

Alexander Morozov

➤ Financial Plan 2020

2020: Moderate acceleration across the sector



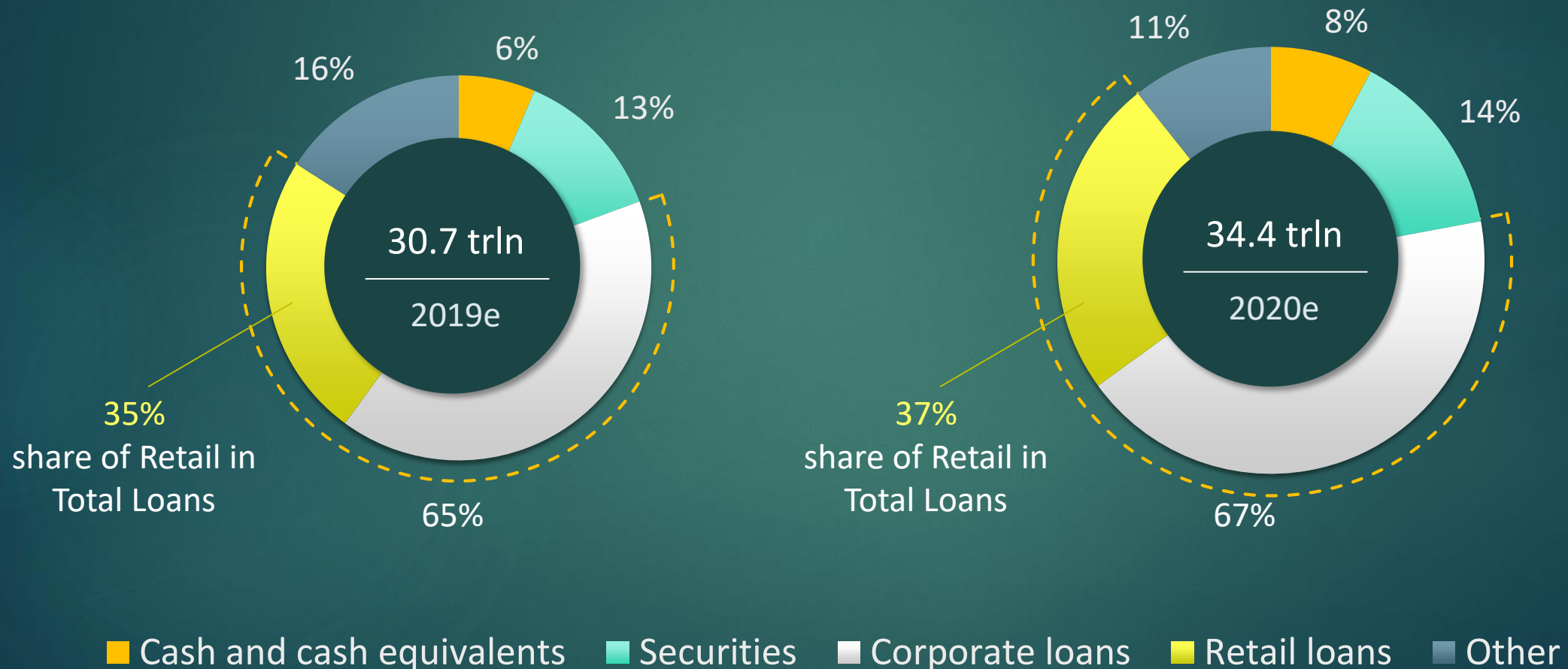
	Corporate loans	Retail loans	Corporate deposits	Retail deposits
SECTOR	+6-8 %	+12-14 %	+8-10 %	+5-7 %

