale* | (63)           | (98)           |
| <b>Total net gains from securities</b>     | <b>(29)</b>    | <b>(60)</b>    |

\* Amounts decreasing the item.

### 6.5. Net gains from dealing in foreign currencies

|   | 1 January 2017   | 1 January 2016   |
|---|------------------|------------------|
| Gains from purchase and sale of foreign currency by electronic transfer   | 247              | 4,648            |
| Losses from purchase and sale of foreign currency by electronic transfer* | (261,339)        | (549,985)        |
| <b>Total net gains from dealing in foreign currencies</b>                 | <b>(261,092)</b> | <b>(545,337)</b> |

\* Amounts decreasing the item.

### 6.6. Net gains from foreign currency translation

|  | 1 January 2017   | 1 January 2016     |
|--|------------------|--------------------|
| Gains from revaluation of amounts in foreign currency    | 31,714,487       | 19,591,044         |
| Losses from revaluation of amounts in foreign currency*  | (27,466,556)     | (24,726,206)       |
| <b>Total net gains from foreign currency translation</b> | <b>4,247,931</b> | <b>(5,135,162)</b> |

\* Amounts decreasing the item.

## Translation of the original Russian version

### 6.7. Information on charge (reversal) of provisions for potential losses

|   | 1 January 2017      | 1 January 2016     |
|---|---------------------|--------------------|
| <b>Charge of provisions for potential losses from loans receivable and similar debt, including:</b> | <b>(787,058)</b>    | <b>(878,525)</b>   |
| Income from reversal of provisions for potential losses   | 18,417,154          | 4,930,140          |
| <i>Charges to provisions for potential losses*</i>  | <i>(19,204,212)</i> | <i>(5,808,665)</i> |
| <b>Charge of provisions for potential losses from interest income, including:</b>                   | <b>(53,791)</b>     | <b>(6,515)</b>     |
| Income from reversal of provisions for potential losses   | 709,173             | 34,067             |
| <i>Charges to provisions for potential losses*</i>  | <i>(762,964)</i>    | <i>(40,582)</i>    |
| <b>Total charge of provisions for potential losses</b>  | <b>(840,849)</b>    | <b>(885,040)</b>   |

\* Amounts decreasing the item.

|  | 1 January 2017   | 1 January 2016 |
|--|------------------|----------------|
| <b>Charge of provisions for other losses, including:</b> | <b>(134,789)</b> | -              |
| Income from reversal of provisions for potential losses  | 78,602           | -              |
| <i>Charges to provisions for potential losses*</i>       | <i>(213,391)</i> | <i>-</i>       |

\* Amounts decreasing the item.

Analysis of movements in provisions for potential losses from loans receivable and similar debt, and other assets for 2016 is presented in the table below:

|  |                  |
|--|------------------|
| <b>Balance at 1 January 2016, including:</b>                               | <b>1,111,547</b> |
| - Loans receivable and similar debt  | 1,083,998        |
| - Interest income  | 7,538            |
| - Other assets   | 20,011           |
| <b>Change in provisions, including:</b>                                    | <b>975,638</b>   |
| Charge of provisions, including:   | 20,180,567       |
| - Issue of new loans   | 14,013,642       |
| - Change in loan quality   | 2,811,587        |
| - Changes in the official exchange rate of a foreign currency to the ruble | -                |
| - Other reasons  | 3,355,338        |
| Reversal of provisions, including:   | (19,204,929)     |
| - Write-off of bad debts   | -                |
| - Repayment of loans   | (12,549,964)     |
| - Change in loan quality   | (4,286,607)      |
| - Changes in the official exchange rate of a foreign currency to the ruble | -                |
| - Other reasons  | 2,368,358        |
| <b>Balance at 1 January 2017, including:</b>                               | <b>2,087,185</b> |
| - Loans receivable and similar debt  | 1,871,056        |
| - Interest income  | 61,329           |
| - Other assets   | 8,591            |
| - Non-credit related provisions  | 146,209          |

\* Amounts decreasing the item

### 6.8. Other operating income

|                                     | 1 January 2017 | 1 January 2016 |
|-------------------------------------|----------------|----------------|
| <b>Other operating income</b>       |                |                |
| Property lease                      | 832            | 696            |
| Other income                        | 96,090         | 27,780         |
| <b>Total other operating income</b> | <b>96,922</b>  | <b>28,476</b>  |

## Translation of the original Russian version

### 6.9. Operating expenses

|  | 1 January 2017   | 1 January 2016   |
|--|------------------|------------------|
| <b>Operating expenses</b>                      |                  |                  |
| Debt securities issued                         | 22,719           | –                |
| Staff costs                                    | 397,473          | 445,981          |
| Payroll related taxes                          | 87,571           | 80,417           |
| Depreciation / amortization                    | 204,685          | 14,060           |
| Repair and maintenance of fixed assets         | 19,702           | 23,148           |
| Inventory write-off                            | 7,986            | 4,376            |
| Disposal (sale) of property                    | –                | 3,784            |
| Non-exclusive rights for software              | 12,608           | 150,106          |
| Rent expenses                                  | 72,937           | 90,965           |
| Communication services                         | 38,636           | 16,575           |
| Security                                       | 1,702            | 1,703            |
| Business travel expenses                       | 21,871           | 16,309           |
| Insurance                                      | 5,256            | 2,780            |
| Audit  | 15,716           | 5,837            |
| Advertising and marketing, entertainment       | 16,941           | 51,505           |
| Training, participation in conferences         | 1,904            | 342              |
| Information and technological services         | 68,006           | 53,838           |
| Agency fee                                     | 222,533          | 311,528          |
| Information and advisory services              | 54,325           | 42,325           |
| Legal services                                 | 6,522            | 5,387            |
| Business development and professional services | 447,450          | 23,859           |
| Other operating expenses                       | 74,763           | 42,990           |
| <b>Total operating expenses</b>                | <b>1,801,306</b> | <b>1,387,815</b> |

### 6.10. Tax expense

|   | 1 January 2017   | 1 January 2016   |
|---|------------------|------------------|
| <b>Expenses by type of taxes and levies, including:</b> |                  |                  |
| Income tax  | 648,954          | 546,204          |
| Increase in income tax by deferred income tax           | –                | 84,707           |
| <i>Decrease in income tax by deferred tax*</i>          | <i>(147,518)</i> | <i>(421,066)</i> |
| VAT   | 136,512          | 122,771          |
| Property tax  | 216              | 165              |
| Other taxes and levies                                  | 4,723            | 1,290            |
| <b>Total tax expense</b>                                | <b>642,887</b>   | <b>334,071</b>   |

\* Amounts decreasing the item

### 6.11. Other comprehensive income

|   | 1 January 2017 | 1 January 2016 |
|---|----------------|----------------|
| <b>Other comprehensive income, including:</b>   |                |                |
| Increase in the fair value of securities available for sale   | 721            | 721            |
| <i>Decrease in the fair value of securities available for sale*</i>                                       | <i>(288)</i>   | <i>(542)</i>   |
| Transfer of the accumulated decrease in the fair value of securities available for sale to profit or loss | 34             | 38             |
| <b>Total other comprehensive income</b>   | <b>467</b>     | <b>217</b>     |

\* Amounts decreasing the item

## 7. Accompanying information for the statement of cash flows

### 7.1. Information on cash flows

|  | 1 January 2017 | 1 January 2016 |
|--|----------------|----------------|
| Net cash from (used in) operating activities | 831,049        | (665,340)      |
| Net cash from (used in) investing activities | (114,990)      | (185,626)      |
| Net cash from (used in) financing activities | (391,189)      | –              |

## Translation of the original Russian version

|  | 1 January 2017 | 1 January 2016   |
|--|----------------|------------------|
| Effect of changes in the official exchange rates of foreign currencies to the ruble set by the Bank of Russia on cash and cash equivalents | (17,143)       | (60,166)         |
| <b>Increase (decrease) in cash and cash equivalents</b>  | <b>307,727</b> | <b>(911,132)</b> |
| Cash and cash equivalents at the beginning of the reporting period   | 244,968        | 1,156,100        |
| Cash and cash equivalents at the end of the reporting period   | 552,695        | 244,968          |

In 2016 and 2015, the Bank had no cash unavailable for use, except for the amounts deposited with the Bank of Russia as the obligatory reserves fund.

The Bank conducts standard transactions in financial markets, including with the Bank of Russia, within the limits set by counterparties for each other and for each type of transactions.

In 2016, the Bank mainly used cash to purchase securities categorized as "available for sale", issue loans and pay interest. The main sources of cash in the reporting period were interest received and increases in customer accounts. The cash outflow for the Bank's financing activities is related to the payment of dividends on the Bank's shares for 2015 in the amount of kRUR 391,189.

### 8. Accompanying information for the statement of capital adequacy

#### 8.1. Equity (capital)

The information on equity (capital) is presented in accordance with Regulation No. 395-P of the Bank of Russia:

|  | 1 January 2017   | 1 January 2016   |
|--|------------------|------------------|
| Share capital (ordinary shares)  | 3,269,000        | 3,269,000        |
| Share premium  | 5,580,800        | 5,580,800        |
| Reserve fund   | 67,190           | 11,006           |
| Profit of prior years (audited)  | 292,157          | 739,531          |
| <i>Loss of the current year*</i>   | –                | (530,961)        |
| <i>Loss of prior years*</i>  | –                | –                |
| <i>Intangible assets*</i>  | (251,388)        | (1,003)          |
| <i>Negative additional paid-in capital*</i>  | (454,294)        | (1,504)          |
| <b>Core capital</b>  | <b>8,503,465</b> | <b>9,066,869</b> |
| <i>Intangible assets*</i>  | (167,592)        | (1,504)          |
| <i>Negative additional paid-in capital*</i>  | (286,702)        | –                |
| <b>Additional paid-in capital</b>  | –                | –                |
| <b>Main capital</b>  | <b>8,503,465</b> | <b>9,066,869</b> |
| Profit of the current year (unaudited)   | 1,798,045        | –                |
| <i>Income not recognized as a source of capital and representing amounts due to the credit institution</i> | (2,080,824)      | –                |
| <i>Shortfall of provision on loans receivable</i>  | (3,923)          | –                |
| <b>Additional capital</b>  | –                | –                |
| <b>Equity (capital)</b>  | <b>8,503,465</b> | <b>9,066,869</b> |

\* Amounts decreasing the item

The Bank calculates the amount of Basel III regulatory capital on the basis of Regulation No. 395-P of the Bank of Russia. Basel III establishes three tiers of capital: core, main and total. Main capital is the sum of core capital and additional paid-in capital. Total capital is the sum of main capital and additional capital.

The main sources of the Bank's core capital include the share capital and share premium of kRUR 8,849 800, the reserve fund of kRUR 67,190 and the prior years' retained earnings of kRUR 292,157. Intangible assets (60%) reduce the core capital by kRUR 251,388.

Currently, the Bank has no sources of additional paid-in capital (perpetual subordinated loans or perpetual subordinated bonds which may be accounted for within additional paid-in capital, as permitted by the Bank of Russia). 40% of intangible assets in the amount of kRUR 167,592 reduce the additional paid-in capital.

The Bank's additional capital is represented by:

- Profit for 2016 which is not confirmed by auditors (kRUR 1,807,879).
- Fair value remeasurement of securities available for sale (kRUR 482).

## Translation of the original Russian version

Sources reducing additional capital comprise:

- Prepaid expenses (kRUR 10,380).
- Income not recognized as a source of capital and representing amounts due to the credit institution (income from payments by insurance companies (agency fees) under the program for the insurance of borrowers (for insurance amounts paid by borrowers using the funds received from the credit institution)) (kRUR 2,080,824).
- Additional provision for loans receivable and similar debt in accordance with the instruction received from the Bank of Russia (kRUR 3,923).

### 8.2. Reconciliation of regulatory capital with accounting data

| <i>Item</i>   | <i>Balance sheet<br/>Form 0409806</i> | <i>Line No.</i> | <i>Statement of<br/>capital adequacy<br/>Form 0409808</i> | <i>Line No.</i> |
|---|---------------------------------------|-----------------|---|-----------------|
| <b>Core capital</b>   | <b>9,209,147</b>                      |                 | <b>9,209,147</b>  | <b>6</b>        |
| Share capital, share premium  | 8,849,800                             | 24.26           | 8,849,800   | 1.1.1           |
| Reserve fund  | 67,190                                | 27              | 67,190  | 3               |
| Profit of prior years (audited)   | 292,157                               | 33              | 292,157   | 2.1             |
| <b>Instruments decreasing core capital</b>  | <b>705,682</b>                        |                 | <b>705,682</b>  | <b>28</b>       |
| Intangible assets   | 251,388                               | 10              | 251,388   | 9               |
| Negative amount of additional paid-in capital   | 454,294                               | 10, 12, 28, 34  | 454,294   | 27              |
| <b>Additional paid-in capital</b>   | <b>–</b>                              |                 | <b>–</b>  | <b>36</b>       |
| <b>Instruments decreasing additional paid-in capital</b>  | <b>454,294</b>                        |                 | <b>454,294</b>  |                 |
| Intangible assets   | 167,592                               | 10              | 167,592   | 41.1.1          |
| Negative amount of additional paid-in capital   | 286,702                               | 12, 28, 34      | 286,702   | 41.1.5          |
| <b>Additional capital:</b>  | <b>1,798,527</b>                      |                 | <b>1,798,527</b>  | <b>46</b>       |
| Profit of the current year (unaudited)  | 1,798,045                             | 34              | 1,798,045   | 46              |
| Fair value remeasurement of securities available for sale   | 482                                   | 28              | 482   | 46              |
| <b>Instruments decreasing additional capital</b>  | <b>2,095,127</b>                      |                 | <b>2,095,127</b>  | <b>46</b>       |
| Prepaid expenses  | 10,380                                | 12              | 10,380  | 46              |
| Income not recognized as a source of capital and representing amounts due to the credit institution | 2,080,824                             | 33.34           | 2,080,824   | 46              |
| Shortfall of provision on loans receivable  | 3,923                                 | 34              | 3,923   | 46              |
| <b>Total core capital</b>   | <b>8,503,465</b>                      | <b>x</b>        | <b>8,503,465</b>  | <b>29</b>       |
| <b>Total additional capital</b>   | <b>–</b>                              | <b>x</b>        | <b>–</b>  | <b>44</b>       |
| <b>Total main capital</b>   | <b>8,503,465</b>                      | <b>x</b>        | <b>8,503,465</b>  | <b>45</b>       |
| <b>Total equity (capital)</b>   | <b>8,503,465</b>                      | <b>x</b>        | <b>8,503,465</b>  | <b>59</b>       |

### 8.3. Information on capital instruments

|                                       | <i>1 January 2017</i> | <i>1 January 2016</i> |
|---------------------------------------|-----------------------|-----------------------|
| <b>Ordinary shares</b>                |                       |                       |
| Nominal value of cash paid for shares | 3,269,000             | 3,269,000             |
| Share premium                         | 5,580,800             | 5,580,800             |

### 8.4. Information on risk weighted assets

|   | <i>1 January 2017</i> | <i>1 January 2016</i> |
|---|-----------------------|-----------------------|
| <b>Total credit risk related to balance sheet assets, including</b> | <b>57,850,414</b>     | <b>48,102,745</b>     |
| Credit risk related to balance sheet assets (standard)              | 57,230,991            | 46,821,445            |
| Transactions with an increased risk factor                          | 499,271               | 166,048               |
| Credit risk related to off-balance sheet liabilities                | –                     | –                     |
| Risk from related party transactions                                | 120,152               | 210,719               |
| Risk related to derivative financial instruments                    | 299,015               | 904,533               |
| <b>Risk related to derivative financial instruments</b>             | <b>299,015</b>        | <b>904,533</b>        |
| <b>Market risk</b>  | <b>1,604,888</b>      | <b>640,910</b>        |
| <b>Operational risk</b>   | <b>7,892,000</b>      | <b>2,012,288</b>      |
| <b>Total risk weighted assets</b>                                   | <b>67,646,317</b>     | <b>50,755,943</b>     |

## Translation of the original Russian version

The amount of risk weighted assets includes credit, market and operational risks and is calculated in accordance with the following regulatory documents of the Bank of Russia:

- The credit risk calculation procedure is determined in Instruction No. 139-I of the Bank of Russia *On Prudential Bank Ratios* dated 3 December 2012. The calculation of risk weighted assets is based on the approach provided for by clause 2.3 of Instruction No. 139-I of the Bank of Russia.
- The market risk calculation procedure is determined in Regulation No. 511-P of the Bank of Russia *On the Procedure for Market Risk Calculation by Credit Institutions* dated 3 December 2015.
- The operational risk calculation procedure is determined in Regulation No. 346-P of the Bank of Russia *On the Procedure for Operational Risk Calculation* dated 3 November 2009.

### 8.5. Classification of risk weighted assets

|   | 1 January 2017    | 1 January 2016    |
|---|-------------------|-------------------|
| <b>Assets of risk group I (risk factor of 0%)</b>                             | –                 | –                 |
| Value of assets   | 1,643,222         | 703,573           |
| Assets less provision   | 1,643,222         | 703,573           |
| <b>Assets of risk group II (risk factor of 20%)</b>                           | <b>424,222</b>    | <b>486,122</b>    |
| Value of assets   | 2,481,326         | 2,513,298         |
| Assets less provisions  | 2,121,111         | 2,430,609         |
| <b>Assets of risk group III (risk factor of 50%)</b>                          | –                 | –                 |
| Value of assets   | –                 | –                 |
| Assets less provisions  | –                 | –                 |
| <b>Assets of risk group IV (risk factor of 100%)</b>                          | <b>56,806,769</b> | <b>46,335,323</b> |
| Value of assets   | 58,391,450        | 47,364,176        |
| Assets less provisions  | 56,806,769        | 46,335,323        |
| <b>Assets of risk group V (risk factor of 150%)</b>                           | –                 | –                 |
| Value of assets   | –                 | –                 |
| Assets less provisions  | –                 | –                 |
| <b>Assets weighted for increased risk factors</b>                             | <b>619,423</b>    | <b>376,767</b>    |
| Value of assets   | 335,594           | 244,497           |
| Assets less provisions  | 335,591           | 244,492           |
| <b>Total credit risk related to assets recorded on balance sheet accounts</b> | <b>57,850,414</b> | <b>47,198,212</b> |

The calculation of risk weighted assets is based on the approach provided for by clause 2.3 of Instruction No. 139-I of the Bank of Russia.

