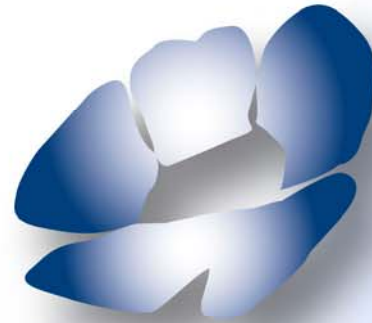




RODOVID
BANK



PARTNER PRESENTATION
January 2010



- 🌀 Transparent Bank
- 🌀 Strong Support of the State as a Majority Shareholder
- 🌀 Best in Class Management Team
- 🌀 Focus on Universal Banking Services
- 🌀 Broad Distribution Platform
- 🌀 Strong Alternative Distribution Channels
- 🌀 High Brand Awareness



BANKING SECTOR

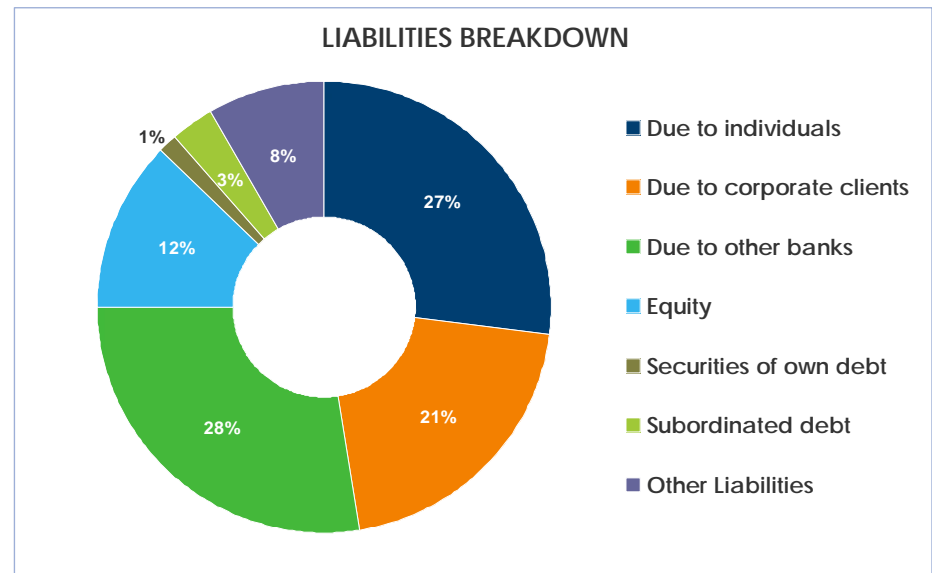
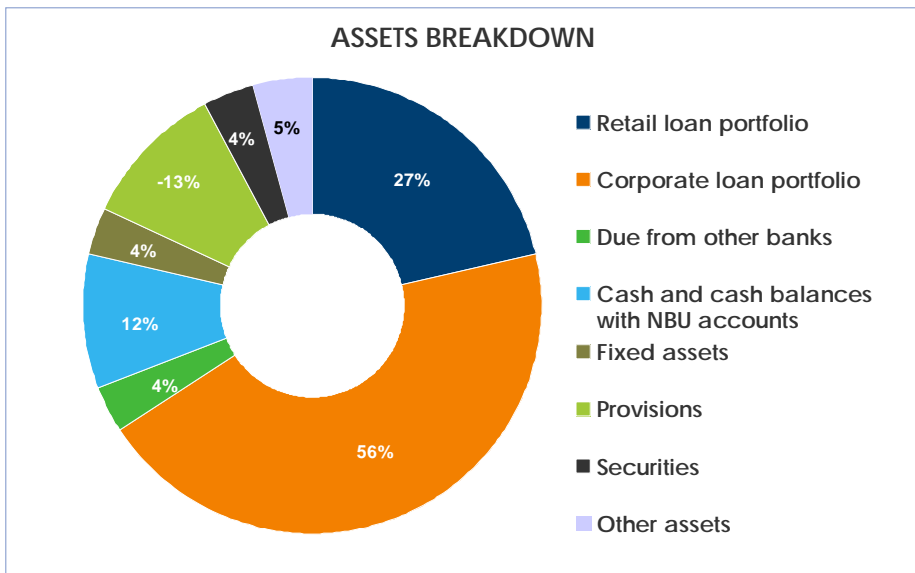
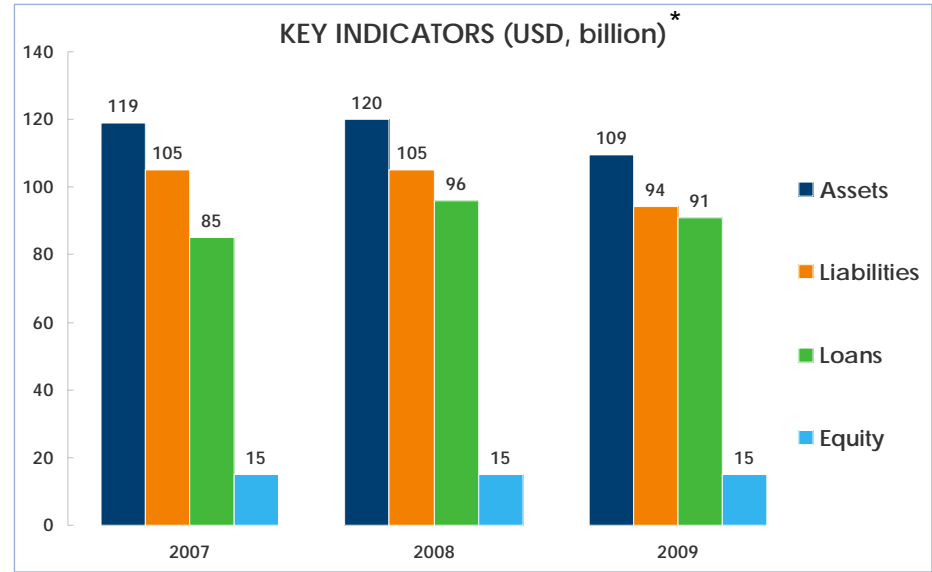
SUMMARY