2020: Sberbank to maintain key market shares

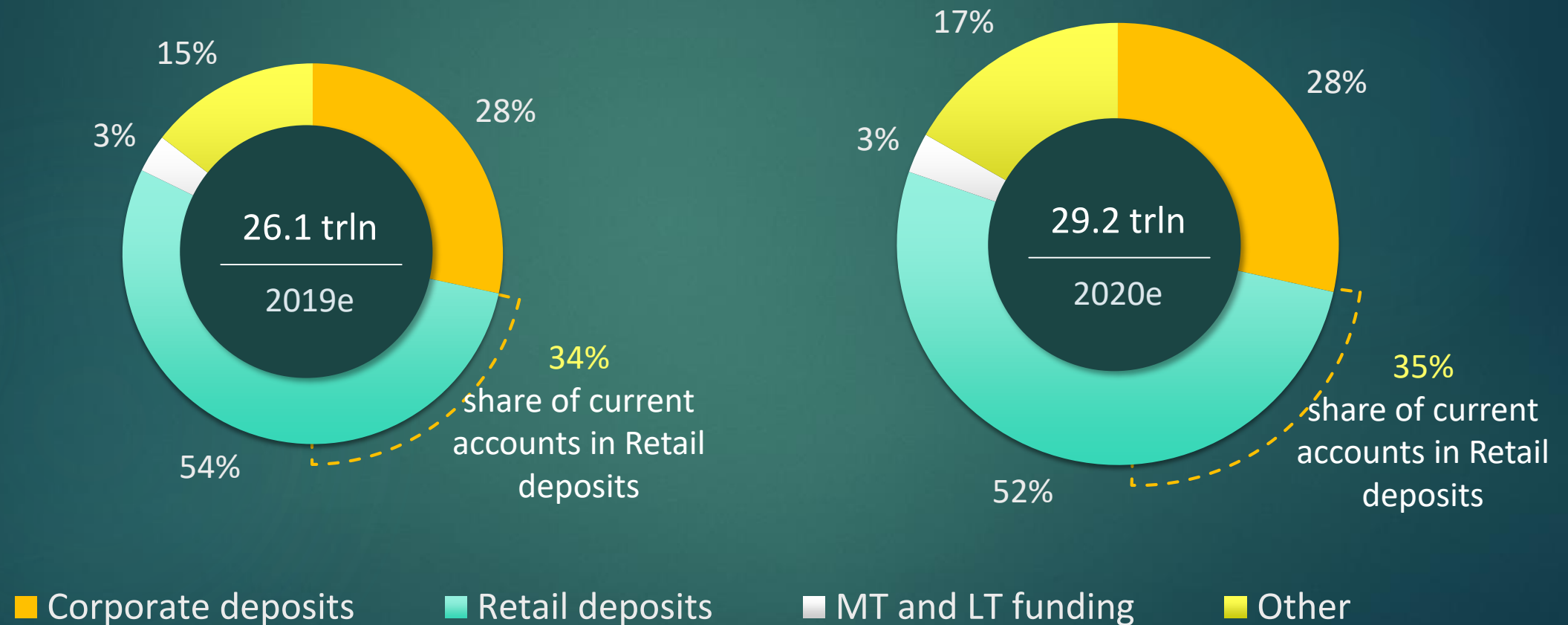


	Corporate loans	Retail loans	Corporate deposits	Retail deposits
SECTOR	+6-8 %	+12-14 %	+8-10 %	+5-7 %
SBERBANK	Slightly better than the sector	In line with the sector	In line with the sector	In line with the sector

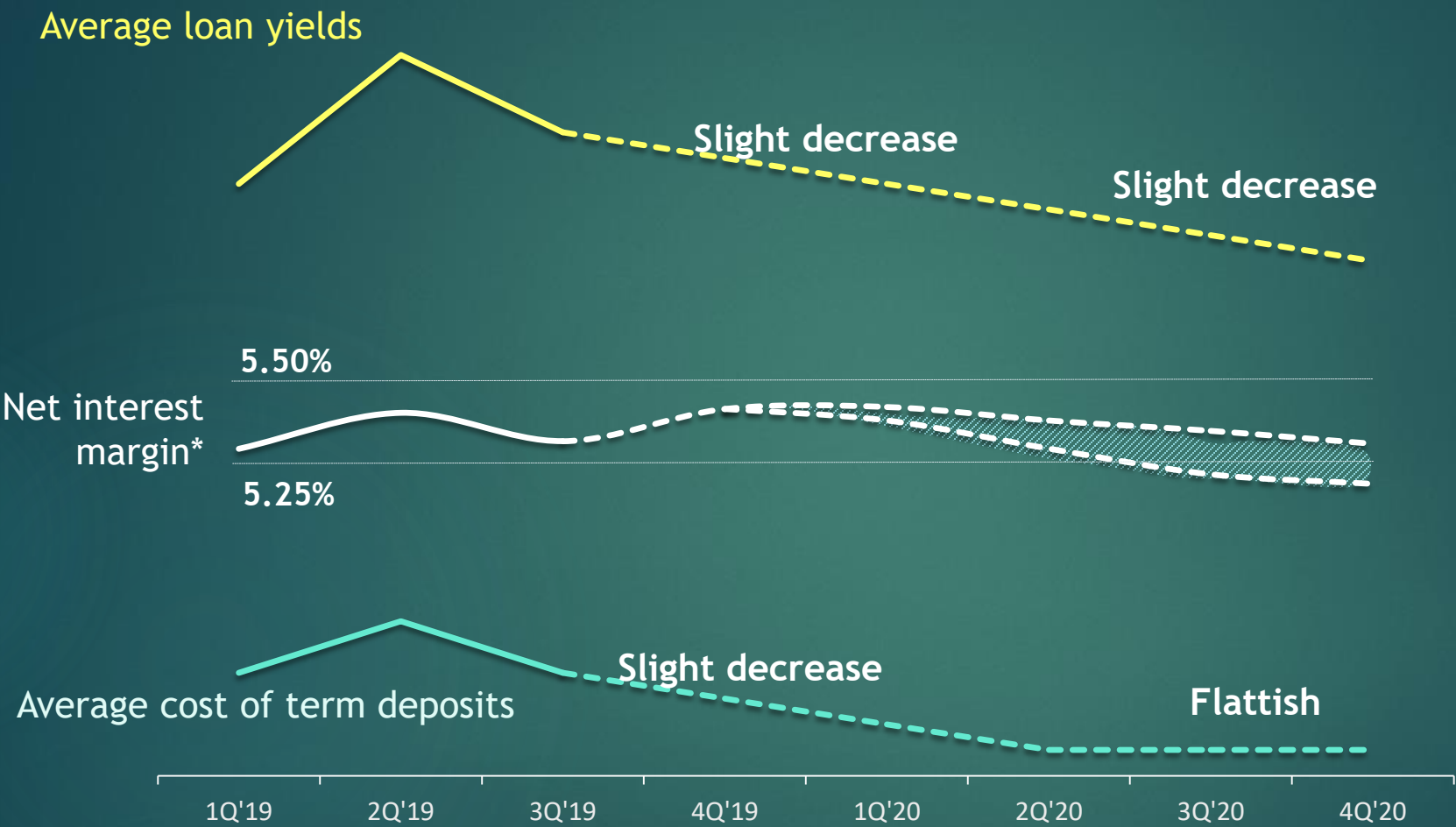
Balance Sheet structure - growth of working assets