### 8.6. Information on capital adequacy ratios

|   | 1 January 2017 | 1 January 2016 |
|---|----------------|----------------|
| <b>Total risk weighted assets</b>                                   | 67,646,317     | 50,755,943     |
| <b>Core capital</b>   | 8,503,465      | 9,066,869      |
| <b>Main capital</b>   | 8,503,465      | 9,066,869      |
| <b>Equity (capital)</b>   | 8,503,465      | 9,066,869      |
| <b>Core capital adequacy ratio (N1.1)</b><br>Regulatory value 4.5%  | 12.6%          | 17.9%          |
| <b>Main capital adequacy ratio (N1.2)</b><br>Regulatory value 6.0%  | 12.6%          | 17.9%          |
| <b>Total capital adequacy ratio (N1.0)</b><br>Regulatory value 8.0% | 12.6%          | 17.9%          |

## Translation of the original Russian version

### 8.7. Information on the classification of assets by risk group

Risk weighted assets used for the calculation of the Bank's prudential ratios are presented below.

|   | 1 January 2017    | 1 January 2016    |
|---|-------------------|-------------------|
| <b>Financial assets, including:</b>                           |                   |                   |
| Loans receivable from and similar debt of credit institutions | 1,218,000         | 2,143,680         |
| Loans receivable from and similar debt of legal entities      | 12,816,104        | 10,244,247        |
| Loans receivable from and similar debt of individuals         | 42,146,635        | 33,749,645        |
| Balances on correspondent accounts                            | 127,860           | 11,806            |
| Investments in securities available for sale                  | 20,553            | 13                |
| Total derivative financial instruments, including:            | 299,015           | 904,533           |
| Credit risk on derivative instruments (KRS)                   | 299,015           | 904,533           |
| Other assets  | 1,521,262         | 1,048,821         |
| <b>Aggregate credit risk</b>                                  | <b>58,149,429</b> | <b>48,102,745</b> |

In accordance with the Bank's capital adequacy management policy, capital adequacy management is aimed at ensuring the Bank's ability to reach its strategic asset growth goals in full compliance with capital adequacy requirements.

In order to comply with the capital adequacy ratios, the Bank uses the following valuation methods:

- Forecasting of capital adequacy ratios.
- Stress testing of capital adequacy.

The forecasting of capital adequacy ratios is the key method for the preventive identification of any breaches of capital adequacy requirements and the basis for timely decision-making.

In addition, the Bank regularly stress-tests capital adequacy ratios to analyze capital adequacy for potential crisis scenarios.

The main capital adequacy management tools are as follows:

- Business planning and the capital adequacy management plan.
- System of limits for capital adequacy ratios.
- Capital adequacy management plan for unforeseen circumstances.

There were no significant changes in the capital management policy and internal limits in 2016.

The calculation of planned capital adequacy ratios is an integral part of determining target business development indicators in the course of business planning and strategic planning. Compliance with the limits for capital adequacy ratios within the planning horizon is a mandatory requirement. Based on the business plan, the Bank annually develops a capital adequacy management plan which includes a list of capital management measures.

The Bank complied with capital adequacy ratios in 2016.

### 8.8. Information on dividends

|  | <i>Ordinary shares</i> |
|--|------------------------|
| <b>Dividends payable at 1 January 2017</b> | –                      |
| Dividends paid during 2016                 | 391,189                |
| <b>Dividends payable at 1 January 2016</b> | –                      |

All dividends were paid on 5 September 2016 in full and amounted to kRUR 391,189.

### 8.9. Leverage ratio and current liquidity ratio

|   | 1 January 2017 | 1 January 2016 |
|---|----------------|----------------|
| Main capital  | 8,503,465      | 9,066,869      |
| On-balance sheet assets and off-balance sheet claims under risk, used to calculate the leverage ratio | 61,521,452     | 53,167,260     |
| <b>Basel III leverage ratio, %</b>  | <b>13.8%</b>   | <b>17.1%</b>   |

The Bank calculated the leverage ratio in accordance with the recommendations contained in Letter No. 142-T of the Bank of Russia *On the Calculation of the Leverage Ratio* dated 30 July 2013, and recognized it in the financial statements as of 1 January 2017 in accordance with Instructive Regulation No. 3468-U of the Bank of Russia dated 2 December 2014.

As of 1 January 2017, the leverage ratio decreased by 3.3 pp mainly due to a decrease in main capital.



## Translation of the original Russian version

As of 1 January 2017, on-balance sheet assets used to calculate the leverage ratio amounts to kRUR 61,521,452. This item exceeds the amount of assets determined in accordance with the balance sheet by kRUR 498,811, as the amount of on-balance sheet assets increases by non-credit related provisions and credit risk related to derivative financial instruments.

### 9. Accompanying information for the statement of prudential ratios

#### 9.1. Information on the values of prudential ratios

|   | 1 January 2017 | 1 January 2016 |
|---|----------------|----------------|
| <b>Core capital adequacy ratio (N1.1)</b><br>Regulatory value $\geq$ 4.5%   | 12.6%          | 17.9%          |
| <b>Main capital adequacy ratio (N1.2)</b><br>Regulatory value $\geq$ 6%   | 12.6%          | 17.9%          |
| <b>Total capital adequacy ratio (N1.0)</b><br>Regulatory value $\geq$ 8%  | 12.6%          | 17.9%          |
| <b>Instant liquidity ratio (N2)</b><br>Regulatory value $\geq$ 15%  | 140.1%         | 91.7%          |
| <b>Current liquidity ratio (N3)</b><br>Regulatory value $\geq$ 50%  | 234.1%         | 291.8%         |
| <b>Long-term liquidity ratio (N4)</b><br>Regulatory value $\leq$ 120%   | 77.8%          | 60.1%          |
| <b>Maximum risk per borrower<br/>or a group of related borrowers (N6)</b><br>Regulatory value $\leq$ 25%  | 16.5%          | 11.2%          |
| <b>Maximum exposure to large credit risks (N7)</b><br>Regulatory value $\leq$ 800%  | 83.7%          | 68.8%          |
| <b>Maximum amount of loans, bank guarantees<br/>and sureties provided by the Bank to its shareholders (N9.1)</b><br>Regulatory value $\leq$ 50% | 0.0%           | 0.0%           |
| <b>Aggregate insider risk of the Bank (N10.1)</b><br>Regulatory value $\leq$ 3%   | 0.0%           | 0.0%           |
| <b>Share of equity (capital) used<br/>to purchase shares (interests) in other legal entities (N12)</b><br>Regulatory value $\leq$ 25%           |                |                |

The Bank calculates prudential ratios in accordance with Instruction No.139-I.

### 10. Information on risks assumed by the Bank, risk assessment and risk and capital management procedures

#### 10.1. General

Risk is inherent in the Bank's activities but it is managed through a process of ongoing identification, measurement and monitoring, subject to risk limits and other controls.

In accordance with its internal risk management regulations, the most significant risks to which the Bank is exposed are the following: credit risk, liquidity risk and market risk which is in its turn classified into currency risk and interest rate risk. The Bank is also exposed to operational, legal, reputational and strategic risks.

The sources of the risk comprise the following:

- For credit risk – a debtor discharges its contractual financial obligations to the Bank in an untimely fashion or not in full.
- For liquidity risk – improper balance between the Bank's financial assets and liabilities or unforeseen need of immediate and simultaneous discharge of its financial obligations.
- For market risk – adverse changes in the market value of the financial instruments in the trading portfolio and derivative financial instruments of the Bank as well as foreign exchange rates.
- For currency risk – changes in exchange rates with respect to the Bank's open positions in foreign currencies.

## Translation of the original Russian version

- For interest rate risk – adverse changes in the market interest rates affecting the Bank's assets, liabilities and off-balance sheet instruments.
- For operational risk – inconsistency with the nature and scope of the Bank's business and/or non-compliance with applicable legislation of internal practices and procedures of banking and other transactions, their breach by the employees of the Bank and/or other persons, inappropriate (insufficient) functionalities (specifications) of IT and other systems applied by the Bank and/or their failures (malfunctions), or ensuing from the effect of external events.
- For legal risk – non-compliance with laws, regulatory requirements and signed agreements, and legal errors committed in carrying out its operations.
- For reputation risk – deterioration of the public opinion related to the Bank's financial stability, quality of its services and nature of its business in general.
- For strategic risk – mistakes in making decisions determining the Bank's operational and development strategy.

This process of risk management is critical to the Bank's continuing profitability and each individual within the Bank is accountable for the risk exposures relating to his or her responsibilities.

The independent risk control process does not include business risks such as changes in the environment, technology and industry. They are monitored through the Bank's strategic planning process.

### **Risk management structure**

The Board of Directors is ultimately responsible for identifying and controlling risks; however, there are separate independent bodies responsible for managing and monitoring risks.

#### *Board of Directors*

The Board of Directors is responsible for the overall risk management approach and for approving the risk strategies and principles. Credit policy and other policies relating to lending and funding operations are also approved by the Board of Directors, as well as the procedures for significant risk management, banking risk management methods and models for qualitative risk assessment.

#### *Management Board*

The Management Board implements risk management system, approves powers of the Risk, Financial, Internal Control, Operating Risks and Compliance Committees, decides whether to accept certain risk types.

#### *Risk Committee*

The Bank's Risk Committee executes control over elements of risk management system, approves acceptable risk level as part of the approved development strategy, controls compliance of operations performed by the Bank's management with principle of the credit policy and policies relating to other lending operations, develops and bears responsibility for optimization of credit risks in the context of balance between risk and profitability and performs control over risk at portfolio level in general.

#### *Credit Committee*

The Bank's Credit Committee makes decisions regarding corporate and dealer financing, which includes approval of limits of financing and change of credit risk within the scope of their authority. In addition, while making decisions the Credit Committee of the Bank bears the responsibility for appropriate balance between risk and profitability including cases when the approval from a higher-level management is needed.

#### *Financial Committee*

The Financial Committee reviews and approves key macroeconomic indicators, core financial operations and changes in relations between the Bank and other banks, fulfills and forecasts financing plan, performs financial risk monitoring (rates, liquidity, currency exchange rates, counterparties) and projections of refinancing rate. The Committee controls market, interest rate and currency risk and stress-testing.

#### *Treasury*

The Bank's Treasury is responsible for managing the Bank's assets and liabilities. It is also primarily responsible for the liquidity risk and funding risk of the Bank.

#### *Internal Control, Operational Risks and Compliance Committee*

Internal Control, Operational Risks and Compliance Committee reviews the information on the activities of the Internal Audit Function and Internal Control Function, the results of internal audits and first level control. The Committee also deals with the issues related to operational risk, development of internal control rules on anti-money laundering and counter-terrorism financing, and other issues.

## Translation of the original Russian version

### *Risk Management Officer*

Risk Management Officer executes overall credit risk management and on a regular basis ensures the implementation of common principles and methods for identifying, measuring, managing and reporting credit risk data. Risk Management Officer develops the methodology for risk measurement and performs independent risk analysis of products and programs submitted for approval and limits on specific clients / operations, performs portfolio analysis on credit risk and exercises credit risk control function: applies limits and exercises control over them, provides reports on the level of credit risk which are presented to the Board of Directors, the Management Board and the Risk Committee on a regular basis.

### *Internal Audit Function*

Risk management processes throughout the Bank are reviewed by the Internal Audit Function that examines both the adequacy of the procedures and the Bank's compliance with the procedures.

The Internal Audit Function reports the examination results and suggests remedies for identified violations to the Board of Directors, Chairman of the Board and the Management Board and during the meeting of the Internal Control, Operational Risks and Compliance Committee. The Internal Audit Function performs an ongoing monitoring (follow-up control) over the performance of recommendations put forward by the Function based on the previous audits and over the compliance with the Action Plan to remove identified violations by the Bank's employees.

### *Internal Control Function*

Internal Control Function is responsible for ensuring the compliance of the Bank's activities with the current legislation of the Russian Federation, the Bank's internal regulations and standards for self-regulating organizations. The Internal Control Function also reviews the Bank's documentation, performs assessment of regulatory risks, provides recommendations on risk mitigation and ensures the Bank's compliance with the Russian legislation and standards and taking measures aimed at protection of the Bank's business reputation.

The Internal Control Function reports on the work performed to the Chairman of the Management Board and to the Management Board at least once a year and communicates the performance results during the meeting of the Internal Control, Operational Risks and Compliance Committee.

## **Risk management system**

The Bank's risk management system is based on the following components:

- strategy;
- methodology;
- procedures;
- control;
- updating.

The goal of risk management system is to maintain the overall risk accepted by the Bank at the level defined by the Bank subject to its strategic objectives. The priority is to ensure the maximum safety of assets and equity by mitigation of risk exposures which might lead to unexpected losses.

The goal of the risk management system is achieved through the use of a systemic and complex approach that focuses on the following:

- Risk identification and analysis of all risks arising in the course of the Bank's activities.
- Interpretation of approach to various risk types.
- Quantitative and qualitative assessment (measurement) of specific risk types.
- Establishing correlation between individual risks in order to assess the impact of the actions planned to be taken to limit a particular type of risk on the increase or decrease in the level of other risks.
- Performing full risk level analysis concerning operations planned and completed by the Bank to determine the total amount of risk level.
- Assessment of whether the total amount of risk level is acceptable and reasonable.
- Establishing a subsystem of risk monitoring at the origination phase of negative tendency and a subsystem of swift and adequate response aimed at preventing or mitigating the risk.

Each risk faced by the Bank must be indicated and recognized. The risks are classified into internal and external as well as controlled or not controlled by the Bank. Risks are regularly identified due to the fast-evolving internal and external environment.

The management of the Bank determines its approach towards all indicated risks. A part of the risks which the Bank is not ready to assume must be totally excluded, while the Bank terminates activities related to the indicated risks. With regard to the risks assumed, the Bank defines the maximum acceptable risk exposure. The Bank's strategy governs its risk approach.

## Translation of the original Russian version

The Bank's management strategy is based on the break-even principle and focuses on achieving optimum correlation between profitability of the Bank's business activities and level of assumed risks.

The Bank's risk management strategy involves:

- Compliance with the Bank's strategic goals set by the Board of Directors.
- Development of priority lending schemes.
- Effective capital management with the aim to maintain its adequate level.

Risk management strategy implies using the whole range of risk mitigation instruments and choosing each particular instrument depending on the risk type.

Evaluation of various risk types involves various methodologies which are set out in the Bank's internal documents.

The Bank complies with the requirements set by the Bank of Russia to risk and capital management systems and internal controls.

Risk Management Officer, Head of the Internal Audit Function, Head of the Internal Control Function comply with qualification criteria established by the Bank of Russia Instructive Regulation No. 3223-U *On Requirements for Leaders of a Risk Management Function, Internal Audit Function, Internal Control Function in a Credit Institution* dated 1 April 2014 and business reputation requirements set forth in accordance with the Federal Law No. 395-1.

### Risk reporting

Information on various risks relevant to the Bank is analyzed with the aim of control and early identification of risks, and subsequent communication to the Bank's management.

Risk reporting with diverse level of detail and different time intervals is performed by the Bank's departments, including the Risk Management Department and Treasury in order to provide the personnel and management of the Bank with the up-to-date and necessary information on the level of risks relevant to the Bank.

Daily reports include information on the Bank's open currency position, gap analysis of the assets and liabilities maturity gap to assess the liquidity risk, calculation of statutory liquidity ratios, calculation of the maximum risk attributable to one borrower or a group of borrowers, calculation of the Bank's capital adequacy ratios.

Monthly report on interest rate risk testing is reviewed during the Financial Committee of the Bank's Management Board and includes gap analysis of the assets and liabilities maturity gap and the results of the basic scenario testing (change in the interest rate by 100 b.p.), results of the stress testing (change in the interest rate by 300-500 b.p.), analysis of changes in the external conditions of the Bank's activities in terms of macroeconomic trends and financial markets analysis.

Monthly report on credit risk testing is reviewed during the Risk Committee of the Bank's Management Board and provides information on the quality of the Bank's loan portfolio in aggregate and broken down by interbank loans, financing to car dealers (factoring), retail lending (car loans), state and changes in major quality indicators, overdue debts, their amount, dynamics, structure and timing, the amount of created provisions, collateral quality and credit risk concentration.

Internal Control Function and Department of Financial Monitoring on the quarterly basis provide to the Internal Control, Operational Risks and Compliance Committee information on operating and/or regulatory risks identified.

### 10.2. Credit risk

Credit risk is the risk that the Bank will incur a loss because its borrowers or counterparties failed to discharge their contractual obligations.

The Bank has developed credit policies and procedures for the financing of individuals (including employees), banks and dealers which provide guidelines on evaluation of the borrower's financial performance, procedure for risk level decision-making, approval of limits, control over timely repayment of loans, procedure for debt collecting, procedure for accruing provisions and their classification.

Credit risk management is performed through:

- monitoring;
- setting limits;
- diversification;
- analysis.

In accordance with the requirements of the Bank of Russia, the Bank limits risk concentrations per borrower or group of related borrowers, maximum large credit risk exposure, aggregate risk on Bank's insiders, maximum amount of loans, bank guarantees and sureties provided by the Bank to its participants (shareholders).

The Bank monitors compliance with limits on accepted exposure levels on a daily basis.

## Translation of the original Russian version

### Collateral used as a credit risk enhancement

The main purpose of collateral agreements is to reduce possible loan losses when settling obligations under credit agreements. Collateral motivates borrowers to timely fulfill their obligations and strengthens the Bank's position. The Bank's policy regarding collateral is as follows: the higher is probability of default, the more valuable collateral should be provided. At the same time collateral is not the key factor to approve a loan request. The Bank considers collateral as a secondary source to discharge the borrower's obligations in case the latter is unable to do it in cash.

The amount and type of collateral required by the Bank depends on an assessment of the credit risk of the counterparty. Guidelines are implemented regarding the acceptability of types of collateral and valuation parameters.