BUSINESSES

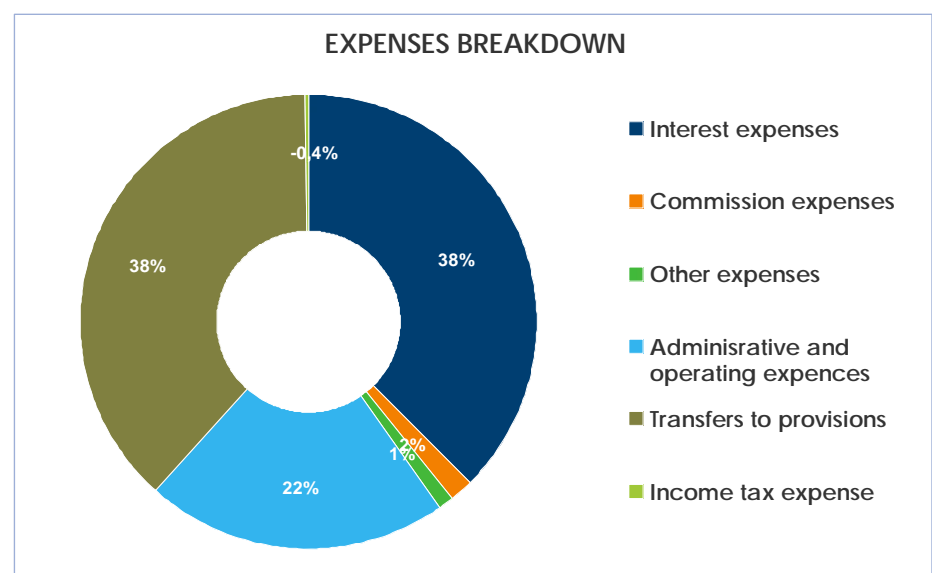
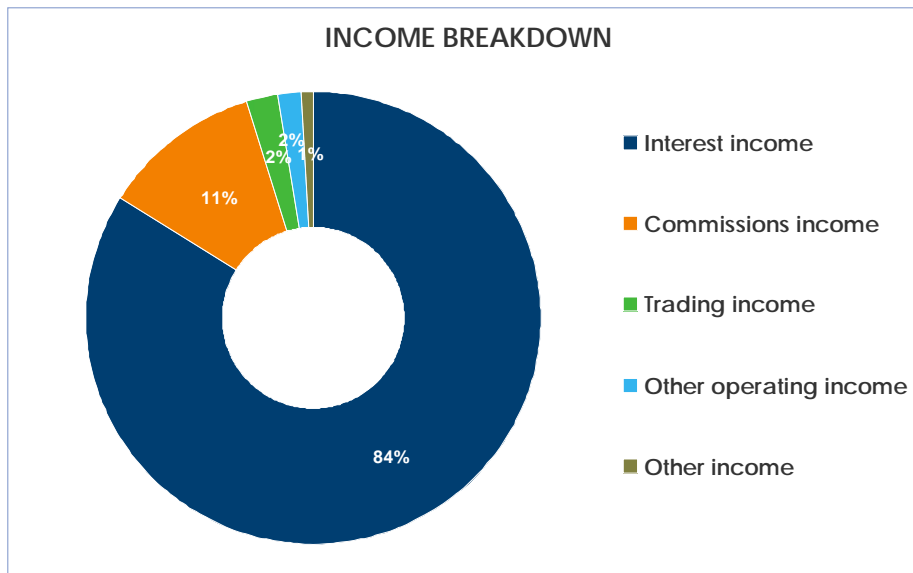
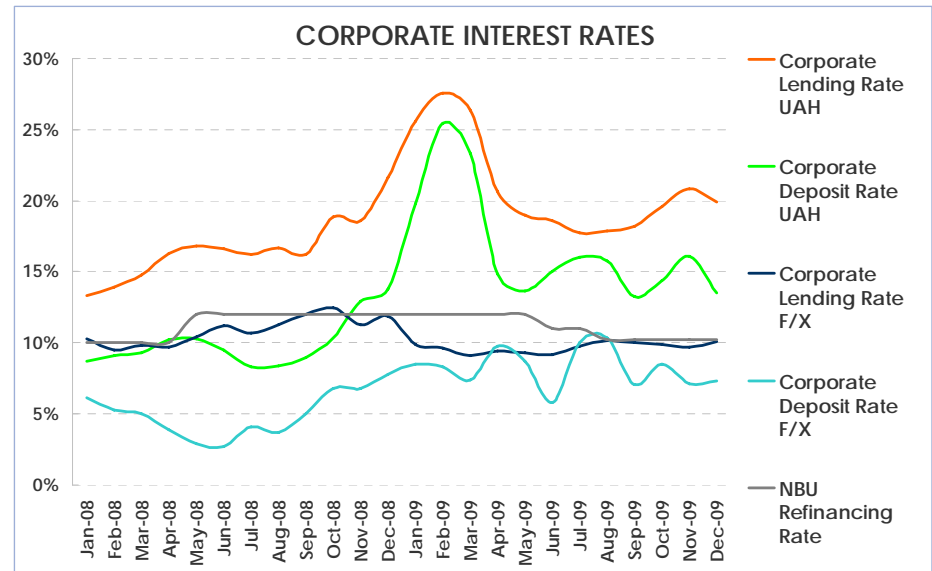
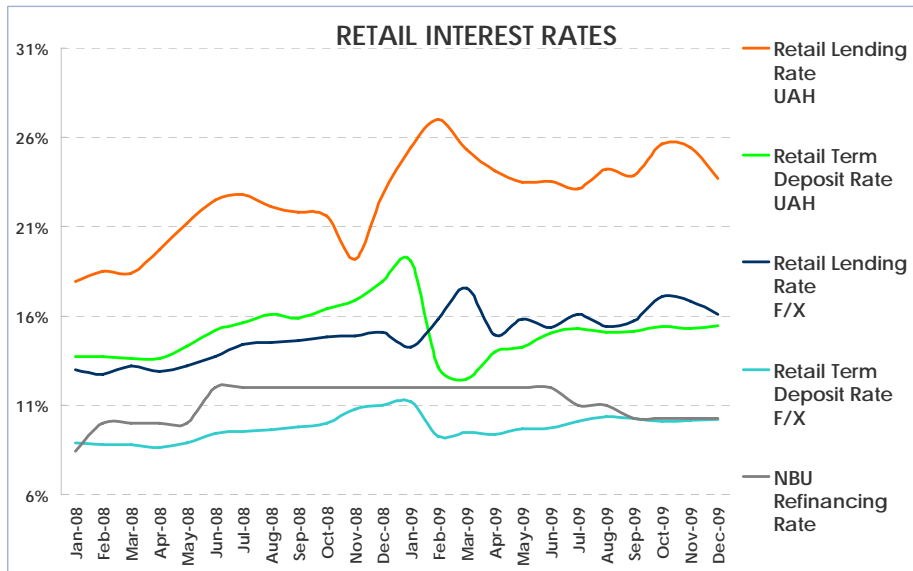
FINANCIALS

