



8-month 2014 financial summary



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| Key indicators  | 8 months 2013 | 8 months 2014 | % change<br>year to date |
|---|---------------|---------------|--------------------------|
| Total gross loans   | 449,581,252   | 572,482,833   | 27.3%                    |
| Total loans (net of reserves)                             | 415,590,228   | 529,735,410   | 27.5%                    |
| Total assets  | 536,014,720   | 702,277,103   | 31.0%                    |
| Total capital   | 53,841,066    | 63,588,901    | 18.1%                    |
| Pre-provisions operating income                           | 34,096,633    | 37,530,613    | 10.1%                    |
| Net income (loss) *                                       | 7,957,873     | 6,300,762     | -20.8%                   |
| Total income (loss)                                       | 8,053,900     | 6,318,736     | -21.5%                   |
| Pre-provisions net income (loss), net of tax              | 12,352,232    | 11,909,114    | -3.6%                    |
| Pre-provisions income (loss), net of tax                  | 12,448,259    | 11,927,088    | -4.2%                    |
| Headcount (excluding maternity leaves)                    | 5,353         | 5,875         | 9.8%                     |
| Net commission income/Pre-provisions operating income     | 20.7%         | 14.8%         | -28.7%                   |
| Cost to Income Ratio                                      | 53.5%         | 59.7%         | 11.4%                    |
| Cost to Income Ratio (excluding interest expenses)        | 34.8%         | 36.2%         | 4.0%                     |
| Compensation to Income Ratio                              | 27.0%         | 27.5%         | 1.7%                     |
| Loan to Deposit Ratio                                     | 113.9%        | 119.2%        | 4.7%                     |
| Gross loans to Assets                                     | 83.9%         | 81.5%         | -2.8%                    |
| Accrued interest to Total Loans                           | 4.1%          | 4.6%          | 13.7%                    |
| Interest income received in cash/Total interest income    | 89.8%         | 87.4%         | -2.6%                    |
| Provisions to Non-performing loans Ratio (Coverage Ratio) | 100.1%        | 81.3%         | -18.8%                   |
| Number of client accounts                                 | 1,210,470     | 1,914,538     | 58.2%                    |
| Return on Average Equity (year to date, annualized)       | 23.7%         | 15.9%         | -32.8%                   |
| Return on Average Assets (year to date, annualized)       | 2.4%          | 1.4%          | -39.3%                   |
| Net Interest Margin (year to date)                        | 7.9%          | 7.0%          | -11.1%                   |
| Net Interest Margin (annual for previous 12 months)       | 8.0%          | 7.7%          | -3.9%                    |