The main types of collateral obtained are as follows:

- For corporate lending: charges over vehicles and spare parts, bank guarantees, guarantees and warranties from legal entities and individuals, the rights of claim under deposits of legal entities.
- For retail lending: sureties of individuals, charges over vehicles.

|  | <i>1 January 2017</i>                |                                 | <i>1 January 2016</i>                |                                 |
|--|--------------------------------------|---------------------------------|--------------------------------------|---------------------------------|
|  | <i>Carrying amount of collateral</i> | <i>Carrying amount of loans</i> | <i>Carrying amount of collateral</i> | <i>Carrying amount of loans</i> |
| <b>Financing to legal entities against assignment of receivables</b>       |                                      |                                 |                                      |                                 |
| - Vehicles   | 12,166,622                           |                                 | 10,078,184                           | –                               |
| - Guarantees of credit institutions  | 680,860                              |                                 | 206,165                              | –                               |
| - Pledge of receivables related to deposits of legal entities              | 100,625                              |                                 | 38,200                               | –                               |
| - Pledge of goods in turnover  | 23,600                               |                                 | –                                    | –                               |
| - Sureties of legal entities   | 45,511,339                           |                                 | 41,446,339                           | –                               |
| - Sureties of individuals  | 13,671,020                           |                                 | 10,570,900                           | –                               |
| <b>Total financing to legal entities against assignment of receivables</b> | <b>72,154,066</b>                    | <b>13,205,299</b>               | <b>62,339,788</b>                    | <b>10,569,133</b>               |
| <b>Loans to individuals</b>  |                                      |                                 |                                      |                                 |
| - Vehicles   | 96,349,980                           |                                 | 68,505,416                           | –                               |
| - Sureties of individuals  | 91,659                               |                                 | 108,644                              | –                               |
| <b>Total loans to individuals</b>  | <b>96,441,639</b>                    | <b>43,154,438</b>               | <b>63,746,676</b>                    | <b>34,368,478</b>               |
| <b>Total loans to customers</b>  | <b>168,595,705</b>                   | <b>56,359,737</b>               | <b>130,953,848</b>                   | <b>44,937,611</b>               |

### Collateral to decrease estimated provision

| <i>At 1 January 2017</i>                                    | <i>Amount of claim</i> | <i>Estimated provision</i> | <i>Estimated provision adjusted for collateral</i> | <i>Actual provision</i> | <i>Collateral to decrease estimated provision</i> |
|---|------------------------|----------------------------|--|-------------------------|---|
| Deposits with the Bank of Russia                            | 1,500,000              | x                          | x  | x                       | x   |
| Loans to credit institutions                                | 3,000,000              | 450,000                    | 450,000  | 450,000                 | –   |
| Loans to legal entities                                     | 19,171                 | –                          | –  | –                       | –   |
| Financing against monetary claim assignment (factoring)     | 13,205,299             | 605,409                    | 418,054  | 418,054                 | 187,355   |
| Loans to individuals (car loans)                            | 43,154,438             | 1,006,509                  | 1,003,002  | 1,003,002               | 3,507   |
| Interest receivable from deposits with the Bank of Russia   | 369                    | x                          | x  | x                       | x   |
| Interest receivable from loans to credit institutions       | 1,796                  | 269                        | 269  | 269                     | –   |
| Interest receivable from loans to legal entities            | 204                    | –                          | –  | –                       | –   |
| Fees and commissions receivable from factoring transactions | 198,358                | 2,333                      | 2,333  | 2,333                   | –   |
| Receivables under car loans subsidizing program             | 51,155                 | 51,155                     | 51,155   | 51,155                  | –   |

## Translation of the original Russian version

|   |                   |                  |                  |                  |                |
|---|-------------------|------------------|------------------|------------------|----------------|
| Interest receivable from loans to individuals | 221,089           | 7,585            | 7,572            | 7,572            | 13             |
| Other claims on legal entities                | 59,427            | 3,520            | 3,520            | 3,520            | –              |
| Other claims on individuals                   | 5,852             | 5,071            | 5,071            | 5,071            | –              |
| <b>Total</b>                                  | <b>61,417,158</b> | <b>2,131,851</b> | <b>1,940,976</b> | <b>1,940,976</b> | <b>190,875</b> |

| <i>At 1 January 2016</i>                                    | <i>Amount of claim</i> | <i>Estimated provision</i> | <i>Estimated provision adjusted for collateral</i> | <i>Actual provision</i> | <i>Collateral to decrease estimated provision</i> |
|---|------------------------|----------------------------|--|-------------------------|---|
| Loans to credit institutions                                | 4,200,000              | 140,000                    | 140,000  | 140,000                 | –   |
| Financing against monetary claim assignment (factoring)     | 10,569,133             | 486,527                    | 324,886  | 324,886                 | 161,641   |
| Loans to individuals (car loans)                            | 34,368,478             | 659,329                    | 619,111  | 619,112                 | 40,218  |
| Interest receivable from loans to credit institutions       | 3,781                  | 151                        | 151  | 151                     | –   |
| Fees and commissions receivable from factoring transactions | 196,476                | 2,333                      | 2,333  | 2,333                   | –   |
| Receivables under car loans subsidizing program             | 128,935                | –                          | –  | –                       | –   |
| Interest receivable from loans to individuals               | 178,987                | 5,124                      | 5,039  | 5,054                   | 85  |
| Other claims on legal entities                              | 19,840                 | 19,431                     | 19,431   | 19,431                  | –   |
| Other claims on individuals                                 | 580                    | 580                        | 580  | 580                     | –   |
| <b>Total</b>  | <b>49,666,210</b>      | <b>1,313,475</b>           | <b>1,111,531</b>                                   | <b>1,111,547</b>        | <b>201,944</b>                                    |

The Banks assesses the quality of loans receivable and similar debt in accordance with Regulation No. 254-P and Regulation No. 283-P.

As of 1 January 2017 and 2016, loss provisions for loans and similar debt were formed in the full amount in accordance with the established quality categories and provisioning rates.

### Information on the quality of assets and the amount of estimated and actual provisions

|  | <i>1 January 2017</i> | <i>1 January 2016</i> |
|--|-----------------------|-----------------------|
| <b>Deposits with the Bank of Russia</b>                                    | <b>1,500,000</b>      | <b>500,000</b>        |
| <b>Total loans to credit institutions, including:</b>                      | <b>3,000,000</b>      | <b>4,200,000</b>      |
| - Quality category I   | –                     | 700,000               |
| - Quality category II  | 3,000,000             | 3,500,000             |
| <b>Total loans to legal entities (car loans), including:</b>               | <b>19,171</b>         | <b>–</b>              |
| - Quality category I   | 19,171                | –                     |
| <b>Financing against monetary claim assignment (factoring), including:</b> | <b>13,205,299</b>     | <b>10,569,133</b>     |
| - Quality category I   | 8,595,023             | 6,478,273             |
| - Quality category II  | 2,041,397             | 1,930,318             |
| - Quality category III   | 2,484,072             | 2,151,536             |
| - Quality category IV  | 81,098                | –                     |
| - Quality category V   | 3,709                 | 9,006                 |
| <b>Loans to individuals (car loans), including:</b>                        | <b>43,154,438</b>     | <b>34,368,478</b>     |
| - Quality category II  | 41,682,461            | 33,358,443            |
| - Quality category III   | 632,965               | 449,105               |
| - Quality category IV  | 172,771               | 154,675               |
| - Quality category V   | 666,241               | 406,255               |
| <b>Total loans receivable</b>  | <b>60,878,908</b>     | <b>49,637,611</b>     |
| <b>Total interest, fees and commissions receivable, including:</b>         | <b>421,816</b>        | <b>379,244</b>        |
| - Deposits with the Bank of Russia   | 369                   | –                     |
| - Quality category I   | 182,756               | 180,202               |
| - Quality category II  | 217,678               | 179,615               |
| - Quality category III   | 13,762                | 14,206                |
| - Quality category IV  | 1,684                 | 1,440                 |
| - Quality category V   | 5,567                 | 3,781                 |

## Translation of the original Russian version

|  | 1 January 2017     | 1 January 2016     |
|--|--------------------|--------------------|
| <b>Receivables under car loans subsidizing program</b>                               | <b>51,155</b>      | <b>128,935</b>     |
| - Quality category V   | 51,155             | 128,935            |
| <b>Other assets</b>  | <b>65,279</b>      | <b>20,592</b>      |
| - Quality category I   | 17,019             | 581                |
| - Quality category II  | 38,153             | -                  |
| - Quality category III   | 2,812              | -                  |
| - Quality category V   | 7,295              | 20,011             |
| <b>Total other receivables</b>   | <b>538,250</b>     | <b>528,771</b>     |
| <b>Total actual provision for potential losses on loans, including:*</b>             | <b>(1,871,056)</b> | <b>(1,083,998)</b> |
| - Quality category II  | (698,731)          | (340,595)          |
| - Quality category III   | (456,864)          | (341,112)          |
| - Quality category IV  | (76,974)           | (49,583)           |
| - Quality category V   | (638,487)          | (352,708)          |
| <b>Total actual provision for potential losses on other receivables, including:*</b> | <b>(69,920)</b>    | <b>(27,549)</b>    |
| - Quality category II  | (2,240)            | (1,177)            |
| - Quality category III   | (3,984)            | (2,369)            |
| - Quality category IV  | (596)              | (451)              |
| - Quality category V   | (63,100)           | (23,552)           |
| <b>Loans receivable less provisions for potential losses</b>                         | <b>59,007,852</b>  | <b>48,553,613</b>  |
| <b>Other assets less provisions for potential losses</b>                             | <b>468,330</b>     | <b>501,222</b>     |

\* Amounts decreasing the item.

### Information on loans and other assets assessed individually and on a portfolio basis

|  | 1 January 2017     | 1 January 2016     |
|--|--------------------|--------------------|
| <b>Total loans receivable and similar debt, including:</b>   | <b>61,417,158</b>  | <b>50,166,382</b>  |
| - Deposits with the Bank of Russia   | 1,500,000          | 500,000            |
| - Interest receivable from deposits with the Bank of Russia  | 369                | -                  |
| <b>Total loans and other receivables assessed individually for provisioning purposes, including:</b> | <b>17,156,976</b>  | <b>15,286,152</b>  |
| - Loans to credit institutions   | 3,000,000          | 4,200,000          |
| - Loans to legal entities  | 19,171             | -                  |
| - Financing against monetary claim assignment (factoring)  | 13,205,299         | 10,569,133         |
| - Loans to individuals   | 622,363            | 294,738            |
| - Interest receivable  | 205,004            | 202,098            |
| - Receivables under car loans subsidizing program  | 51,155             | -                  |
| - Other claims on legal entities   | 53,539             | 19,431             |
| - Other claims on individuals  | 445                | 752                |
| <i>Provisions for potential losses on loans and other receivables assessed individually</i>          | <i>(1,308,510)</i> | <i>(686,447)</i>   |
| <b>Total debt grouped into portfolios of homogeneous loans and other receivables, including:</b>     | <b>42,759,813</b>  | <b>34,380,230</b>  |
| - Claims on legal entities   | 5,888              | 409                |
| - Loans to individuals   | 42,532,075         | 34,073,740         |
| - Receivables under car loans subsidizing program  | -                  | 128,936            |
| - Interest receivable  | 216,443            | 177,145            |
| - Other claims on individuals  | 5,407              | -                  |
| <i>Provisions for potential losses on loans and other receivables assessed on a portfolio basis</i>  | <i>(632,466)</i>   | <i>(425,100)</i>   |
| <b>Total provisions for potential losses</b>   | <b>(1,940,976)</b> | <b>(1,111,547)</b> |

## Translation of the original Russian version

Information on the amount and quality of loans receivable and debt with overdue payments broken down by delay period

|   | 1 January 2017    | 1 January 2016    |
|---|-------------------|-------------------|
| <b>Total loans receivable, including:</b>                       | <b>60,878,908</b> | <b>49,637,611</b> |
| - Not exposed to credit risk (deposits with the Bank of Russia) | 1,500,000         | 500,000           |
| - Quality category I  | 8,614,194         | 7,178,273         |
| - Quality category II   | 46,723,858        | 38,788,761        |
| - Quality category III  | 3,117,037         | 2,600,641         |
| - Quality category IV   | 253,869           | 154,675           |
| - Quality category V  | 669,950           | 415,261           |
| <b>Total loans with overdue payments</b>                        | <b>1,256,466</b>  | <b>867,516</b>    |
| <i>Percentage of total loans</i>                                | <i>2.06%</i>      | <i>1.75%</i>      |
| - Up to 30 days   | 566,286           | 489,178           |
| - From 31 to 90 days  | 193,294           | 158,204           |
| - From 91 to 180 days   | 135,896           | 87,459            |
| - Over 180 days   | 360,990           | 132,675           |
| <b>Actual provision for potential losses on loans</b>           | <b>1,871,056</b>  | <b>1,083,998</b>  |

Information on overdue debt by type of counterparties and type of financial instruments

As of 1 January 2017

| <i>Financial instruments</i>                            | <i>Total</i> | <i>Overdue debt</i> |                      |                           |                            |                                |                    | <i>Estimated provision</i> | <i>Actual provision</i> |
|---|--------------|---------------------|----------------------|---------------------------|----------------------------|--------------------------------|--------------------|----------------------------|-------------------------|
|   |              | <i>Total</i>        | <i>Up to 30 days</i> | <i>From 31 to 90 days</i> | <i>From 91 to 180 days</i> | <i>From 181 days to 1 year</i> | <i>Over 1 year</i> |                            |                         |
| Interbank loans   | 4,500,000    | -                   | -                    | -                         | -                          | -                              | -                  | 450,000                    | 450,000                 |
| Loans to legal entities                                 | 19,171       | -                   | -                    | -                         | -                          | -                              | -                  | -                          | -                       |
| Financing against monetary claim assignment (factoring) | 13,205,299   | 3,709               | -                    | -                         | -                          | -                              | 3,709              | 605,408                    | 418,054                 |
| Loans to individuals                                    | 43,154,438   | 289,586             | 17,032               | 13,982                    | 17,870                     | 52,805                         | 187,897            | 1,006,508                  | 1,003,002               |
| Securities available for sale                           | 202,703      | -                   | -                    | -                         | -                          | -                              | -                  | -                          | -                       |
| Financial assets at fair value                          | 23,307,462   | -                   | -                    | -                         | -                          | -                              | -                  | -                          | -                       |

As of 1 January 2016

| <i>Financial instruments</i>                            | <i>Total</i> | <i>Overdue debt</i> |                      |                           |                            |                                |                    | <i>Estimated provision</i> | <i>Actual provision</i> |
|---|--------------|---------------------|----------------------|---------------------------|----------------------------|--------------------------------|--------------------|----------------------------|-------------------------|
|   |              | <i>Total</i>        | <i>Up to 30 days</i> | <i>From 31 to 90 days</i> | <i>From 91 to 180 days</i> | <i>From 181 days to 1 year</i> | <i>Over 1 year</i> |                            |                         |
| Interbank loans   | 4,700,000    | -                   | -                    | -                         | -                          | -                              | -                  | 140,000                    | 140,000                 |
| Loans to legal entities                                 | -            | -                   | -                    | -                         | -                          | -                              | -                  | -                          | -                       |
| Financing against monetary claim assignment (factoring) | 10,569,133   | 66,843              | 61,569               | 2,718                     | 2,556                      | -                              | -                  | 486,527                    | 324,886                 |
| Loans to individuals                                    | 34,368,478   | 104,107             | 9,750                | 8,943                     | 7,974                      | 50,518                         | 26,922             | 659,329                    | 619,112                 |
| Securities available for sale                           | 200,321      | -                   | -                    | -                         | -                          | -                              | -                  | -                          | -                       |
| Financial assets at fair value                          | 21,833,930   | -                   | -                    | -                         | -                          | -                              | -                  | -                          | -                       |



## Translation of the original Russian version

### Restructured loans

As of 1 January 2017, the amount of restructured loans to individuals totaled kRUR 31,751, which is 0.07% of the total loans receivable from individuals.

As of 1 January 2016, the amount of restructured loans to individuals totaled kRUR 15,401, which is 0.04% of the total loans receivable from individuals.

For the purposes of this disclosure, a loan is considered to be a restructured loan if its material terms under the original agreement (the agreement on the basis of which the loan was issued) have been changed on the basis of additional agreements with the counterparties and if under such terms the counterparty receives the right to perform its obligations on more favorable conditions:

- Longer period for the repayment of principal.
- Reduced interest rate.
- Changes in the schedule for the repayment of principal or interest.

### Foreclosure on property pledged as collateral

In 2016, the Bank filed 320 legal suits against individuals (borrowers) for the recovery of debt under loan agreements and foreclosure on property pledged as collateral. As of 1 January 2017, the amount of these legal claims against individuals totaled kRUR 184,359.

In 2016, the Bank filed 49 legal suits against individuals (borrowers) for the recovery of debt under loan agreements without foreclosure on property pledged as collateral. As of 1 January 2017, the amount of these legal claims totaled kRUR 32,823.