BANK OVERVIEW

- Sector comprises 182 active banks
- In 2009 Ukrainian banking sector showed decrease in assets, liabilities and profits
- Low consolidation levels in the industry
- National Bank of Ukraine (NBU) intensively implements international standards of sector regulation, monitors sector continuously and makes regular audits
- Deposit insurance scheme and NBU support maintain clients' confidence and sector development
- Government in 2009 recapitalises problem banks



* Please note that some of the difference in financial figures between 2007 and 2008 and 2009 in this section and further on in this presentation is attributed to fluctuations in the official exchange rate.





BANK OVERVIEW

UKRAINIAN BANKING SECTOR

FINANCIALS

BUSINESSES

SUMMARY

RANK	ASSETS	EQUITY	UNITS	CARDS
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15 / \$2,123 mln / \$543 mln / 112 / 2,152,000

20 / \$1,714 mln / \$183 mln / 174 / 1,965,000

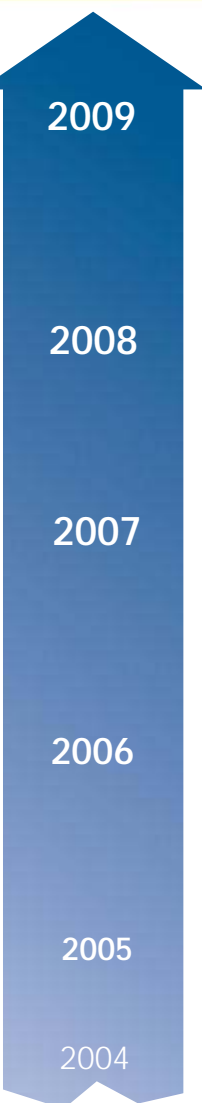
18 / \$1,968 mln / \$237 mln / 150 / 1,620,000

21 / \$728 mln / \$88 mln / 55 / 740,000

29 / \$363 mln / \$33 mln / 30 / 400,000

33 / \$164 mln / \$30 mln / 5 / 6,000

97 / \$27 mln / \$17 mln / 4 / less than 5,000



2009

- State recapitalization of UAH 2.8 bln and UAH 5.6 bln in July and December 2009 respectively
- Restructuring of foreign debt is completed
- Ukroprombank's liabilities are transferred to RODOVID and repayment of retail deposits is under way

2008

- RODOVID combines ATM network (over 4,000 ATMs) with UkrSibbank, Financy and Kredyt, Oschadbank and Ukrsotsbank
- USD 10 mln syndicated
- USD 45 mln mortgage and SME development programs loans signed
- KPMG produces IFRS report
- USD 70 mln domestic bonds (series E and F) issued

2007

- New international projects launched: IFC (corporate governance), WB (export development), EBRD (microfinance)
- Capital increase: USD 120 mln
- RODOVID represented in all regions (150 offices, 166 ATMs)
- Credit rating assigned by Fitch (Moody's rating improved)
- Debut syndicated loan: USD 20 mln (100% oversubscription)
- USD 130 mln domestic bonds (series B, C and D) issued

2006

- USD 50 mln share issue purchased by international investors
- Credit rating assigned by Moody's
- VISA and MasterCard principal membership obtained
- RODOVID becomes acquiring bank
- 24-hour call centre opened
- RODOVID's regional network reached 55

2005

- Retail loan portfolio rocketed 12 times
- Exclusive agreements signed with leading Ukrainian companies
- 24-hour underwriting centre opened

2004

- RODOVID acquired by new management team
- New share issue: USD 16 mln

NEW MANAGEMENT STARTS AGGRESSIVE TURNAROUND

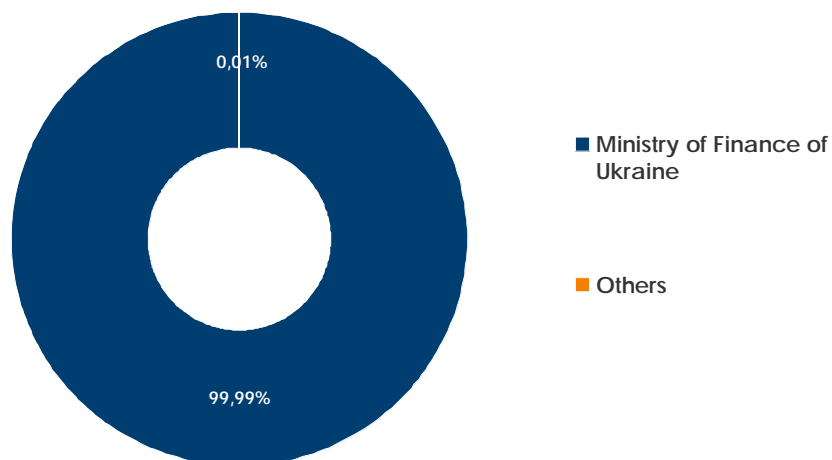
2003

- JSCB "Percombank" founded in 1990

-  RODOVID is 15th largest bank by assets (amongst 182 acting banks)
-  Since December 2009 99.99% of RODOVID's shares is owned by the State (Ministry of Finance)
-  The Bank holds approx. 0.61% of retail market, 1.02% of corporate lending market
-  The Bank was recapitalised by the state for UAH 2.8 bln and UAH 5.6 bln in July and December 2009 respectively

KEY INDICATORS*, USD mln	2007	2008	2009
Total assets	1968	1714	2123
Loans and advances	1215	1282	614
Net profit (loss)	5,9	4	-528
Net interest income	37	33	23
Net fee and commission income	10	23	13
Equity	238	174	543
Net interest margin, %	4%	3,8%	3,3%
Capital adequacy ratio (Basel)	16%	12%	40%
Capital adequacy ratio (NBU)	17%	10%	44%
Loan portfolio as % of assets	62%	75%	29%
Earning assets as % of assets	76%	83%	34%
Immobilization ratio	29%	62%	14%

SHAREHOLDERS









FINANCIALS

SUMMARY

BUSINESSES

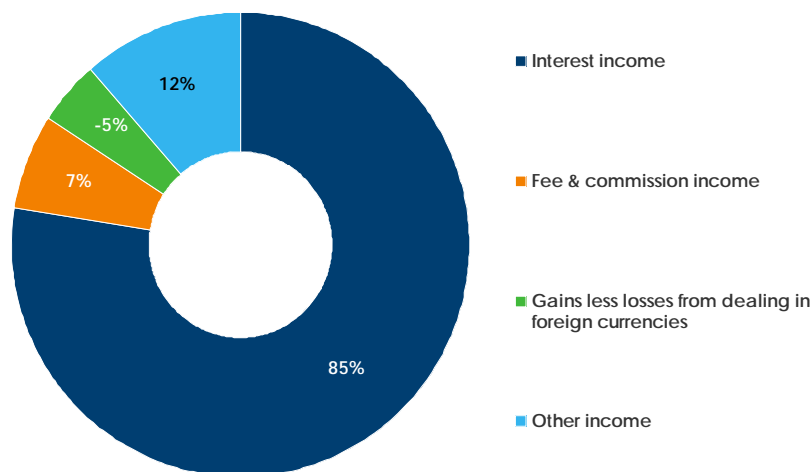
BANK OVERVIEW

BANKING SECTOR

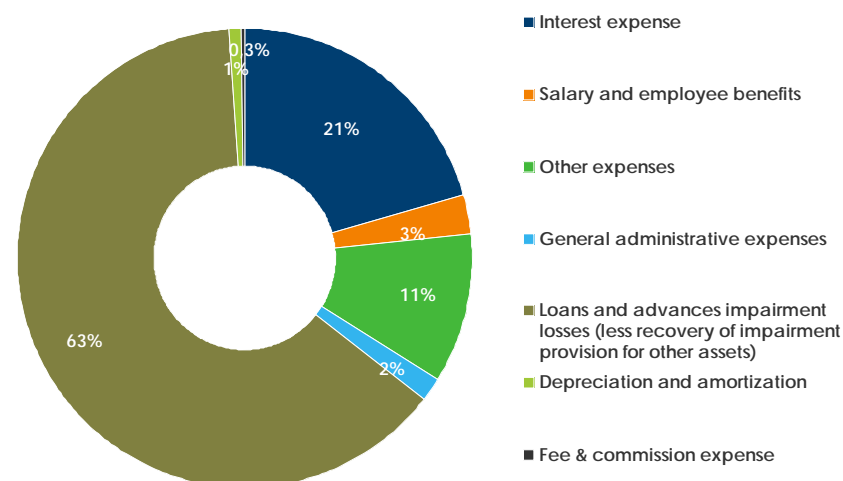
-  The Bank's income mostly derives from interest income but the Bank plans to increase the share of commission income in the future
-  Interest expenses traditionally comprise the major part of Bank's expenses, but recently these were overtaken by substantial expenses attributed to formation of loan loss reserves (USD 463 mln.)
-  The Bank is implementing the strategy aimed on decrease of operating and administrative costs and on profitability increase
-  The total loss of the Bank as of the end of 2009 amounted to USD 528 mln






INCOME STATEMENT, USD mln	2007	2008	2009
Interest income	133	198	175
Interest expense	-96	-164	-152
Fee & commission income	12	26	15
Fee & commission expense	-2	-3	-2
Other income	1	2	26
Operating income	56	20	16
Operating expenses	-48	-72	-580
Profit (loss) before tax	8	5	-528
Net profit (loss)	6	4	-528