### Information on large credit risks and maximum risk exposure per borrower or a group of related borrowers

| <i>Item (designation)</i>   | <i>1 January 2017</i> | <i>1 January 2016</i> |
|---|-----------------------|-----------------------|
| Total credit claims of the bank on a borrower or a group of related borrowers (Krz) | 1,398,971             | 1,015,873             |
| Total large credit risks (Kskr)   | 7,117,982             | 6,235,127             |
| Equity (capital)  | 8,503,465             | 9,066,869             |
| <b>Maximum risk exposure per borrower, % (N6) (regulatory value &lt;=25%)</b>       | <b>16.5%</b>          | <b>11.2%</b>          |
| <b>Maximum exposure to large credit risks, % (N7) (regulatory value &lt;=800%)</b>  | <b>83.7%</b>          | <b>68.8%</b>          |

### Information on large credit risk concentration (loans per borrower (a group of related borrowers)) exceeding 5% of the Bank's equity (capital)

|   | <i>1 January 2017</i> |                             |  | <i>1 January 2016</i> |                             |  |
|---|-----------------------|-----------------------------|--|-----------------------|-----------------------------|--|
|   | <i>Total</i>          | <i>Balance sheet claims</i> | <i>Claims under derivative financial instruments</i> | <i>Total</i>          | <i>Balance sheet claims</i> | <i>Claims under derivative financial instruments</i> |
| <b>Total for borrowers other than credit institutions, including:</b> | <b>6,199,982</b>      | <b>6,199,982</b>            | <b>–</b>   | <b>4,157,623</b>      | <b>3,752,198</b>            | <b>405,425</b>                                       |
| - Financing against monetary claim assignment (factoring)             | 6,199,982             | 6,199,982                   | –  | 3,752,198             | 3,752,198                   | –  |
| - Other balance sheet claims  | –                     | –                           | –  | –                     | –                           | –  |
| - Foreign exchange swaps  | –                     | –                           | –  | 195,169               | –                           | 195,169  |
| - Cross-currency interest rate swaps                                  | –                     | –                           | –  | 210,256               | –                           | 210,256  |
| <b>Total for borrowers – credit institutions, including:</b>          | <b>918,000</b>        | <b>918,000</b>              | <b>–</b>   | <b>2,077,504</b>      | <b>1,774,080</b>            | <b>303,424</b>                                       |
| - Interbank loans   | 918,000               | 918,000                     | –  | 1,774,080             | 1,774,080                   | –  |
| - Foreign exchange swaps  | –                     | –                           | –  | –                     | –                           | –  |
| - Cross-currency interest rate swaps                                  | –                     | –                           | –  | 303,424               | –                           | 303,424  |
| <b>Total large credit risks (Kskr)</b>                                | <b>7,117,982</b>      | <b>7,117,982</b>            | <b>–</b>   | <b>6,235,127</b>      | <b>5,526,278</b>            | <b>708,849</b>                                       |

Ten major related borrowers of the Bank comprise resident and non-resident credit institutions and legal entities.

Actual exposures against limits are monitored daily.

## Translation of the original Russian version

The Bank limits major risk concentrations for individual clients and groups of related clients through regular analysis and control of limits, and by changing these lending limits where appropriate.

### 10.3. Market risk

The Bank takes on exposure to market risk, which is defined as a risk of potential losses under balance sheet and off-balance sheet positions due to unfavorable movements in market prices: as a result of interest rate risks related to financial instruments and currency and equity risks of the Bank. Market risk arises both from trade operations – risk of the trading portfolio, and from assets and liabilities management – risk of balance sheet structure.

The Bank's exposure to market risk arises from dealing in derivative financial instruments, attracting and placing funds at floating and fixed rates and open currency position.

The objective of market risk management is to control the risk accepted by the Bank at the appropriate level defined by the current business strategy keeping the optimum level of income generation. Market risk is calculated and controlled in accordance with the Bank of Russia's Regulation No. 387-P *On the Procedure for Market Risk Calculation by Credit Institutions* dated 28 September 2013 (hereinafter, "Regulation No. 387-P").

The market risk management system is based on a system of limits ensuring compliance of the accepted risks with the established value and equity.

The decisions on market risk management strategy are taken by the Bank's Finance Committee and implemented by the structural units of the Bank within their functional duties. The Treasury regularly monitors currency risk. Interest rate risk is monitored by the Financial Planning and Analysis Department.

During the 12 months of 2016 and earlier, the Bank did not trade in equity securities, therefore as of 1 January 2017 and 2016, the Bank did not calculate equity risk.

|                                      | <i>1 January 2017</i> | <i>1 January 2016</i> |
|--------------------------------------|-----------------------|-----------------------|
| <b>Total market risk, including:</b> | <b>1,604,888</b>      | <b>640,910</b>        |
| Interest rate risk, including:       | 92,961                | 11,752                |
| - <i>Specific interest rate risk</i> | 679                   | 1,809                 |
| - <i>General interest rate risk</i>  | 92,282                | 9,943                 |
| Equity risk, including:              | –                     | –                     |
| - <i>General equity risk</i>         | –                     | –                     |
| - <i>Specific equity risk</i>        | –                     | –                     |
| Foreign currency risk                | 35,430                | 494,010               |

### Foreign currency risk

Currency risk is the risk that the Bank may incur losses due to adverse changes in foreign exchange rates and cross rates. The Bank is exposed to currency risk which arises from mismatching assets and liabilities denominated in particular currency.

The Bank controls and limits the currency risk exposure by monitoring volatility of foreign exchange rates and by establishing limits on open positions in each foreign currency and on overall amount of open positions.

The Bank controls and limits total balance sheet and off-balance sheet positions in each currency and overall amount of open positions using the methodology established by the Bank of Russia in its Instruction No. 124-I *On Establishing Amounts (Limits) of Open Currency Positions, Calculation Methodologies and Specific Controls over their Compliance by Credit Institutions* dated 15 July 2005.

The Bank takes a conservative position to limit the accepted currency risk by maintaining minimum possible amount of open positions. The Bank has no significant currency positions opened to obtained speculative gains. Open currency positions are monitored on a daily basis.

| <i>1 January 2017</i>   | <i>RUR</i>        | <i>USD</i>   | <i>EUR</i>    | <i>JPY</i>    | <i>Total</i>      |
|---|-------------------|--------------|---------------|---------------|-------------------|
| <b>Assets</b>   |                   |              |               |               |                   |
| Cash  | 10                | –            | –             | –             | 10                |
| Amounts due to credit institutions from the Bank of Russia                  | 444,244           | –            | –             | –             | 444,244           |
| Amounts due from credit institutions  | 35,239            | 5,745        | 16,965        | 79,889        | 137,838           |
| Financial assets at fair value through profit or loss                       | 136,743           | –            | –             | –             | 136,743           |
| Net loans receivable  | 59,007,852        | –            | –             | –             | 59,007,852        |
| Net investments in securities and other financial assets available for sale | 202,703           | –            | –             | –             | 202,703           |
| Current income tax assets   | 120,225           | –            | –             | –             | 120,225           |
| Deferred tax asset  | 313,472           | –            | –             | –             | 313,472           |
| Fixed assets, intangible assets and inventories                             | 437,536           | –            | –             | –             | 437,536           |
| Other assets  | 585,285           | –            | –             | –             | 585,285           |
| <b>Total assets</b>   | <b>61,283,309</b> | <b>5,745</b> | <b>16,965</b> | <b>79,889</b> | <b>61,385,908</b> |

## Translation of the original Russian version

| <b>1 January 2017</b>                                       | <b>RUR</b>        | <b>USD</b>   | <b>EUR</b>        | <b>JPY</b>        | <b>Total</b>      |
|---|-------------------|--------------|-------------------|-------------------|-------------------|
| <b>Liabilities</b>  |                   |              |                   |                   |                   |
| Loans, deposits and other amounts due to the Bank of Russia | –                 | –            | –                 | –                 | –                 |
| Amounts due to credit institutions                          | 13,505,000        | –            | 13,400,331        | –                 | 26,905,331        |
| Amounts due to customers other than credit institutions     | 3,596,983         | –            | –                 | 9,329,832         | 12,926,815        |
| Financial liabilities at fair value through profit or loss  | 3,097,474         | –            | –                 | –                 | 3,097,474         |
| Debt obligations issued                                     | 5,000,000         | –            | –                 | –                 | 5,000,000         |
| Other liabilities   | 2,201,696         | –            | 20,927            | 216,093           | 2,438,716         |
| <b>Total liabilities</b>                                    | <b>27,401,153</b> | <b>–</b>     | <b>13,421,258</b> | <b>9,545,925</b>  | <b>50,368,336</b> |
| <b>Off-balance sheet claims</b>                             | <b>–</b>          | <b>–</b>     | <b>13,645,872</b> | <b>9,661,590</b>  | <b>23,307,462</b> |
| <b>Off-balance sheet liabilities</b>                        | <b>28,916,679</b> | <b>–</b>     | <b>–</b>          | <b>–</b>          | <b>28,916,679</b> |
| Net balance sheet position                                  | 33,882,156        | 5,745        | (13,404,293)      | (9,466,036)       | 11,017,572        |
| Net term position   | (28,916,679)      | –            | 13,645,872        | 9,661,590         | (5,609,217)       |
| Total balance sheet position                                |                   | 5,745        | (13,404,293)      | (9,466,036)       | –                 |
| Total off-balance sheet position                            |                   | –            | 13,645,872        | 9,661,590         | –                 |
| <b>Open currency position</b>                               |                   | <b>5,745</b> | <b>241,579</b>    | <b>195,554</b>    | <b>–</b>          |
| Open currency position, % of capital                        |                   | 0.0676       | 2.8409            | 2.2997            | –                 |
| <b>Total open currency positions</b>                        |                   |              |                   |                   | <b>442,878</b>    |
| <b>Total open currency positions, % of capital</b>          |                   |              |                   |                   | <b>5.2082</b>     |
| <br>  |                   |              |                   |                   |                   |
| <b>1 January 2016</b>                                       | <b>RUR</b>        | <b>USD</b>   | <b>EUR</b>        | <b>JPY</b>        | <b>Total</b>      |
| <b>Assets</b>   |                   |              |                   |                   |                   |
| Cash  | 10                | –            | –                 | –                 | 10                |
| Amounts due to credit institutions from the Bank of Russia  | 203,563           | –            | –                 | –                 | 203,563           |
| Amounts due from credit institutions                        | 2,118             | 4,846        | 13,010            | 33,067            | 53,041            |
| Financial assets at fair value through profit or loss       | 2,881,955         | –            | –                 | –                 | 2,881,955         |
| Net loans receivable  | 48,553,613        | –            | –                 | –                 | 48,553,613        |
| Net investments in securities available for sale            | 200,321           | –            | –                 | –                 | 200,321           |
| Current income tax assets                                   | 32,487            | –            | –                 | –                 | 32,487            |
| Deferred tax asset  | 166,048           | –            | –                 | –                 | 166,048           |
| Fixed assets, intangible assets and inventories             | 13,255            | –            | –                 | –                 | 13,255            |
| Other assets  | 1,224,704         | –            | –                 | –                 | 1,224,704         |
| <b>Total assets</b>   | <b>53,278,074</b> | <b>4,846</b> | <b>13,010</b>     | <b>33,067</b>     | <b>53,328,997</b> |
| <b>Liabilities</b>  |                   |              |                   |                   |                   |
| Loans, deposits and other amounts due to the Bank of Russia | 2,000,000         | –            | –                 | –                 | 2,000,000         |
| Amounts due to credit institutions                          | 16,135,000        | –            | 10,360,636        | –                 | 26,495,636        |
| Amounts due to customers other than credit institutions     | 2,587,679         | –            | –                 | 10,891,566        | 13,479,245        |
| Other liabilities   | 1,614,965         | –            | 15,163            | 123,478           | 1,753,606         |
| <b>Total liabilities</b>                                    | <b>22,337,644</b> | <b>–</b>     | <b>10,375,799</b> | <b>11,015,044</b> | <b>43,728,487</b> |
| <b>Off-balance sheet claims</b>                             | <b>–</b>          | <b>–</b>     | <b>10,609,400</b> | <b>11,224,530</b> | <b>21,833,930</b> |
| <b>Off-balance sheet liabilities</b>                        | <b>21,485,693</b> | <b>–</b>     | <b>–</b>          | <b>–</b>          | <b>21,485,693</b> |
| Net balance sheet position                                  | 30,940,430        | 4,846        | (10,362,789)      | (10,981,977)      | 9,600,510         |
| Net term position   | (21,485,693)      | –            | 10,609,400        | 11,224,530        | 348,237           |
| Total balance sheet position                                |                   | 4,846        | (10,362,789)      | (10,981,977)      | –                 |
| Total off-balance sheet position                            |                   | –            | 10,609,400        | 11,224,530        | –                 |
| <b>Open currency position</b>                               |                   | <b>4,846</b> | <b>246,611</b>    | <b>242,553</b>    | <b>–</b>          |
| Open currency position, % of capital                        |                   | 0.0534       | 2.7199            | 2.6752            | –                 |
| <b>Total open currency positions</b>                        |                   |              |                   |                   | <b>494,010</b>    |
| <b>Total open currency positions, % of capital</b>          |                   |              |                   |                   | <b>5.4485</b>     |

The tables below summarize the effect on the statement of income of the assumed upward and downward changes in foreign exchange interest rates. The effect on equity does not differ from the effect on the statement of income. A negative amount in the table reflects a potential net reduction in the statement of financial results or equity, while a positive amount reflects net potential increase.

## Translation of the original Russian version

| <i>Currency</i> | <i>Open currency position at 1 January 2017</i> | <i>Increase in exchange rate at 1 January 2017</i> | <i>Effect on profit before tax at 1 January 2017</i> | <i>Open currency position at 1 January 2016</i> | <i>Increase in exchange rate at 1 January 2016</i> | <i>Effect on profit before tax at 1 January 2016</i> |
|-----------------|---|--|--|---|--|--|
| USD             | 5,745   | 20%  | 1,149  | 4,846   | 40%  | 1,938  |
| EUR             | 241,579   | 20%  | 48,316   | 246,611   | 43%  | 106,043  |
| JPY             | 195,554   | 24.5%  | 47,911   | 242,553   | 47%  | 114,000  |
| <b>Total</b>    | <b>442,878</b>                                  |  | <b>97,376</b>  | <b>494,010</b>                                  |  | <b>221,981</b>                                       |

| <i>Currency</i> | <i>Open currency position at 1 January 2017</i> | <i>Decrease in exchange rate at 1 January 2017</i> | <i>Effect on profit before tax at 1 January 2017</i> | <i>Open currency position at 1 January 2016</i> | <i>Decrease in exchange rate at 1 January 2016</i> | <i>Effect on profit before tax at 1 January 2016</i> |
|-----------------|---|--|--|---|--|--|
| USD             | 5,745   | 20%  | (1,149)  | 4,846   | 13%  | (630)  |
| EUR             | 241,579   | 20%  | (48,316)   | 246,611   | 15%  | (36,992)   |
| JPY             | 195,554   | 24.5%  | (47,911)   | 242,553   | 11%  | (26,681)   |
| <b>Total</b>    | <b>442,878</b>                                  |  | <b>(97,376)</b>                                      | <b>494,010</b>                                  |  | <b>(64,303)</b>                                      |

### Debt investment risk

Interest rate risk arises from the possibility that changes in interest rates will affect future cash flows or the fair values of financial instruments. The limit on the acceptable level of mismatch for interest rate revision is established at 400 basis points (4%). Sensitivity of fair value includes effect of expected movements in risk-free rates within a year. This parameter is assessed by reference to fair value of similar fixed rate instruments held as of 1 January 2017 and 2016. The assessment is performed based on the assumption that there are parallel shifts in the yield curve.

| <i>Currency</i> | <i>Increase in basis points</i> | <i>Change in net interest income at 1 January 2017</i> | <i>Change in equity at 1 January 2017</i> | <i>Change in net interest income at 1 January 2016</i> | <i>Change in equity at 1 January 2016</i> |
|-----------------|---------------------------------|--|---|--|---|
| RUR             | 400                             | –  | (8,108)                                   | –  | (8,013)                                   |
| <b>Total</b>    | <b>–</b>                        | <b>–</b>   | <b>(8,108)</b>                            | <b>–</b>   | <b>(8,013)</b>                            |

| <i>Currency</i> | <i>Decrease in basis points</i> | <i>Change in net interest income at 1 January 2017</i> | <i>Change in equity at 1 January 2017</i> | <i>Change in net interest income at 1 January 2016</i> | <i>Change in equity at 1 January 2016</i> |
|-----------------|---------------------------------|--|---|--|---|
| RUR             | 400                             | –  | 8,108                                     | –  | 8,013                                     |
| <b>Total</b>    | <b>–</b>                        | <b>–</b>   | <b>8,108</b>                              | <b>–</b>   | <b>8 013</b>                              |

### Interest rate risk

Interest rate risk is the risk of financial losses due to unfavorable changes in interest rates. The Bank's net interest income and the market value of assets and liabilities that are sensitive to changes in interest rates may be subject to interest rate risk.

The Bank applies the method of interest rate assessment in accordance with the Procedure for Preparation and Submission of Reporting Form 0409127 *Information on Interest Rate Risk* provided for by the Bank of Russia's Instructive Regulation No. 2332-U dated 12 November 2009. The Bank includes all balance and off-balance sheet financial instruments sensitive to the changes in interest rate risk except for the off-balance sheet instruments which are subject to total interest rate risk assessment in accordance with Regulation No. 511-P dated 3 December 2015. Such off-balance sheet financial instruments include cross-currency interest rate swaps.

|  | <i>Up to 30 days</i> | <i>31 to 90 days</i> | <i>91 to 180 days</i> | <i>181 days to 1 year</i> | <i>More than 1 year</i> | <i>Not sensitive to changes in interest rate</i> | <i>Total</i> |
|--|----------------------|----------------------|-----------------------|---------------------------|-------------------------|--|--------------|
| <b>1 January 2017</b>  |                      |                      |                       |                           |                         |  |              |
| <b>Balance sheet assets</b>  |                      |                      |                       |                           |                         |  |              |
| Cash and cash equivalents  | –                    | –                    | –                     | –                         | –                       | 10   | 10           |
| Amounts due from the Bank of Russia (other than obligatory reserves) | –                    | –                    | –                     | –                         | –                       | 414,847  | 414,847      |
| Obligatory reserves  | –                    | –                    | –                     | –                         | –                       | 29,397   | 29,397       |
| Amounts due from credit institutions                                 | –                    | –                    | –                     | –                         | –                       | 137,838  | 137,838      |
| Financial assets at fair value through profit or loss                | –                    | –                    | –                     | –                         | –                       | 136,743  | 136,743      |

## Translation of the original Russian version

|   | <i>Up to<br/>30 days</i> | <i>31 to 90 days</i> | <i>91 to<br/>180 days</i> | <i>181 days to<br/>1 year</i> | <i>More than<br/>1 year</i> | <i>Not sensitive<br/>to changes<br/>in interest<br/>rate</i> | <i>Total</i>       |
|---|--------------------------|----------------------|---------------------------|-------------------------------|-----------------------------|--|--------------------|
| <b>1 January 2017</b>   |                          |                      |                           |                               |                             |  |                    |
| Net loans receivable and similar debt                                       | 6,722,050                | 13,045,743           | 5,315,881                 | 8,513,757                     | 25,017,172                  | 202,387  | 58,816,990         |
| Net investments in securities and other financial assets available for sale | -                        | -                    | 49,897                    | -                             | 52,155                      | 100,651  | 202,703            |
| Current income tax assets   | -                        | -                    | -                         | -                             | -                           | 120,225  | 120,225            |
| Deferred tax asset  | -                        | -                    | -                         | -                             | -                           | 313,472  | 313,472            |
| Fixed and intangible assets   | -                        | -                    | -                         | -                             | -                           | 437,536  | 437,536            |
| Other assets  | 687,361                  | 831,124              | 1,198,971                 | 1,973,341                     | 3,914,614                   | 173,643  | 8,779,054          |
| <b>Off-balance sheet claims</b>   |                          |                      |                           |                               |                             |  |                    |
| Foreign exchange swap – foreign   | -                        | -                    | -                         | -                             | 518,324                     | -  | 518,324            |
| <b>Total balance sheet assets and off-balance sheet claims</b>              | <b>7,409,411</b>         | <b>13,876,867</b>    | <b>6,564,749</b>          | <b>10,487,098</b>             | <b>29,502,265</b>           | <b>2,066,749</b>   | <b>69,907,139</b>  |
| <b>Assets, cumulative total</b>   | <b>7,409,411</b>         | <b>21,286,278</b>    | <b>27,851,027</b>         | <b>38,338,125</b>             | <b>x</b>                    | <b>x</b>   | <b>x</b>           |
| <b>Balance sheet liabilities</b>  |                          |                      |                           |                               |                             |  |                    |
| Loans, deposits and other amounts due to the Bank of Russia                 | -                        | -                    | -                         | -                             | -                           | -  | -                  |
| Amounts due to credit institutions  | 5,742,999                | 13,157,332           | 15,405,331                | 17,400,331                    | 16,676,553                  | -  | 68,382,546         |
| Amounts in settlements  | -                        | -                    | -                         | -                             | -                           | 12,265   | 12,265             |
| Deposits of legal entities  | 48,952                   | 4,612,564            | 1,678,830                 | 5,070,719                     | 9,680,663                   | -  | 21,091,728         |
| Current accounts of individuals   | -                        | -                    | -                         | -                             | -                           | 1,393,541  | 1,393,541          |
| Financial liabilities at fair value through profit or loss                  | -                        | -                    | -                         | -                             | -                           | 3,097,474  | 3,097,474          |
| Debt obligations issued   | -                        | -                    | -                         | -                             | -                           | 5,000,000  | 5,000,000          |
| Other liabilities   | 8,308                    | 540,909              | 276,585                   | 912,514                       | 1,157,803                   | 1,256,872  | 4,152,991          |
| Equity (capital)  | -                        | -                    | -                         | -                             | -                           | 11,017,572   | 11,017,572         |
| <b>Off-balance sheet liabilities</b>  |                          |                      |                           |                               |                             |  |                    |
| Foreign exchange swap – foreign   | -                        | -                    | -                         | -                             | 660,800                     | -  | 660,800            |
|   | -                        | -                    | -                         | -                             | -                           | 829  | 829                |
| <b>Total balance sheet and off-balance sheet liabilities</b>                | <b>5,800,259</b>         | <b>18,310,805</b>    | <b>17,360,746</b>         | <b>23,383,564</b>             | <b>28,175,819</b>           | <b>21,778,553</b>  | <b>114,809,746</b> |
| <b>Liabilities, cumulative total</b>  | <b>5,800,259</b>         | <b>24,111,064</b>    | <b>41,471,810</b>         | <b>64,855,374</b>             | <b>x</b>                    | <b>x</b>   | <b>x</b>           |
| Accumulated gap   | 1,609,152                | (4,433,938)          | (10,795,997)              | (12,896,466)                  | 1,326,446                   | x  | x                  |
| Gap ratio (accumulated relative gap, cumulative total)                      | 1.28                     | 0.88                 | 0.67                      | 0.42                          | x                           | x  | x                  |
| <b>Change in net interest income</b>  |                          |                      |                           |                               |                             |  |                    |
| <b>+200 basis points</b>  | <b>30,841</b>            | <b>(73,896)</b>      | <b>(134,950)</b>          | <b>(64,482)</b>               | <b>x</b>                    | <b>x</b>   | <b>x</b>           |
| <b>-200 basis points</b>  | <b>(30,841)</b>          | <b>73,896</b>        | <b>134,950</b>            | <b>64,482</b>                 | <b>x</b>                    | <b>x</b>   | <b>x</b>           |
| <b>Time factor</b>  | <b>0.9583</b>            | <b>0.8333</b>        | <b>0.6250</b>             | <b>0.2500</b>                 | <b>x</b>                    | <b>x</b>   | <b>x</b>           |
|   | <i>Up to<br/>30 days</i> | <i>31 to 90 days</i> | <i>91 to<br/>180 days</i> | <i>181 days to<br/>1 year</i> | <i>More than<br/>1 year</i> | <i>Not sensitive<br/>to changes<br/>in interest<br/>rate</i> | <i>Total</i>       |
| <b>1 January 2016</b>   |                          |                      |                           |                               |                             |  |                    |
| <b>Balance sheet assets</b>   |                          |                      |                           |                               |                             |  |                    |
| Cash and cash equivalents   | -                        | -                    | -                         | -                             | -                           | 10   | 10                 |
| Amounts due from the Bank of Russia (other than obligatory reserves)        | -                        | -                    | -                         | -                             | -                           | 191,917  | 191,917            |
| Obligatory reserves   | -                        | -                    | -                         | -                             | -                           | 11,646   | 11,646             |
| Amounts due from credit institutions  | -                        | -                    | -                         | -                             | -                           | 53,041   | 53,041             |
| Financial assets at fair value through profit or loss                       | 633,837                  | 1,047,615            | 143,903                   | 268,933                       | 787,667                     | -  | 2,881,955          |
| Net loans receivable and similar debt                                       | 6,769,090                | 9,780,855            | 4,251,176                 | 5,959,952                     | 21,465,459                  | 125,223  | 48,351,755         |
| Net investments in securities and other financial assets available for sale | -                        | -                    | -                         | -                             | -                           | 200,321  | 200,321            |
| Current income tax assets   | -                        | -                    | -                         | -                             | -                           | 32,487   | 32,487             |
| Deferred tax asset  | -                        | -                    | -                         | -                             | -                           | 166,048  | 166,048            |
| Fixed and intangible assets   | -                        | -                    | -                         | -                             | -                           | 13,255   | 13,255             |
| Other assets  | 824,960                  | 1,149,675            | 1,042,129                 | 1,768,069                     | 3,527,482                   | 846,949  | 9,159,264          |

## Translation of the original Russian version

|  | <i>Up to<br/>30 days</i> | <i>31 to 90 days</i> | <i>91 to<br/>180 days</i> | <i>181 days to<br/>1 year</i> | <i>More than<br/>1 year</i> | <i>Not sensitive<br/>to changes<br/>in interest<br/>rate</i> | <i>Total</i>       |
|--|--------------------------|----------------------|---------------------------|-------------------------------|-----------------------------|--|--------------------|
| <b>1 January 2016</b>  |                          |                      |                           |                               |                             |  |                    |
| <b>Off-balance sheet claims</b>                                |                          |                      |                           |                               |                             |  |                    |
| Foreign exchange swap – foreign                                | –                        | –                    | 622,722                   | 2,471,417                     | –                           | –  | 3,094,139          |
| <b>Total balance sheet assets and off-balance sheet claims</b> | <b>8,227,887</b>         | <b>11,978,145</b>    | <b>6,059,930</b>          | <b>10,468,371</b>             | <b>25,780,608</b>           | <b>1,640,897</b>   | <b>64,155,838</b>  |
| <b>Assets, cumulative total</b>                                | <b>8,227,887</b>         | <b>20,206,032</b>    | <b>26,265,962</b>         | <b>36,734,333</b>             | <b>x</b>                    | <b>x</b>   | <b>x</b>           |
| <b>Balance sheet liabilities</b>                               |                          |                      |                           |                               |                             |  |                    |
| Loans, deposits and other amounts due to the Bank of Russia    | –                        | –                    | 2,000,000                 | –                             | –                           | –  | 2,000,000          |
| Amounts due to credit institutions                             | 6,025,916                | 10,469,720           | 19,860,636                | 12,360,636                    | 17,439,440                  | –  | 66,156,348         |
| Amounts in settlements   | –                        | –                    | –                         | –                             | –                           | 9,212  | 9,212              |
| Deposits of legal entities                                     | –                        | 1,500,000            | 1,500,000                 | 1,538,200                     | 13,891,566                  | –  | 18,429,766         |
| Current accounts of individuals                                | –                        | –                    | –                         | –                             | –                           | 1,040,267  | 1,040,267          |
| Other liabilities  | 15,849                   | 147,299              | 28,022                    | 759,930                       | 1,828,492                   | 920,414  | 3,700,006          |
| Equity (capital)   | –                        | –                    | –                         | –                             | –                           | 9,600,510  | 9,600,510          |
| <b>Off-balance sheet liabilities</b>                           |                          |                      |                           |                               |                             |  |                    |
| Foreign exchange swap – foreign                                | –                        | –                    | 498,716                   | 2,417,146                     | –                           | –  | 2,915,862          |
| <b>Total balance sheet and off-balance sheet liabilities</b>   | <b>6,041,765</b>         | <b>12,117,019</b>    | <b>23,887,374</b>         | <b>17,075,912</b>             | <b>33,159,498</b>           | <b>11,570,403</b>  | <b>103,851,971</b> |
| <b>Liabilities, cumulative total</b>                           | <b>6,041,765</b>         | <b>18,158,784</b>    | <b>42,046,158</b>         | <b>59,122,070</b>             | <b>x</b>                    | <b>x</b>   | <b>x</b>           |
| Accumulated gap  | 2,186,122                | (138,874)            | (17,827,444)              | (6,607,541)                   | (7,378,890)                 | x  | x                  |
| Gap ratio (accumulated relative gap, cumulative total)         | 1.36                     | 1.11                 | 0.62                      | 0.62                          | x                           | x  | x                  |
| <b>Change in net interest income</b>                           |                          |                      |                           |                               |                             |  |                    |
| <b>+400 basis points</b>                                       | <b>83,798</b>            | <b>(4,629)</b>       | <b>(445,686)</b>          | <b>(66,075)</b>               | <b>x</b>                    | <b>x</b>   | <b>x</b>           |
| <b>-400 basis points</b>                                       | <b>(83,798)</b>          | <b>4,629</b>         | <b>445,686</b>            | <b>66,075</b>                 | <b>x</b>                    | <b>x</b>   | <b>x</b>           |
| <b>Time factor</b>   | <b>0.9583</b>            | <b>0.8333</b>        | <b>0.6250</b>             | <b>0.2500</b>                 | <b>x</b>                    | <b>x</b>   | <b>x</b>           |

The tables below summarize the impact on the statement of income and equity of stress-testing scenarios of upward and downward changes in interest rates by 200 basis points in 2016 and 400 basis points in 2015. A negative amount in the table reflects a potential net reduction in the statement of financial results or equity, while a positive amount reflects net potential increase.

### Analysis of the impact of interest rate risk on the Bank's profit before tax and equity

| <i>1 January 2017</i>           | <i>RUR</i> | <i>USD</i> | <i>EUR</i> | <i>JPY</i> | <i>Total</i>     |
|---------------------------------|------------|------------|------------|------------|------------------|
| Increase in basis points (+200) | 300,400    | –          | (474,226)  | (68,661)   | <b>(242,487)</b> |
| Decrease in basis points (-200) | (300,400)  | –          | 474,226    | 68,661     | <b>242,487</b>   |
| <i>1 January 2016</i>           | <i>RUR</i> | <i>USD</i> | <i>EUR</i> | <i>JPY</i> | <i>Total</i>     |
| Increase in basis points (+400) | 247,043    | –          | (719,918)  | 40,282     | <b>(432,592)</b> |
| Decrease in basis points (-400) | (247,043)  | –          | 719,918    | (40,282)   | <b>432,592</b>   |

#### 10.4. Liquidity risk

Liquidity risk is the risk that the Bank will be unable to meet its payment obligations when they fall due under normal or stress circumstances. Liquidity risk results from improper balance between the Bank's financial assets and financial liabilities by period.

Liquidity risk is managed by the Treasury and is an integral part of the asset and liability management system comprising two components:

- instant (short-term) liquidity management on real-time basis;
- mid- and long-term liquidity management as part of the asset and liability management process to achieve the optimal profitability / risk level.

Risk liquidity appetites are regulated by the liquidity management policy approved by the Chairman of the Bank's Management Board.

The Bank uses prudential ratios to assess liquidity risk. To minimize liquidity risk, the Bank is committed to maintain the quality of its assets by continuous monitoring.

The Bank manages its liquidity risks using both conservative approach, i.e. maintaining a sufficient liquidity level to meet its obligations timely, and dynamic approach, i.e. raising funds at the capital markets due to open limits.

## Translation of the original Russian version

It is important to focus on the following liquidity management tasks:

- ensuring that the Bank can meet planned and unforeseen payment obligations at any time;
- structuring the Bank's assets and liabilities to maintain a balance between liquidity and profitability;
- assisting in increasing the Bank's profitability.

The Bank manages its liquidity risk using the below methods:

- analysis of actual values and dynamics of mandatory liquidity ratios;
- projecting the effect of performed operations on prudential ratios;
- limiting active operations by investment workstream depending on funding sources;
- gap analysis of maturities of assets and liabilities based on the most probable deadlines of their collections / repayment.

In order to fulfill these tasks, the Bank:

- sets up an organizational liquidity management structure with clearly defined roles and responsibilities;
- ensures that assets are sufficiently liquid;
- reduces risks by setting limits for the portfolio;
- ensures maximum increases in the profitability of treasury portfolios within the acceptable risk limits;
- has an action plan for unforeseen circumstances in the event of liquidity problems.

Liquidity risk is divided into three types:

- Risk of imbalance in liquidity:  
The risk of mismatch between the amounts or dates of cash receipts and disbursements. The risk of imbalance in liquidity is also known as structural liquidity risk. The risk of imbalance in liquidity depends on current financial needs.
- Unforeseen liquidity risk:  
The risk that future events may require a much larger amount of liquidity than that currently required by the bank. This may be due to a reduction in current funding, the need to finance new assets, difficulties with selling liquid assets or difficulties with raising new funds in the event of a liquidity crisis.
- Market liquidity risk:  
The risk that an entity may not be able to easily offset or sell liquid assets serving as a liquidity cushion without losses due to insufficient activity in the market or market disruption.

The Financial Committee recommends to the Bank's Management Board the Liquidity Management Policy and the Financial Policy which sets the powers and responsibilities for carrying out the Bank's treasury transactions. The Financial Committee monitors liquidity and compliance with the set limits, taking into account the reports that contain up-to-date and detailed information for the assessment of potential risks.

The Treasury is responsible for providing liquidity reports to the CFO and for communicating liquidity problems and risks which require new decisions.

The responsibility for liquidity management and financing rests with the Bank's Treasury. The Treasury is also responsible for the day-to-day performance of treasury transactions and for their compliance with the approved instructions and risk limits.

The Treasury regularly stress-tests liquidity risk applying various scenarios for gap analysis modeling.

The main stress testing scenario is modeling the situation without early payments and foreign currency funding.

The results of stress tests are discussed at the meetings of the Bank's Financial Committee.

In order to manage liquidity, the Treasury must:

- Analyze the daily payment position for correspondent accounts and the long-term payment position of the Bank;
- Analyze reports, assets, liabilities and prudential ratios (CBR's liquidity ratios N2, N3 and N4) on a regular basis;
- Determine measures and strategies required for compliance with the liquidity limits in the short, medium and long term;
- Support the development of liquidity management models;
- Determine the cost of funding for corporate and retail lending;
- Perform a comparative analysis of assets and liabilities.

## Translation of the original Russian version

The head of the Treasury is responsible for communicating liquidity management issues and other risks to the CFO and the Financial Committee for subsequent decision-making.

The Bank's liquidity management process consists of the following components:

- Liquidity Policy;
- Reporting and short-term and long-term payment position management;
- Reporting and management of the CBR's liquidity ratios N2, N3 and N4;
- Funding Policy and asset and liability management;
- Funding plan;
- Liquidity management plan;
- Liquidity management procedure for crisis situations;
- Liquidity disclosures.

The liquidity management plan is based on liquidity risk reports and contains measures required for the Bank to meet its liabilities and adhere to the Liquidity Policy. If the Bank's liquidity is not in compliance with the limits and (or) internal warning levels, the Treasury must prepare an action plan and have it approved by the CFO. If the planned measures extend beyond the Treasury's powers and limits, the draft action plan is submitted for approval to the Financial Committee and the Management Board in accordance with the Bank's Charter.

As a rule, in order to maintain liquidity, the Bank must implement one or several respective measures. The actions must be assessed for their impact on liquidity and expenses in a certain scenario.

The table below contains a brief description of the methods for reducing liquidity shortages.

| Strategy    | Periods            | Instruments  | Responsible department    |
|-------------|--------------------|--|---------------------------|
| Short-term  | Up to 7 days       | Receiving short-term and long-term interbank loans and loans from shareholders   | Treasury                  |
| Medium-term | Up to 30 days      | Conducting repurchase transactions with the Bank of Russia (according to Regulation No. 2936-U), providing guaranteed credit lines and taking deposits with longer maturities from new customers | Treasury Management Board |
| Long-term   | More than 3 months | Receiving subordinated loans, restructuring current liabilities, issuing bonds in domestic markets and taking deposits with longer maturities from new customers                                 | Treasury Management Board |
| Longer-term | More than 6 months | Attracting strategic investors and increasing share capital  | Shareholders              |

The Bank assesses the importance of each measure and its feasibility and specifies implementation deadlines. The action plan is prepared by the Treasury and is approved by the members of the Financial Committee. If the plan needs to be updated due to market conditions, it is amended accordingly.

In crisis situations, RN Bank determines a management model that may be effectively implemented in accordance with the procedures established by the Bank's policies.

Depending on the severity of the crisis situation, the Bank may apply various types of crisis regimes.

Following the activation of any of the regimes, responsible persons arrange a meeting, assess the situation and decide what measures will be taken. The minutes of such meetings are retained and distributed among certain persons in the Bank.