INCOME BREAKDOWN



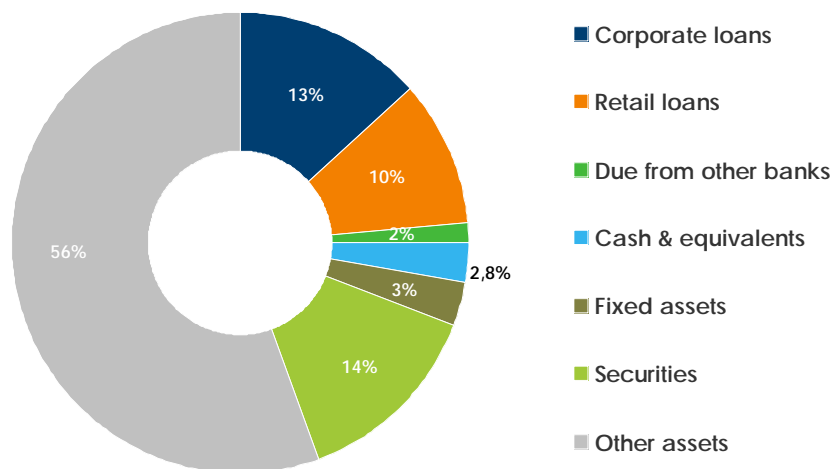
EXPENSES BREAKDOWN



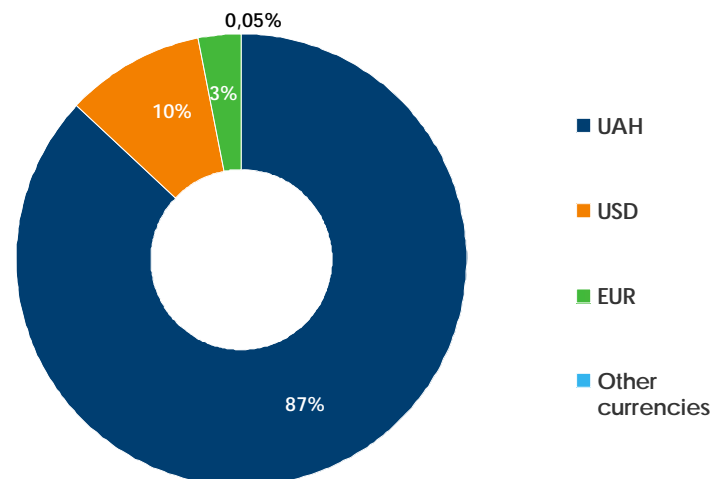
-  34 % of RODOVID's assets are interest earning assets
-  RODOVID's assets are dominated by other assets (56%) that increased due to taking on Ukrprombank's liabilities and assets together with the assets taken on by the Bank due to collection
-  Retail and corporate loans account for 23% of total asset pool
-  The majority of Bank's assets are denominated in UAH (87%)
-  Loan portfolio corresponds to 29% of assets






ASSETS, USD mln	2007	2008	2009
Cash	59	10	44
Balances with the NBU	75	7	29
Due from banks	479	177	41
Receivables under reserve repurchase agreement	36	0	356
Securities available for sale	9	115	614
Loans and advances	1215	1282	77
Property, equipment & intangible assets	77	108	1454
Other assets	18	46	-492
Total assets	1968	1714	2123

ASSETS BREAKDOWN



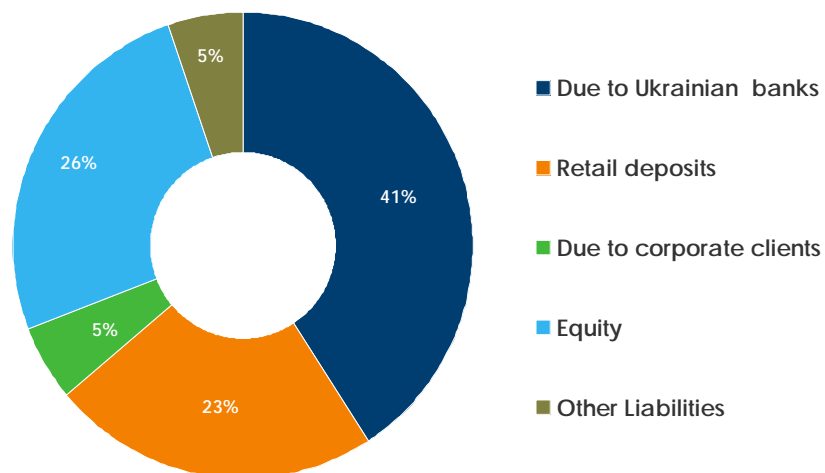
ASSETS BREAKDOWN BY CURRENCY



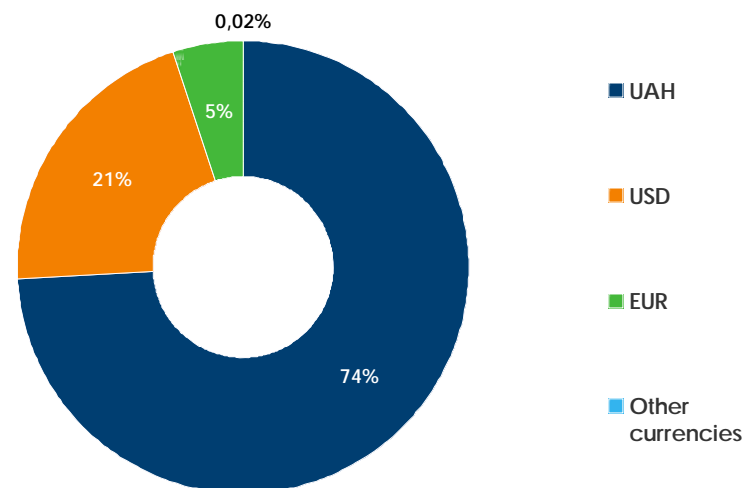
-  RODOVID's liabilities are dominated by customer accounts (retail and corporate deposits)
-  Deposit portfolio grew mostly by transfer of Ukrprombank's clients to RODOVID
-  Other liabilities and own securities comprise small proportion (5%) as the Bank prepaid most of its corporate bonds in 2008
-  Interbank funding accounts for a substantial amount of liabilities (41%)
-  After recapitalisation equity became a significant contributor to Bank's liabilities (26%)