The Bank measures and controls its liquidity risk using the Bank of Russia's Reporting Form 0409125 *The Information Relating to the Maturity of Assets and Liabilities by Maturity Dates* approved by Instructive Regulation No. 2332-U dated 12 November 2009, according to which liquid assets comprise assets of I and II quality categories less related loss provision determined in accordance with Regulation No. 254-P and Regulation No. 283-P. Assets and liabilities are also recognized including interest income (expense) accrued before expiry of the agreement. The amount of accrued interest on assets is adjusted for loss provision similar to the provision for potential losses concerning the corresponding asset.

Information on assets and liabilities concentrations by remaining maturities

| <b>1 January 2017</b>  | <b>On demand<br/>and up to<br/>1 month</b> | <b>From<br/>1 month to<br/>1 year</b> | <b>From 1 to<br/>3 years</b> | <b>More than<br/>3 years</b> | <b>No stated<br/>maturity</b> | <b>Total</b> |
|--|--|---------------------------------------|------------------------------|------------------------------|-------------------------------|--------------|
| <b>Assets</b>  |  |                                       |                              |                              |                               |              |
| Cash   | 10   | –                                     | –                            | –                            | –                             | 10           |
| Amounts due from the Bank of Russia (other than obligatory reserves) | 414,847                                    | –                                     | –                            | –                            | –                             | 414,847      |



## Translation of the original Russian version

| <i>1 January 2017</i>  | <i>On demand<br/>and up to<br/>1 month</i> | <i>From<br/>1 month to<br/>1 year</i> | <i>From 1 to<br/>3 years</i> | <i>More than<br/>3 years</i> | <i>No stated<br/>maturity</i> | <i>Total</i>      |
|--|--|---------------------------------------|------------------------------|------------------------------|-------------------------------|-------------------|
| Obligatory reserves  | –  | –                                     | –                            | –                            | 29,397                        | 29,397            |
| Amounts due from credit institutions                           | 137,838                                    | –                                     | –                            | –                            | –                             | 137,838           |
| Financial assets at fair value through profit or loss          | –  | 136,743                               | –                            | –                            | –                             | 136,743           |
| Net loans receivable and similar debt                          | 6,513,197                                  | 24,935,373                            | 21,695,243                   | 2,981,818                    | 3,744                         | 56,129,375        |
| Net investments in securities available for sale               | –  | 91,205                                | 111,498                      | –                            | –                             | 202,703           |
| Current income tax assets                                      | –  | 120,225                               | –                            | –                            | –                             | 120,225           |
| Deferred tax asset   | –  | –                                     | –                            | –                            | 313,472                       | 313,472           |
| Fixed and intangible assets                                    | –  | 23                                    | –                            | –                            | 437,513                       | 437,536           |
| Other assets   | 716,218                                    | 4,027,158                             | 3,302,427                    | 419,756                      | 15,775                        | 8,481,334         |
| <b>Total balance sheet assets</b>                              | <b>7,782,110</b>                           | <b>29,310,727</b>                     | <b>25,109,168</b>            | <b>3,401,574</b>             | <b>799,901</b>                | <b>66,403,480</b> |
| <b>Off-balance sheet claims</b>                                |  |                                       |                              |                              |                               |                   |
| Foreign exchange contracts (SWAP)                              | 149,306                                    | 12,216,800                            | 10,941,356                   | –                            | –                             | 23,307,462        |
| <b>Total balance sheet assets and off-balance sheet claims</b> | <b>7,931,416</b>                           | <b>41,527,527</b>                     | <b>36,050,524</b>            | <b>3,401,574</b>             | <b>799,901</b>                | <b>89,710,942</b> |
| <b>Liabilities</b>   |  |                                       |                              |                              |                               |                   |
| Loans, deposits and other amounts due to the Bank of Russia    | –  | –                                     | –                            | –                            | –                             | –                 |
| Amounts due to credit institutions                             | –  | 15,333,666                            | 11,571,665                   | –                            | –                             | 26,905,331        |
| Amounts in settlements   | 12,265                                     | –                                     | –                            | –                            | –                             | 12,265            |
| Deposits of legal entities                                     | 8,400                                      | 4,270,493                             | 7,201,564                    | –                            | 40,552                        | 11,521,009        |
| Current accounts of individuals                                | 1,393,541                                  | –                                     | –                            | –                            | –                             | 1,393,541         |
| Financial liabilities at fair value through profit or loss     | –  | 1,503,460                             | 1,594,014                    | –                            | –                             | 3,097,474         |
| Debt obligations issued  | –  | –                                     | –                            | 5,000,000                    | –                             | 5,000,000         |
| Other liabilities  | 485,535                                    | 2,308,445                             | 1,211,621                    | –                            | 147,390                       | 4,152,991         |
| <b>Total balance sheet liabilities</b>                         | <b>1,899,741</b>                           | <b>23,416,064</b>                     | <b>21,578,864</b>            | <b>5,000,000</b>             | <b>187,942</b>                | <b>52,082,611</b> |
| <b>Off-balance sheet liabilities</b>                           |  |                                       |                              |                              |                               |                   |
| Foreign exchange contracts (SWAP)                              | 3,312,589                                  | 12,380,840                            | 13,223,250                   | –                            | –                             | 28,916,679        |
| Undrawn credit lines   | 829  | –                                     | –                            | –                            | –                             | 829               |
| <b>Total off-balance sheet liabilities</b>                     | <b>3,313,418</b>                           | <b>12,380,840</b>                     | <b>13,223,250</b>            | <b>–</b>                     | <b>–</b>                      | <b>28,917,508</b> |
| <b>Total balance sheet and off-balance sheet liabilities</b>   | <b>5,213,159</b>                           | <b>35,796,904</b>                     | <b>34,802,114</b>            | <b>5,000,000</b>             | <b>187,942</b>                | <b>81,000,119</b> |
| <b>Net liquidity gap</b>                                       | <b>2,718,257</b>                           | <b>5,730,623</b>                      | <b>1,248,410</b>             | <b>(1,598,426)</b>           | <b>611,959</b>                |                   |
| <b>Cumulative liquidity gap</b>                                | <b>2,718,257</b>                           | <b>8,448,880</b>                      | <b>9,697,290</b>             | <b>8,098,864</b>             | <b>8,710,823</b>              |                   |

  

| <i>1 January 2016</i>  | <i>On demand<br/>and up to<br/>1 month</i> | <i>From<br/>1 month to<br/>1 year</i> | <i>From 1 to<br/>3 years</i> | <i>More than<br/>3 years</i> | <i>No stated<br/>maturity</i> | <i>Total</i>      |
|--|--|---------------------------------------|------------------------------|------------------------------|-------------------------------|-------------------|
| <b>Assets</b>  |  |                                       |                              |                              |                               |                   |
| Cash   | 10   | –                                     | –                            | –                            | –                             | 10                |
| Amounts due from the Bank of Russia (other than obligatory reserves) | 191,917                                    | –                                     | –                            | –                            | –                             | 191,917           |
| Obligatory reserves  | –  | –                                     | –                            | –                            | 11,646                        | 11,646            |
| Amounts due from credit institutions                                 | 53,041                                     | –                                     | –                            | –                            | –                             | 53,041            |
| Financial assets at fair value through profit or loss                | 633,837                                    | 1,460,451                             | 787,667                      | –                            | –                             | 2,881,955         |
| Net loans receivable and similar debt                                | 6,072,020                                  | 18,577,131                            | 18,918,758                   | 2,546,701                    | –                             | 46,114,610        |
| Net investments in securities available for sale                     | –  | 99,079                                | –                            | 101,242                      | –                             | 200,321           |
| Current income tax assets  | 32,487                                     | –                                     | –                            | –                            | –                             | 32,487            |
| Deferred tax asset   | –  | –                                     | –                            | –                            | 166,048                       | 166,048           |
| Fixed and intangible assets  | –  | –                                     | –                            | –                            | 13,255                        | 13,255            |
| Other assets   | 726,350                                    | 3,580,634                             | 3,237,433                    | 314,209                      | 846,949                       | 8,705,575         |
| <b>Total balance sheet assets</b>                                    | <b>7,709,662</b>                           | <b>23,717,295</b>                     | <b>22,943,858</b>            | <b>2,962,152</b>             | <b>1,037,898</b>              | <b>58,370,865</b> |
| <b>Off-balance sheet claims</b>                                      |  |                                       |                              |                              |                               |                   |
| Foreign exchange contracts (SWAP)                                    | –  | 10,514,170                            | 11,319,760                   | –                            | –                             | 21,833,930        |
| <b>Total balance sheet assets and off-balance sheet claims</b>       | <b>7,709,662</b>                           | <b>34,231,465</b>                     | <b>34,263,618</b>            | <b>2,962,152</b>             | <b>1,037,898</b>              | <b>80,204,795</b> |
| <b>Liabilities</b>   |  |                                       |                              |                              |                               |                   |
| Loans, deposits and other amounts due to the Bank of Russia          | –  | 2,000,000                             | –                            | –                            | –                             | 2,000,000         |
| Amounts due to credit institutions                                   | 635,000                                    | 14,000,000                            | 11,860,636                   | –                            | –                             | 26,495,636        |
| Amounts in settlements   | 9,212                                      | –                                     | –                            | –                            | –                             | 9,212             |
| Deposits of legal entities   | –  | 38,200                                | 12,391,566                   | –                            | –                             | 12,429,766        |

## Translation of the original Russian version

| <i>1 January 2016</i>  | <i>On demand<br/>and up to<br/>1 month</i> | <i>From<br/>1 month to<br/>1 year</i> | <i>From 1 to<br/>3 years</i> | <i>More than<br/>3 years</i> | <i>No stated<br/>maturity</i> | <i>Total</i>      |
|--|--|---------------------------------------|------------------------------|------------------------------|-------------------------------|-------------------|
| Current accounts of individuals                              | 1,040,267                                  | –                                     | –                            | –                            | –                             | 1,040,267         |
| Other liabilities  | 15,849                                     | 935,251                               | 1,828,492                    | –                            | 920,414                       | 3,700,006         |
| <b>Total balance sheet liabilities</b>                       | <b>1,700,328</b>                           | <b>16,973,451</b>                     | <b>26,080,694</b>            | <b>–</b>                     | <b>920,414</b>                | <b>45,674,887</b> |
| <b>Off-balance sheet liabilities</b>                         |  |                                       |                              |                              |                               |                   |
| Foreign exchange contracts (SWAP)                            | –  | 10,447,090                            | 11,038,603                   | –                            | –                             | 21,485,693        |
| <b>Total balance sheet and off-balance sheet liabilities</b> | <b>1,700,328</b>                           | <b>27,420,541</b>                     | <b>37,119,297</b>            | <b>–</b>                     | <b>920,414</b>                | <b>67,160,580</b> |
| <b>Net liquidity gap</b>                                     | <b>6,009,334</b>                           | <b>6,810,924</b>                      | <b>(2,855,679)</b>           | <b>2,962,152</b>             | <b>117,484</b>                |                   |
| <b>Cumulative liquidity gap</b>                              | <b>6,009,334</b>                           | <b>12,820,258</b>                     | <b>9,964,579</b>             | <b>12,926,731</b>            | <b>13,044,215</b>             |                   |

### Information on the liquidity ratios used by the Bank

| <i>Item (designation)</i>   | <i>1 January 2017</i> | <i>1 January 2016</i> |
|---|-----------------------|-----------------------|
| Highly liquid assets (maturing within 1 calendar day) ( <i>Lam</i> )                | 2,155,116             | 1,444,958             |
| Liquid assets (maturing within 30 calendar days) ( <i>Lat</i> )                     | 7,666,866             | 7,001,104             |
| Loans receivable in more than 365 or 366 calendar days ( <i>Crd</i> )               | 25,097,935            | 20,012,729            |
| Liabilities payable on demand ( <i>OVM</i> )  | 1,538,250             | 1,576,152             |
| Liabilities payable on demand and during next 30 days ( <i>Ovt</i> )                | 3,274,538             | 2,399,160             |
| Liabilities payable in more than 365 or 366 calendar days ( <i>OD</i> )             | 23,773,229            | 24,252,202            |
| Equity (capital)  | 8,503,465             | 9,066,869             |
| <b>Instant liquidity ratio, % (N2) (regulatory value <math>\geq 15\%</math>)</b>    | <b>140.1%</b>         | <b>91.7%</b>          |
| <b>Current liquidity ratio, % (N3) (regulatory value <math>\geq 50\%</math>)</b>    | <b>234.1%</b>         | <b>291.8%</b>         |
| <b>Long-term liquidity ratio, % (N4) (regulatory value <math>\leq 120\%</math>)</b> | <b>77.8%</b>          | <b>60.1%</b>          |

The Bank measures and controls the liquidity ratios on a daily basis.

### 10.5. Operational risk

Operational risk is the risk that the Bank will incur losses as a result of errors in the Bank's processes, errors of employees or abuses by third parties, failures of information systems and external events. The operational risk management policy comprises definition and identification of operational risks on various stages of the Bank's operations, and development of measures to minimize and prevent their emergence.

As part of the operational risk management system, the Bank has implemented the processes for the collection of internal data on operational risk incidents, self-assessment and the scenario analysis of measures under the BC/DR Plan. To monitor the level of operational risk, the Bank uses a system of reports for management and collegial bodies involved in risk management processes.

The Internal Control, Operational Risks and Compliance Committee considers various results of operational risk management on a quarterly basis, including first level control results, identified operational risk events, results of the BC/DR Plan testing, an action plan developed based on the results of the BC/DR Plan testing, incidents in the Bank's information systems, and other issues.

Information on the identified instances of external fraud, respective measures taken, a number of fraud instances prevented by the Bank, statistics on the customer requests, their reasons and respective measures taken are considered at the meetings of the Operating Committee of the Bank's Management Board on a monthly basis.

The operational risk management strategy selected by the Bank determines that the Internal Control, Operational Risks and Compliance Committee and the Operating Committee of the Management Board should take primary responsibility for the operating management of operational risks.

The data on risk assessments and losses incurred allow the Bank to identify risk concentration areas for the subsequent development of a set of measures reducing the level of operational risk at the Bank. The risk reduction measures are of systemic nature and are aimed at improving the existing processes and technologies used for conducting transactions. The Bank's structural units, management and collegial bodies regularly monitor the implementation status and the level of residual risk.

The Bank determines capital requirements with respect to operational risk in accordance with Regulation No. 346-P of the Bank of Russia *On the Procedure for the Calculation of Operational Risk Exposure* dated 3 November 2009.

## Translation of the original Russian version

The table below contains information on the amount of income for the purposes of calculating capital to cover operational risk:

|   | 1 January 2017    | 1 January 2016   |
|---|-------------------|------------------|
| <b>Net interest income</b>  | <b>3,513,805</b>  | <b>601,769</b>   |
| <b>Net non-interest income</b>  | <b>9,113,391</b>  | <b>2,617,890</b> |
| Net gains from financial assets at fair value through profit or loss                  | 4,839,130         | 1,079,119        |
| Net gains from dealing in foreign currencies  | 6,690             | 6,692            |
| Net gains from foreign currency translation   | 214               | 231              |
| Net fee and commission income   | 4,227,229         | 1,518,229        |
| Other operating income  | 40,128            | 13,619           |
| <b>Total income for the purposes of calculating capital to cover operational risk</b> | <b>12,627,196</b> | <b>3,219,659</b> |
| Number of years preceding the date of operational risk calculation                    | 3                 | 3                |
| <b>Average income</b>   | <b>4,209,065</b>  | <b>1,073,220</b> |
| <b>Total operational risk (15%)</b>   | <b>631,360</b>    | <b>160,983</b>   |

### 10.6. Geographical concentration

The geographical concentration of the Bank's assets and liabilities is set out below. The Bank is a resident of the Russian Federation, operates in the Russian Federation and, as of 1 January 2017, major part of its assets and liabilities is located in the Russian Federation, except for amounts due from/to credit institutions, deposits of legal entities, and assets and liabilities under derivative financial instruments.

#### Geographical concentration of the Bank's assets and liabilities

| 1 January 2017   | Russian Federation | Developed countries (OECD), total | Including France  | Including Japan  | Including UK | Including Netherlands | Including Switzerland | Including USA    | Including other countries | Total             |
|--|--------------------|-----------------------------------|-------------------|------------------|--------------|-----------------------|-----------------------|------------------|---------------------------|-------------------|
| <b>Assets</b>  |                    |                                   |                   |                  |              |                       |                       |                  |                           |                   |
| Cash   | 10                 | -                                 | -                 | -                | -            | -                     | -                     | -                | -                         | 10                |
| Amounts due from the Bank of Russia (other than obligatory reserves) | 414,847            | -                                 | -                 | -                | -            | -                     | -                     | -                | -                         | 414,847           |
| Obligatory reserves  | 29,397             | -                                 | -                 | -                | -            | -                     | -                     | -                | -                         | 29,397            |
| Amounts due from credit institutions                                 | 48,552             | 89,286                            | 9,397             | 79,889           | -            | -                     | -                     | -                | -                         | 137,838           |
| Financial assets at fair value through profit or loss                | -                  | 136,743                           | 136,743           | -                | -            | -                     | -                     | -                | -                         | 136,743           |
| Net loans receivable and similar debt                                | 59,007,852         | -                                 | -                 | -                | -            | -                     | -                     | -                | -                         | 59,007,852        |
| Net investments in securities available for sale                     | 202,703            | -                                 | -                 | -                | -            | -                     | -                     | -                | -                         | 202,703           |
| Current income tax assets  | 120,225            | -                                 | -                 | -                | -            | -                     | -                     | -                | -                         | 120,225           |
| Deferred tax asset   | 313,472            | -                                 | -                 | -                | -            | -                     | -                     | -                | -                         | 313,472           |
| Fixed and intangible assets  | 437,536            | -                                 | -                 | -                | -            | -                     | -                     | -                | -                         | 437,536           |
| Other assets   | 585,085            | 200                               | -                 | -                | 200          | -                     | -                     | -                | -                         | 585,285           |
| <b>Total assets</b>  | <b>61,159,679</b>  | <b>226,229</b>                    | <b>146,140</b>    | <b>79,889</b>    | <b>200</b>   | <b>-</b>              | <b>-</b>              | <b>-</b>         | <b>-</b>                  | <b>61,385,908</b> |
| <b>Liabilities</b>   |                    |                                   |                   |                  |              |                       |                       |                  |                           |                   |
| Loans, deposits and other amounts due to the Bank of Russia          | -                  | -                                 | -                 | -                | -            | -                     | -                     | -                | -                         | -                 |
| Amounts due to credit institutions                                   | 13,505,000         | 13,400,331                        | 13,400,331        | -                | -            | -                     | -                     | -                | -                         | 26,905,331        |
| Amounts in settlements   | 12,265             | -                                 | -                 | -                | -            | -                     | -                     | -                | -                         | 12,265            |
| Deposits of legal entities   | 691,177            | 10,829,832                        | -                 | 9,329,832        | -            | -                     | -                     | 1,500,000        | -                         | 11,521,009        |
| Current accounts of individuals                                      | 1,393,541          | -                                 | -                 | -                | -            | -                     | -                     | -                | -                         | 1,393,541         |
| Financial liabilities at fair value through profit or loss           | 687,156            | 2,410,318                         | 1,730,248         | -                | -            | -                     | 680,070               | -                | -                         | 3,097,474         |
| Debt obligations issued  | 5,000,000          | -                                 | -                 | -                | -            | -                     | -                     | -                | -                         | 5,000,000         |
| Other liabilities  | 2,183,490          | 255,226                           | 20,927            | 216,093          | -            | -                     | -                     | 18,206           | -                         | 2,438,716         |
| <b>Total liabilities</b>   | <b>23,472,629</b>  | <b>26,895,707</b>                 | <b>15,151,506</b> | <b>9,545,925</b> | <b>-</b>     | <b>-</b>              | <b>680,070</b>        | <b>1,518,206</b> | <b>-</b>                  | <b>50,368,336</b> |

## Translation of the original Russian version

| <b>1 January 2017</b>         | <i>Russian Federation</i> | <i>Developed countries (OECD), total</i> | <i>Including France</i> | <i>Including Japan</i> | <i>Including UK</i> | <i>Including Netherlands</i> | <i>Including Switzerland</i> | <i>Including USA</i> | <i>Including other countries</i> | <i>Total</i> |
|-------------------------------|---------------------------|--|-------------------------|------------------------|---------------------|------------------------------|------------------------------|----------------------|----------------------------------|--------------|
| Equity (capital)              | –                         | 8,503,465                                | –                       | –                      | –                   | 8,503,465                    | –                            | –                    | –                                | 8,503,465    |
| Off-balance sheet claims      | 5,867,638                 | 17,439,824                               | 13,645,872              | –                      | –                   | –                            | 3,793,952                    | –                    | –                                | 23,307,462   |
| Off-balance sheet liabilities | 7,374,365                 | 21,542,314                               | 16,784,150              | –                      | –                   | –                            | 4,758,164                    | –                    | –                                | 28,916,679   |

  

| <b>1 January 2016</b>  | <i>Russian Federation</i> | <i>Developed countries (OECD), total</i> | <i>Including France</i> | <i>Including Japan</i> | <i>Including UK</i> | <i>Including Netherlands</i> | <i>Including Switzerland</i> | <i>Including USA</i> | <i>Total</i>      |
|--|---------------------------|--|-------------------------|------------------------|---------------------|------------------------------|------------------------------|----------------------|-------------------|
| <b>Assets</b>  |                           |  |                         |                        |                     |                              |                              |                      |                   |
| Cash   | 10                        | –  | –                       | –                      | –                   | –                            | –                            | –                    | 10                |
| Amounts due from the Bank of Russia (other than obligatory reserves) | 191,917                   | –  | –                       | –                      | –                   | –                            | –                            | –                    | 191,917           |
| Obligatory reserves  | 11,646                    | –  | –                       | –                      | –                   | –                            | –                            | –                    | 11,646            |
| Amounts due from credit institutions                                 | 11,305                    | 41,736                                   | 8,669                   | 33,067                 | –                   | –                            | –                            | –                    | 53,041            |
| Financial assets at fair value through profit or loss                | 691,346                   | 2,190,609                                | 1,259,040               | –                      | –                   | –                            | 931,569                      | –                    | 2,881,955         |
| Net loans receivable and similar debt                                | 48,553,613                | –  | –                       | –                      | –                   | –                            | –                            | –                    | 48,553,613        |
| Net investments in securities available for sale                     | 200,321                   | –  | –                       | –                      | –                   | –                            | –                            | –                    | 200,321           |
| Current income tax assets  | 32,487                    | –  | –                       | –                      | –                   | –                            | –                            | –                    | 32,487            |
| Deferred tax asset   | 166,048                   | –  | –                       | –                      | –                   | –                            | –                            | –                    | 166,048           |
| Fixed and intangible assets  | 13,255                    | –  | –                       | –                      | –                   | –                            | –                            | –                    | 13,255            |
| Other assets   | 1,201,476                 | 23,228                                   | 20,223                  | –                      | 3,005               | –                            | –                            | –                    | 1,224,704         |
| <b>Total assets</b>  | <b>51,073,424</b>         | <b>2,255,573</b>                         | <b>1,287,932</b>        | <b>33,067</b>          | <b>3,005</b>        | <b>–</b>                     | <b>931,569</b>               | <b>–</b>             | <b>53,328,997</b> |
| <b>Liabilities</b>   |                           |  |                         |                        |                     |                              |                              |                      |                   |
| Loans, deposits and other amounts due to the Bank of Russia          | 2,000,000                 | –  | –                       | –                      | –                   | –                            | –                            | –                    | 2,000,000         |
| Amounts due to credit institutions                                   | 16,135,000                | 10,360,636                               | 10,360,636              | –                      | –                   | –                            | –                            | –                    | 26,495,636        |
| Amounts in settlements   | 9,212                     | –  | –                       | –                      | –                   | –                            | –                            | –                    | 9,212             |
| Deposits of legal entities   | 38,200                    | 12,391,566                               | –                       | 10,891,566             | –                   | –                            | –                            | 1,500,000            | 12,429,766        |
| Current accounts of individuals                                      | 1,040,267                 | –  | –                       | –                      | –                   | –                            | –                            | –                    | 1,040,267         |
| Other liabilities  | 1,614,965                 | 138,641                                  | 15,163                  | 123,478                | –                   | –                            | –                            | 20,032               | 1,753,606         |
| <b>Total liabilities</b>   | <b>20,837,644</b>         | <b>22,890,843</b>                        | <b>10,375,799</b>       | <b>11,015,044</b>      | <b>–</b>            | <b>–</b>                     | <b>–</b>                     | <b>1,520,032</b>     | <b>43,728,487</b> |
| Equity (capital)   | –                         | 9,066,869                                | –                       | –                      | –                   | 9,066,869                    | –                            | –                    | 9,066,869         |
| Off-balance sheet claims   | 6,172,781                 | 15,661,149                               | 10,609,399              | –                      | –                   | –                            | 5,051,750                    | –                    | 21,833,930        |
| Off-balance sheet liabilities  | 6,055,766                 | 15,429,927                               | 10,638,404              | –                      | –                   | –                            | 4,791,523                    | –                    | 21,485,693        |

### 10.7. Legal risk

Legal risk is the risk that the Bank may incur financial losses or unplanned expenses, or that planned income may decrease due to the following reasons:

- Non-compliance of the Bank's organizational and administrative documents with laws, regulations and law enforcement practice;
- Disregarding (ignoring) judicial and law enforcement practices;
- Weaknesses of the legal system (contradictory legislation, lack of regulation for certain issues arising in the course of the Bank's activities);
- Lack of due diligence and care which must be exercised by lawyers in the course of activities (inadequate legal advice or improper preparation of the Bank's internal documents and contracts).

Legal risks inherent to the Bank's activities are as follows:

- Risks of performing transactions that are considered invalid in accordance with the applicable legislation of the Russian Federation;
- Risks of concluding agreements that may cause significant impairment of assets or increase liabilities of the Bank;

## Translation of the original Russian version

- Risks of unfavorable outcome of litigations involving the Bank;
- Risks arising from changes in applicable legislation and judicial practice pertaining to key business issues of the Bank.

Legal risk management is aimed at ensuring the sustainable development of the Bank in accordance with its development strategy and compliance of the Bank's activities and products with legislation and law enforcement practice.

The main factors / events that may increase the impact and scale of legal risk are presented below:

- Changes in laws, regulations and judicial and law enforcement practices;
- Inconsistencies in judicial and law enforcement practices and conflicting regulations;
- Increasing complexity of financial instruments and strategies and/or new products and technologies.

In order to support the decision making process and respond to changes in the level of legal risk in a timely manner, the Bank prepares up-to-date and standardized reports on losses incurred as a result of legal risk, the quality of legal risk management and the current status of measures aimed at minimizing legal risk.

The level of legal risk is compared with the data for the previous reporting periods. If there are significant deviations, the Bank analyzes the causes of a sharp increase or decrease in the respective indicator and, if necessary, prepares proposals for changing banking processes.

To manage the legal risk, the Bank applies internal rules for the approval and sign-off of legally significant documents. As regards its core activities, the Bank develops and uses standard contract templates as well as regularly monitors the effective legislation and promptly communicates key changes that are significant to the Bank to its management and personnel of the business units involved. The Bank has internal rules for the approval and sign-off of the Bank's responses to certain claims (complaints) made by its customers and requests submitted by state agencies. Moreover, the Bank has a process in place ensuring that new contracts that are significant to the Bank comply with effective legislation and may check whether the counterparties that are legal entities have appropriate legal capacity. The overall law enforcement practice applicable to the Bank's operations is being established.

### Existing and potential lawsuits against the Bank

The Bank creates a non-credit related provision for potential losses in litigations, if the analysis of all circumstances and conditions shows that the probability of filing claims against the Bank for the non-performance or inadequate performance of its obligations, including those related to mandatory payments (including legal costs) exceeds 50%.

As of 1 January 2017, the non-credit related provision for potential legal expenses amounted to kRUR 7,868.

As of 1 January 2017, the Bank had no uncovered risks relating to court proceedings that might significantly impact the Bank's future financial and business performance.

### 10.8. Strategic risk

Strategic risk is the risk that the Bank may incur losses in more than one year as result of mistakes in making decisions determining the development strategy. Mistakes may include insufficient attention to potential threats to the Bank's operations, incorrect determination of promising business areas in which the Bank may achieve a competitive advantage and failures to receive all necessary resources and make all necessary management decisions which must ensure the attainment of strategic goals.

On 7 April 2016, the Bank approved its Development Strategy for the period 2016-2018. When developing it, the Bank analyzed possible macroeconomic scenarios, prepared several development scenarios for the Russian economy and determined the conditions of switching from one scenario to another scenario.

The Bank analyzes the "gaps" between the current and target conditions, implements initiatives aimed at eliminating them and adjusts short-term tasks within each business planning cycle based on a three-year rolling planning pattern with annual updates.

The process of determining benchmarks and goals for the Bank's development implies regular revision and, if necessary, amendment of the strategy and financial objectives due to the current state of the national economy and industry where the Bank operates.

Analysis of deviations from the Bank's development strategy, business plan and budget indicators is performed on a monthly basis and provided for the Management Board's consideration. The Management Board, in its turn, provides the results of the above analysis to the Board of Directors.

### 10.9. Reputational risk

The Bank regularly monitors reputational risk both for the Bank and for its shareholders, major customers and counterparties.

## Translation of the original Russian version

Measures to manage reputational risk include the following:

- control of compliance with the current legislation of the Russian Federation;
- control over anti-money laundering and counter-terrorism financing;
- adequate fulfillment of obligations by counterparties;
- quality control of services rendered to the customers;
- ongoing monitoring of negative references in mass media.

The Bank has consistent corporate reputation, promotes positive image of the Bank, quality of its services and nature of its business based on the actual operating results. The risk that the Bank may incur losses as a result of business reputation deterioration is assessed by management as minimal.

### 11. Internal control system

The Bank's internal control system corresponds to the types and scope of transactions, level and combination of assumed risks.

The objectives of the internal control in particular include the following:

- to ensure appropriate comprehensive assessment and management of risks, effective financial and business performance, asset and liability management;
- to ensure the appropriate level of reliability, safety and stability of the Bank in line with the types and scope of the Bank's transactions, protection of rights of the Bank's shareholders, clients and creditors;
- to ensure the accuracy, completeness, credibility and timeliness of preparing and presenting financial, accounting, statistical and other reports, and to ensure information security;
- to ensure compliance with regulatory legal acts, constituent documents and by-laws of the Bank;
- to ensure that neither Bank nor its employees are involved in illegal activities, including money laundering and terrorism financing, and to provide timely reports to the state agencies and the Bank of Russia.

The Bank's internal control system comprises:

- General Shareholders' Meeting.
- Board of Directors.
- Management Board.
- Chairman of the Management Board.
- Audit Commission (Auditor).
- Chief Accountant / Deputy Chief Accountant.
- Internal Control, Operational Risks and Compliance Committee.
- Internal Audit Function.
- Internal Control Function.
- Department of Financial Monitoring.
- Risk Management Department.
- Other personnel or divisions responsible for internal control within their scope of activities.

The Bank's internal control system includes the following areas of focus:

- Control over organization of Bank operations performed by the management bodies.
- Control over functioning of the banking risk management system and banking risk assessment.
- Control over distribution of powers with respect to banking operations and other transactions.
- Control over data flow management (information provision and communication) and information security assurance.
- Control over anti-money laundering and counter-terrorism financing.
- Ongoing monitoring of internal control system to assess its compliance with the Bank's operating objectives, detection of deficiencies, proposal development, and control over enhancement of the Bank's internal control system ("monitoring of internal control system").

Control and monitoring over the system of banking risk management and internal control are performed by the Bank on a regular basis as provided in its internal regulations.

## Translation of the original Russian version

The Bank takes appropriate measures to enhance internal control aimed at ensuring its effectiveness, including changing internal and external factors that affect the Bank's activities.

Monitoring of the internal control system is performed by the management and personnel of various business units, including departments responsible for banking operations and other transactions and their recognition in accounting and reporting as well as the Internal Audit Function, Internal Control Function and auditors engaged by the Bank's shareholders.

Frequency of monitoring of various types of banking activities is defined taking into account associated banking risks, frequency and nature of changes in the areas of the Bank's activities. Audit plans of the Internal Audit Function are annually approved by the Bank's Board of Directors.

The results of the review are documented and communicated to the respective managers of the Bank and its departments.

The Bank's Internal Audit Function is formed to perform the audit and assist the Bank's management bodies in ensuring the Bank's effective operation, protecting interests of the Bank's shareholders and customers and continuous monitoring and assessing the effectiveness and adequacy of internal controls, including:

- The effectiveness of financial and operating activities.
- The fairness of accounting records, accuracy, completeness and objectivity of financial statements.
- The effectiveness of the risk management system.
- Compliance with Russian statutory regulations, the Bank's founding and internal documents.
- The effectiveness of asset and liability management, including physical asset security.

The Bank has ensured consistency, independence and objectivity of the Internal Audit Function, professional qualification of its head and personnel. Also, environment has been established for the Internal Audit Function to comply with its duties efficiently and smoothly. The Internal Audit Function operates under direct control of the Board of Directors.

The Bank has established the procedures of:

- Control (including additional audits) over measures taken to eliminate violations identified by the Internal Audit Function.
- Reporting of Internal Audit Function at least semiannually on the measures taken to follow the recommendations and to eliminate the identified violations to the Board of Directors.

## 12. Segment information

The Bank determined operating segments based on its organizational structure.

For the purposes of this disclosure of "operating segments", the Bank applies IFRS 8 *Operating Segments*.

For the management purposes, the Bank's activities are divided into three operating segments:

*Corporate banking* – providing financing to car dealers and servicing term deposits provided to corporate customers.

*Retail banking* – providing loans to individuals for the purchase of cars (car loans) and rendering related financial services.

*In-house (internal) transactions* – interbank loans, transactions with securities, foreign currencies and derivative financial instruments, and other transactions.

The Bank's management analyzes the results of each operating segment to make decisions on resource allocation and performance assessment. Information on each segment is reviewed using the methods similar to those applied in making decisions on the resource allocation between segments and performance assessment and prepared according to the same procedure as financial statements.