LIABILITIES, USD mln	2007	2008	2009
Due to banks	541	650	488
Current accounts	128	0	222
Deposits	821	811	747
Debt securities issued	144	24	7
Deferred tax liabilities	11	14	5
Other loans and borrowings	73	0	6
Other liabilities	3	33	98
Subordinated debt	8	6	6
Total liabilities	1731	1540	1580

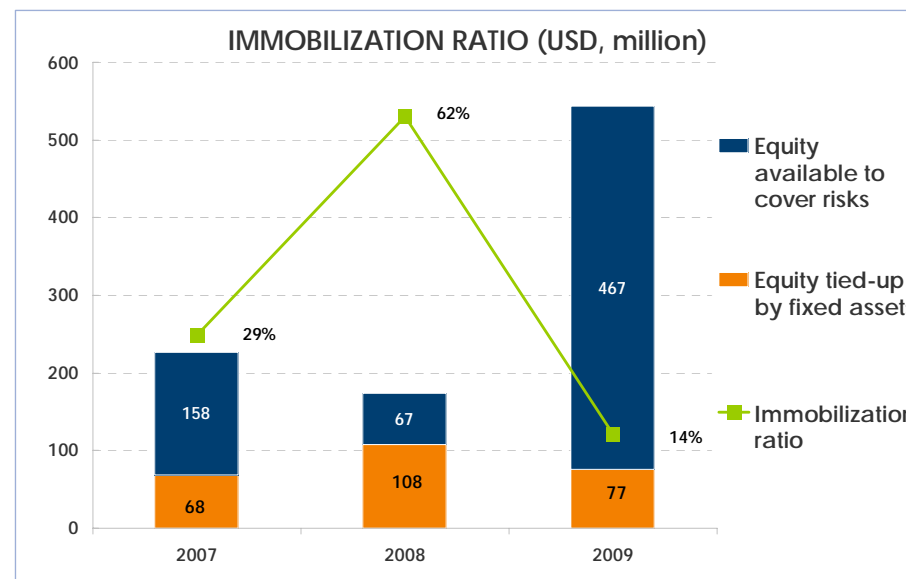
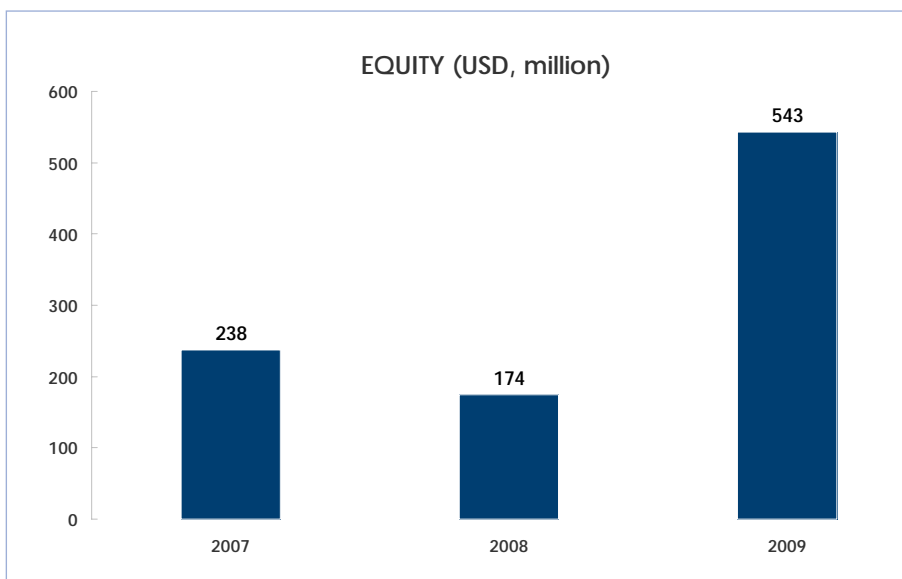
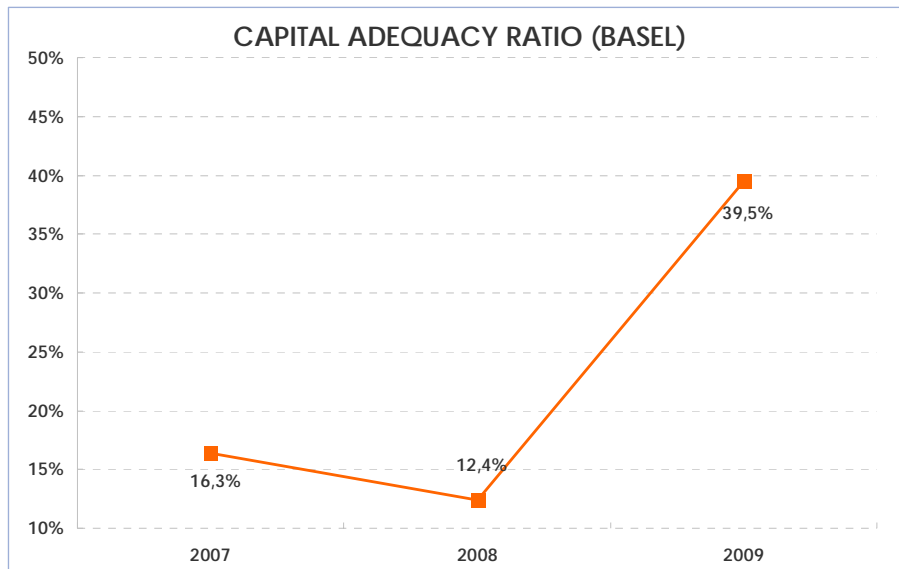
LIABILITIES & EQUITY BREAKDOWN



LIABILITIES BREAKDOWN BY CURRENCY



-  RODOVID was regularly increasing its equity: capital injections were undertaken in 2004 (USD 16 mln), 2007 (USD 120 mln)
-  The State has increased the Bank's capital by UAH 2.8 bln in July 2009 and by UAH 5.6 in December 2009
-  The Bank is fully compliant with national and international capital adequacy requirements
-  In September 2005 RODOVD raised USD 10 mln subordinated debt with 10 year tenor





RODOVID
BANK







BUSINESSES

SUMMARY

FINANCIALS

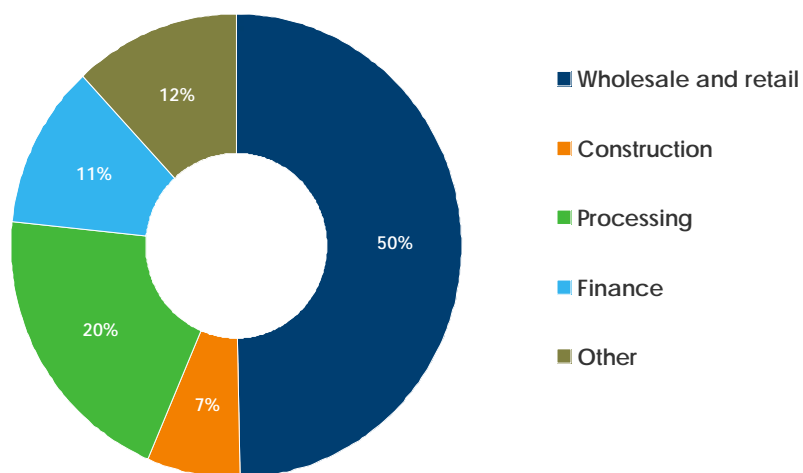
BANK OVERVIEW

BANKING SECTOR

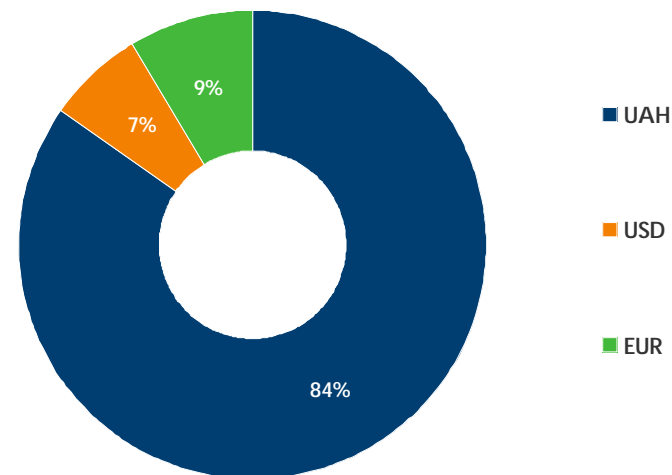
-  RODOVID serves 8,809 corporate customers which are mostly large industrial and trade enterprises
-  Bank offers: loans and credit lines, overdrafts, bank guarantees, letters of credit, term deposits, payroll management services and other products
-  Clients are segmented and treated respectively to their size, partnership history and indirect benefits
-  Bank approves each loan collectively by credit committees of different levels

CORPORATE LOANS & DEPOSITS, USD mln	2007	2008	2009
Corporate loans	828	848	348
Corporate deposits*	263	353	105
Corporate loans as % of total loan portfolio	68%	66%	57%
Corporate deposits as % of total deposit portfolio	44%	43%	11%