The table below contains the breakdown of the Bank's assets and liabilities by operating segments:

|                          | 1 January 2017    | 1 January 2016    |
|--------------------------|-------------------|-------------------|
| <b>Assets</b>            |                   |                   |
| Corporate banking        | 13,002,646        | 10,438,799        |
| Retail banking           | 42,355,565        | 34,052,234        |
| In-house transactions    | 6,027,697         | 8,837,964         |
| <b>Total assets</b>      | <b>61,385,908</b> | <b>53,328,997</b> |
| <b>Liabilities</b>       |                   |                   |
| Corporate banking        | 722,075           | 47,413            |
| Retail banking           | 1,059,992         | 1,054,197         |
| In-house transactions    | 48,586,269        | 42,626,877        |
| <b>Total liabilities</b> | <b>50,368,336</b> | <b>43,728,487</b> |

## Translation of the original Russian version

The income and expenses of the Bank by segments as of 1 January 2017 are presented below:

| <i>1 January 2017</i>  | <i>Corporate transactions</i> | <i>Retail transactions</i> | <i>In-house transactions</i> | <i>Total</i>     |
|--|-------------------------------|----------------------------|------------------------------|------------------|
| Interest income  | 1,958,614                     | 6,216,849                  | 687,123                      | 8,862,586        |
| Interest expense   | (623,155)                     | (2,492,618)                | –                            | (3,115,773)      |
| <i>Net interest income / negative interest margin</i>                | 1,335,459                     | 3,724,231                  | 687,123                      | 5,746,813        |
| Fee and commission income  | –                             | 2,151,137                  | –                            | 2,151,137        |
| Fee and commission expense   | –                             | (122,861)                  | (5,289)                      | (128,150)        |
| Net gains from financial assets at fair value through profit or loss | (1,325,164)                   | (5,300,658)                | –                            | (6,625,822)      |
| Net gains from securities available for sale                         | –                             | –                          | (29)                         | (29)             |
| Net gains from dealing in foreign currencies                         | –                             | –                          | (261,092)                    | (261,092)        |
| Net gains from foreign currency translation                          | 849,586                       | 3,398,345                  | –                            | 4,247,931        |
| Provision for loan impairment  | (93,167)                      | (434,011)                  | (448,460)                    | (975,638)        |
| Operating income   | –                             | –                          | 96,922                       | 96,922           |
| Operating expenses   | (432,313)                     | (1,368,993)                | –                            | (1,801,306)      |
| <b>Profit before tax</b>   | <b>334,401</b>                | <b>2,047,190</b>           | <b>69,175</b>                | <b>2,450,766</b> |

The income and expenses of the Bank by segments as of 1 January 2016 are presented below:

| <i>1 January 2016</i>  | <i>Corporate transactions</i> | <i>Retail transactions</i> | <i>In-house transactions</i> | <i>Total</i>     |
|--|-------------------------------|----------------------------|------------------------------|------------------|
| Interest income  | 304,959                       | 4,359,452                  | 478,706                      | 5,143,117        |
| Interest expense   | (513,060)                     | (1,717,636)                | –                            | (2,230,696)      |
| <i>Net interest income / negative interest margin</i>                | (208,101)                     | 2,641,816                  | 478,706                      | 2,912,421        |
| Fee and commission income  | 1,093,793                     | 1,749,645                  | –                            | 2,843,438        |
| Fee and commission expense   | –                             | (111,631)                  | (23,014)                     | (134,645)        |
| Net gains from financial assets at fair value through profit or loss | 865,138                       | 2,896,332                  | –                            | 3,761,470        |
| Net gains from securities available for sale                         | –                             | –                          | (60)                         | (60)             |
| Net gains from dealing in foreign currencies                         | (30,409)                      | (124,889)                  | (390,039)                    | (545,337)        |
| Net gains from foreign currency translation                          | (1,236,087)                   | (3,899,075)                | –                            | (5,135,162)      |
| Provision for loan impairment  | (249,908)                     | (593,132)                  | (42,000)                     | (885,040)        |
| Operating income   | –                             | –                          | 28,476                       | 28,476           |
| Operating expenses   | (186,061)                     | (1,149,685)                | (52,069)                     | (1,387,815)      |
| <b>Profit before tax</b>   | <b>48,365</b>                 | <b>1,409,381</b>           | <b>–</b>                     | <b>1,457,746</b> |

### 13. Transactions with the related parties of the Bank

In accordance with IAS 24 *Related Party Disclosures*, parties are considered to be related if one party has the ability to control the other party or exercise significant influence over the other party in making financial and operational decisions. In considering each possible related party relationship, attention is directed to the substance of the relationship, not merely its organizational and legal form.

During 2016 and 2015, the Bank did not enter into any transactions with the members of the Supervisory Board and the Management Board of the Bank.

In accordance with IAS 24 *Related Party Disclosures*, parties are considered to be related if one party has the ability to control the other party, is under common control or can exercise significant influence over the other party in making financial and operational decisions.

The Bank entered into transactions with related parties in the ordinary course of business. There is no increased risk of overdue debts or other unfavorable events resulting from such transactions.

The Bank determined the following categories of related parties:

- shareholders;
- other related parties;
- key management personnel – 4 individuals (members of the Bank's Management Board);
- insiders.

The direct owners of the Bank are presented below:

- UniCredit S.p.A., Italy – 40%.
- Renault S.A., France – 30%.
- Nissan Motor Co., Ltd., Japan – 30%.



## Translation of the original Russian version

The above interests are shown without the interest of Renault S.A., France, in the share capital of Nissan Motor Co., Ltd., Japan, which was 43% as of 31 December 2016.

|                              | 1 January 2017   | 1 January 2016   |
|------------------------------|--|--|
| <b>Shareholders</b>          | BARN B.V.  | BARN B.V.  |
| <b>Other related parties</b> | JSC UniCredit Bank<br>LLC RN Finance RUS<br>RNGM S.A.<br>RCI Banque S.A.<br>Nissan Financial Services Co., Ltd.<br>Renault Finance S.A.<br>LLC Nissan Manufacturing RUS<br>CJSC Renault Russia<br>DIAC<br>NISSAN MOTOR ACCEPTANCE Corporation<br>JSC NPF AVTOVAZ | JSC UniCredit Bank<br>LLC RN Finance RUS<br>Representative office of RCI Banque S.A.<br>RNGM S.A.<br>RCI Banque S.A.<br>Nissan Financial Services Co., Ltd.<br>Renault Finance S.A.<br>LLC Nissan Manufacturing RUS<br>CJSC Renault Russia<br>SOGESMA S.A.R.L. |

The balances of significant transactions with related parties are disclosed below.

| 1 January 2017   | Shareholders | Other related parties | Key management personnel (*) | Insiders   | Total             |
|--|--------------|-----------------------|------------------------------|------------|-------------------|
| <b>Assets</b>  |              |                       |                              |            |                   |
| Amounts due from credit institutions                                 |              | 57,950                |                              |            | 57,950            |
| Financial assets at fair value through profit or loss                |              | 136,743               |                              |            | 136,743           |
| Net loans receivable and similar debt                                |              |                       |                              | 520        | 520               |
| Other assets   |              | 229,243               |                              | 4          | 229,247           |
| <b>Total assets</b>  |              | <b>423,936</b>        |                              | <b>524</b> | <b>424,460</b>    |
| <b>Liabilities</b>   |              |                       |                              |            |                   |
| Amounts due to credit institutions                                   |              | 26,900,331            |                              |            | 26,900,331        |
| Amounts in settlements   |              | 109                   |                              |            | 109               |
| Amounts due to customers (other than credit institutions)            |              | 10,979,832            |                              |            | 10,979,832        |
| Current accounts of individuals                                      |              |                       |                              | 44         | 44                |
| Financial liabilities at fair value through profit or loss           |              | 2,681,101             |                              |            | 2,681,101         |
| Other liabilities  |              | 1,174,567             |                              |            | 1,174,567         |
| <b>Total liabilities</b>   |              | <b>41,735,940</b>     |                              | <b>44</b>  | <b>41,735,984</b> |
| <b>Claims and liabilities under derivative financial instruments</b> |              | <b>47,248,863</b>     |                              |            | <b>47,248,863</b> |
| Claims under derivative financial instruments                        |              | 21,176,568            |                              |            | 21,176,568        |
| Liabilities under derivative financial instruments                   |              | 26,072,295            |                              |            | 26,072,295        |

| 1 January 2016   | Shareholders | Other related parties | Key management personnel (*) | Insiders   | Total             |
|--|--------------|-----------------------|------------------------------|------------|-------------------|
| <b>Assets</b>  |              |                       |                              |            |                   |
| Amounts due from credit institutions                                 |              | 19,974                |                              |            | 19,974            |
| Financial assets at fair value through profit or loss                |              | 2,881,955             |                              |            | 2,881,955         |
| Net loans receivable and similar debt                                |              |                       |                              | 947        | 947               |
| Other assets   |              | 177,371               |                              | 5          | 177,376           |
| <b>Total assets</b>  |              | <b>3,079,300</b>      |                              | <b>952</b> | <b>3,080,252</b>  |
| <b>Liabilities</b>   |              |                       |                              |            |                   |
| Amounts due to credit institutions                                   |              | 22,360,636            |                              |            | 22,360,636        |
| Amounts in settlements   |              | 1,845                 |                              |            | 1,845             |
| Amounts due to customers (other than credit institutions)            |              | 12,391,566            |                              |            | 12,391,566        |
| Current accounts of individuals                                      |              |                       |                              | 44         | 44                |
| Financial liabilities at fair value through profit or loss           |              | 761,086               |                              |            | 761,086           |
| Other liabilities  |              | 761,086               |                              |            | 761,086           |
| <b>Total liabilities</b>   |              | <b>35,515,133</b>     |                              | <b>44</b>  | <b>35,515,177</b> |
| <b>Claims and liabilities under derivative financial instruments</b> |              | <b>43,319,623</b>     |                              |            | <b>43,319,623</b> |
| Claims under derivative financial instruments                        |              | 21,833,930            |                              |            | 21,833,930        |
| Liabilities under derivative financial instruments                   |              | 21,485,693            |                              |            | 21,485,693        |

## Translation of the original Russian version

Income and expenses from transactions with related parties are disclosed below:

| <b>1 January 2017</b>  | <b>Shareholders</b> | <b>Other related parties</b> | <b>Key management personnel (*)</b> | <b>Insiders</b> | <b>Total</b> |
|--|---------------------|------------------------------|-------------------------------------|-----------------|--------------|
| Interest income  |                     | 1,569,739                    |                                     | 98              | 1,569,837    |
| Interest expense   |                     | (2,539,182)                  |                                     |                 | (2,539,182)  |
| Changes in provisions for potential losses on loans and other assets |                     |                              |                                     | (2)             | (2)          |
| Net gains from financial assets at fair value                        |                     | (5,593,169)                  |                                     |                 | (5,593,169)  |
| Net gains from securities available for sale                         |                     | (20)                         |                                     |                 | (20)         |
| Net gains (losses) from dealing in foreign currencies                |                     | (829)                        |                                     |                 | (829)        |
| Net fee and commission income  |                     | 236,677                      |                                     |                 | 236,677      |
| Other operating income   |                     | 1,060                        |                                     |                 | 1,060        |
| Operating expenses   |                     | (59,775)                     | (88,154)                            |                 | (147,929)    |
| Tax expense  |                     | (1,182)                      |                                     |                 | (1,182)      |

| <b>1 January 2016</b>  | <b>Shareholders</b> | <b>Other related parties</b> | <b>Key management personnel (*)</b> | <b>Insiders</b> | <b>Total</b> |
|--|---------------------|------------------------------|-------------------------------------|-----------------|--------------|
| Interest income  |                     | 1,086,199                    |                                     | 38              | 1,086,237    |
| Interest expense   | (392)               | (1,370,300)                  |                                     |                 | (1,370,692)  |
| Changes in provisions for potential losses on loans and other assets |                     |                              |                                     | (5)             | (5)          |
| Net gains from financial assets at fair value                        |                     | 3,761,470                    |                                     |                 | 3,761,470    |
| Net gains from securities available for sale                         |                     | (60)                         |                                     |                 | (60)         |
| Net gains (losses) from dealing in foreign currencies                |                     | 3,479                        |                                     |                 | 3,479        |
| Net fee and commission income  |                     | 48,318                       |                                     |                 | 48,318       |
| Other operating income   |                     | 1,497                        |                                     |                 | 1,497        |
| Operating expenses   |                     | (33,292)                     | (89,543)                            |                 | (122,835)    |
| Tax expense  |                     | (18)                         |                                     |                 | (18)         |

\* *Information on benefits to key management personnel:*

*Information on benefits to key management personnel includes short-term benefit payable to the members of the Bank's Management Board during the reporting period and one year after the end of the reporting period when the employees rendered the respective services. Short-term benefit includes salary and year-end bonuses.*

In 2016, due to changes in the procedure of determining income, expenses and other comprehensive income, which were introduced on 1 January 2016 in accordance with Regulation No. 446-P of the Bank of Russia *On the Procedure for Determining Income, Expenses and Other Comprehensive Income of Credit Institutions* dated 22 December 2014 (hereinafter, "Regulation No. 446-P"), the Bank included commissions on factoring transactions in interest income within the item "Interest income." In view of the above, the Bank reclassified the items "Net fee and commission income" and "Interest income" in the amount of kRUR 1,043,001 in its annual statements as of 1 January 2016.

In 2016 and 2015, the Bank did not write off any uncollectible receivables from transactions with related parties.

### 14. Information on compensation system

The Bank's compensation and benefit system is a key factor for motivating employees to be involved in achieving corporate objectives. The Bank's approach to compensation is focused on performance, compliance with the business strategy, securing competitiveness and efficiency of the incentive system.

Therefore, the Bank implements an action plan to develop the system of applied indicators, amend regulations governing authority and issues related to compensations to employees, including employees taking risk and employees of controlling departments.

Departments that monitor compensation, internal control and risk management systems, as well as finance and legal departments of the Bank are directly involved in this process.

Compensation system and procedures are governed by the Regulation on Compensation to Employees. This regulation is developed in accordance with the Labor Code of the Russian Federation, Russian law, the Bank's regulations and the Bank's local regulations. The regulation establishes procedure and system of compensations and incentives in order to increase the Bank's employees' material interest in high performance, higher efficiency and quality of work, responsibility for performance of work, as well as in order to comply with the principle of correlation between salary and personal contribution of employees to operating performance of the Bank.

The Regulation is applicable to all the Bank's employees, including:

- members of the sole executive body, members of the collective executive body and members of committees of executive body;

## Translation of the original Russian version

- employees making decisions to perform operations or enter into other transactions / taking risks that may impact compliance with prudential ratios. The list of these employees is approved by the order of the Chairman of the Management Board;
- employees performing internal control functions;
- employees performing risk management functions.

The regulation governs the procedure of calculation and payment of fixed and variable parts of compensation to employees.

Fixed part of compensation includes the amounts of the base salary, reimbursements, incentives and social payments not based on performance.

Variable part of compensation includes reimbursements, incentives and social payments based on performance.

Variable part of compensation is not guaranteed and depends on meeting target performance indicators (quantitative and qualitative) established for an employee to the extent of risks accepted by the Bank and profitability.

Compensation to employees of internal control and risk management departments is arranged in such a way that the fixed part comprises at least 50% of the total amount of compensation to employees of these departments.

All members of the executive bodies and employees performing risk taking functions are informed of short-term targets for the calendar year. In 2016, the targets were met in full. Performance against the long-term targets that were set for this category of employees will be analyzed by the Compensation Committee in the first quarter of the year following the reporting period. Following the analysis, the Bank's Board of Directors receives a recommendation for the decision to adjust and pay or not to pay the deferred part of compensation.

The Bank measures current and future risks on the basis of short-term and long-term indicators specified in the internal regulatory documents. Upon expiry of a certain period, the Bank analyzes these indicators, and the collegial body of the Bank's Board of Directors decides to confirm or adjust the variable part of compensation paid to risk-taking employees.

The characteristics and types of quantitative and qualitative indicators used by the Bank to account for these risks, including risks that are hard to assess, as well as the ways in which they impact the amount of compensation must be approved by shareholders and the Bank of Russia, and the Bank selects a confidentiality strategy for them in terms of disclosing them to third parties.

The compensation to employees of these departments is not linked to the financial performance of departments that make decisions to perform banking and other operations.

Total base salary, reimbursements, incentives and social payments are approved annually by the Bank's Board of Directors as part of annual approval of the budget and business plans.

Employees' compensation is annually aligned with the market level based on labor market review provided by an independent research company. When necessary, the compensation system, is upgraded based on recommendations.

An independent assessment of the credit institution's compensation system is performed by the Compensation Committee (representatives of the parent companies of the three shareholders of the Bank) of the Bank's Board of Directors and by the Bank's Board of Directors. The current compensation system for the Bank's employees, including certain categories of risk-taking employees, was assessed as effective and meeting all objectivity and fair payment criteria, including the criteria and requirements of the local regulator, as confirmed in writing by the regulator.

In 2016, the Board of Directors did not revise the Bank's compensation system.

On 25 February 2016, based on the requirements of Instruction No. 154-I of the Bank of Russia *On Assessing a Credit Institution's Compensation System and Instructing a Credit Institution to Eliminate Irregularities in Its Compensation System* dated 17 June 2014, the Bank set up, on the basis of a decision of the Board of Directors, the Compensation Committee which is a permanent collegial body of the Board of Directors. The Compensation Committee is to organize, monitor and control the compensation system and to help the Board of Directors make decisions related to the organization, operation and assessment of the Bank's compensation system.

The Compensation Committee is responsible for the following matters:

- 1) preparation of the decisions of the Board of Directors for the approval of documents on the procedure for determining the amounts of the base salary, reimbursements, incentives and social payments not based on performance (fixed pay)  
for the sole executive body and members of the collegial executive body (hereinafter, "members of the executive bodies");
- 2) preparation of the decisions of the Board of Directors for the approval of documents on the procedure for determining the amounts, forms and accruals of reimbursements and incentives based on performance (variable pay) for the members of the executive bodies and other managers (employees) who make decisions on the Bank's operations and transactions  
that could affect the Bank's compliance with prudential ratios or lead to situations threatening the interests of depositors and creditors, including grounds for taking measures to prevent the Bank's insolvency (bankruptcy),  
and for the employees of departments engaged in internal control and departments engaged in identifying and assessing risks, determining their maximum values and the capital needed to cover them and monitoring compliance with the above limits at the level of individual portfolios, business activities and the Bank as a whole;

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- 3) preparation of the decisions of the Board of Directors for the approval of the amount of the Bank's payroll;
- 4) preliminary review of suggestions made by departments engaged in internal control and risk management for improving the compensation system and preparation of the decisions of the Board of Directors, if necessary;
- 5) preliminary review of reports on the monitoring of the compensation system and preparation of the decisions of the Board of Directors with respect to its consideration;
- 6) preparation of information for the Board of Directors on large compensation payments recognized as such under the internal documents establishing the compensation system.

As of 31 December 2016, the Compensation Committee of the Bank comprises four (4) members:

- Mikhail Yurievich Alexeev – Chairman of the Board of Directors.
- Gianluca De Ficchy – member of the Board of Directors.
- Graziano Cameli – member of the Board of Directors.
- Rakesh Kochhar – member of the Board of Directors.

In 2016, the Compensation Committee met one time, and no compensation was paid to its members.

In 2016, the Bank paid no termination benefits, incentives to new hires or deferred benefits.

The Bank has an approved list of positions taking risks and employees that perform control and risk management functions.

As of 31 December 2016, the Bank has 12 risk-taking employees (4 of them are members of the Management Board).

### Information on the Bank's structure of payments for the 12 months of 2016

|   |         |
|---|---------|
| Total amount of payments including bonuses and compensations      | 404,488 |
| Fixed part of compensation to risk-taking employees               | 119,932 |
| Variable short-term part of compensation to risk-taking employees | 25,585  |
| Variable long-term part of compensation to risk-taking employees  | –       |
| Severance pay to risk-taking employees                            | –       |

In 2016, no adjustments were made to compensation and large payments to risk-taking employees.

Chairman of the Management Board

Bruno Kintzinger

Chief Accountant

Daria Alexandrovna Lvova

29 March 2017