CORPORATE LOANS BREAKDOWN



CORPORATE LOANS BY CURRENCY

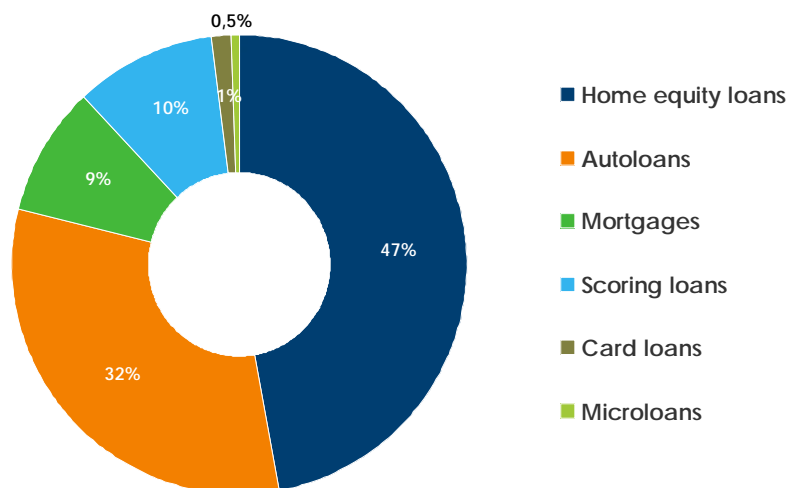


* Includes: corporate current accounts, deposits and accounts payable

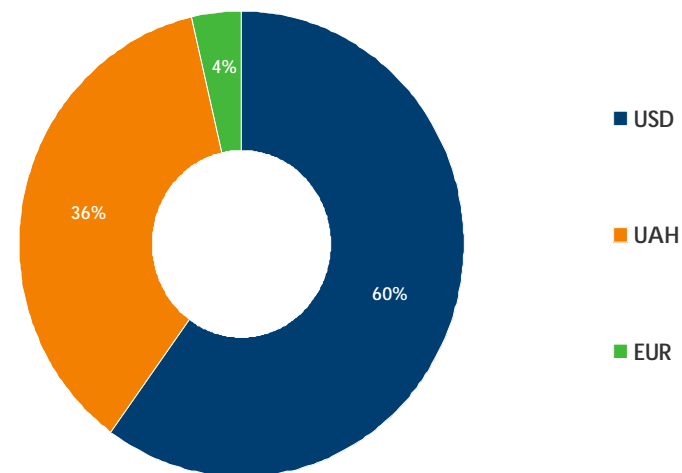
-  RODOVID serves 893,122 retail clients
-  Bank provides wide variety of retail banking services: loans, deposits, plastic cards (debit and credit), trade in banking metals and foreign exchange services and other
-  RODOVID is seeking to expand its retail customer base by: raising its brand awareness, utilizing cross-selling techniques and partnership opportunities, rewarding customer loyalty
-  Bank will initiate payroll management project with the Cabinet of Ministers of Ukraine

RETAIL LOANS & DEPOSITS, USD mln	2007	2008	2009
Retail loans	406	434	266
Retail deposits*	541	459	865
Retail loans as % of total loan portfolio	32%	34%	43%
Retail deposits as % of total deposit portfolio	56%	57%	89%

RETAIL LOANS BREAKDOWN

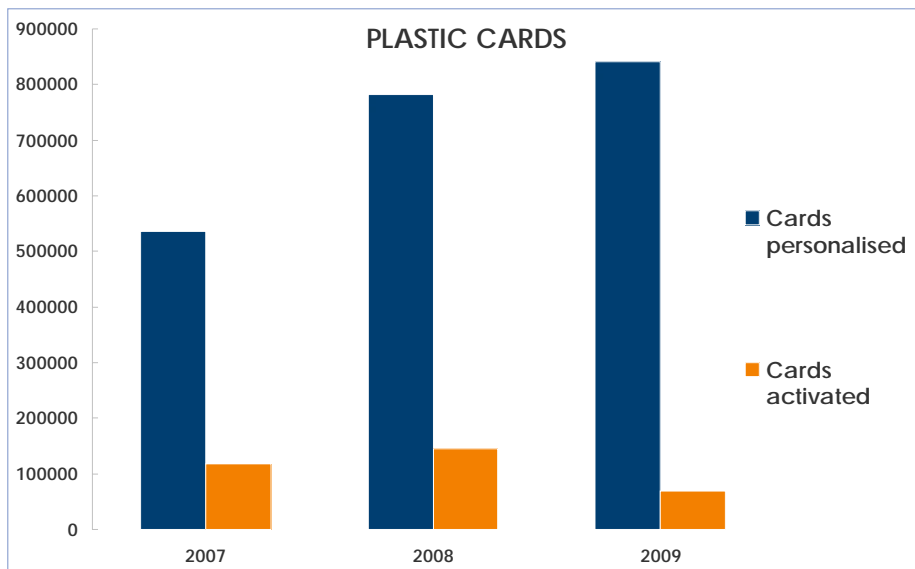


RETAIL LOANS BY CURRENCY



* Includes: retail current accounts, deposits and accounts payable

- RODOVID issued over 2.15 mln cards
- The Bank is a pioneer and leader in the area of co-branding project development, implementation and management
- Co-branding programs have produced 53,177 customers
- In September 2009 RODOVID BANK signed a deal with Cabinet of ministers of Ukraine and "Crimean Vodka Company" LLC regarding payroll management project
- In October 2009 RODOVID BANK became card payroll manager for the Ministry of Finance



COBRANDING PROGRAMS

UMC



mobile network operator

21,708 customers

Kozyrnaya Karta



restaurant chain

21,433 customers

Velyka Kyshenya



food retailer

57,874 customers

Amstor



food retailer

248,134 customers

Eurocar



car dealer/manufacture

1,837 customers

Nova Liniya



construction materials chain

185,191 customers



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In 2007 RODOVID BANK continued to demonstrate outstanding growth in terms of assets and retail client base. It was awarded a title "The most dynamic bank of 2007" by MasterCard International and took 2nd place in the "Bank of the year 2007" nomination. Popular business newspaper "Delo" recognized RODOVID BANK 3rd in nomination "The fastest developing Bank".

Focusing on retail business RODOVID BANK is actively promoting plastic cards through participation in promo-actions, implementation bonus- and discount-payment programmes with high-profile Ukrainian commodities retailers. RODOVID BANK is providing modern payment instruments for every client, individuals or corporate clients, guaranteeing safety, convenience in payment card usage.

Ukrainian association "EMA" granted Rodovid Bank award "The best acquirer". Also, RODOVID BANK took 9th place in the "largest card issuer" rating according to this association.

International payment system VISA awarded Bank two diplomas "For innovation card programmes" and "For successful development of co-branding projects". Due to impetuous and stable increase during last several years, the Bank entered the group of largest banks, while management team was widely recognized as one of the most professional in the sector. In 2007, Denys Gorbunenko (former CEO of the Bank) became laureate of national programme "The person of the year" in nomination "Financier of the year".

Based on the results of shares turnover, Ukrainian stock exchange PFTS published a report mentioning RODOVID BANK's shares as 2nd best shares. It was a result of successful Private Placement of 19% of RODOVID BANK shares in 2006.

Fast and well-balanced development of Rodovid is the result of bank's professional team efforts and clients trust. Year by year the Bank is providing high-quality financial services and builds long-term relationship with the clients. This fact is reflected in getting 11-th in "Favourite Bank", assigned by rating agency "GVARDIA".



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