Balance Sheet structure - growth of retail current accounts



Net Interest Margin 2020: slight decrease y/y



Average NIM for 2020*

5.1-5.3%

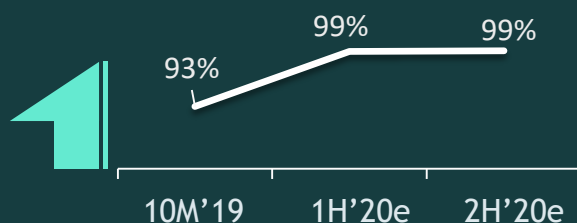
*methodology as of 2019

Key NIM drivers in 2020

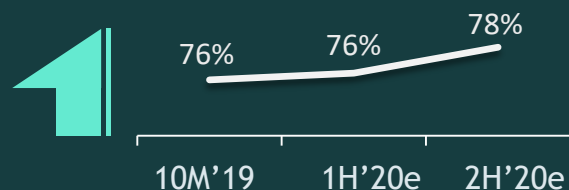


INTERNAL FACTORS TO SUPPORT MARGIN

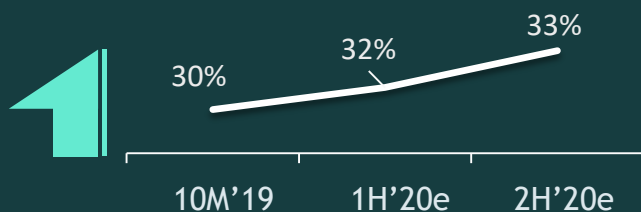
Loan to deposit ratio, %



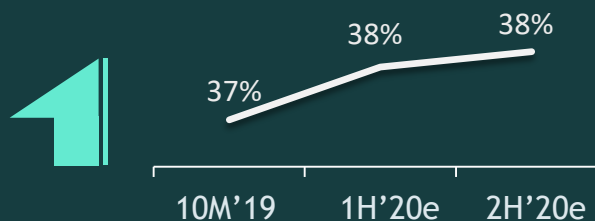
Share of ruble business in loan portfolio



Share of SME and non-mortgage loans, %

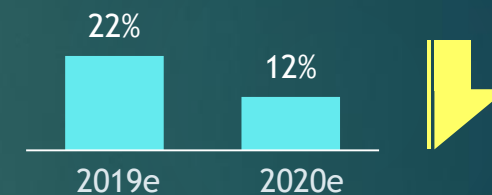


Share of retail and corporate current accounts in clients' funds, %

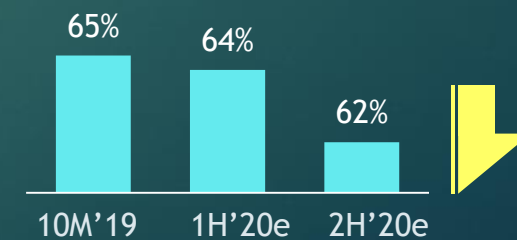


BANKING SECTOR HEADWINDS

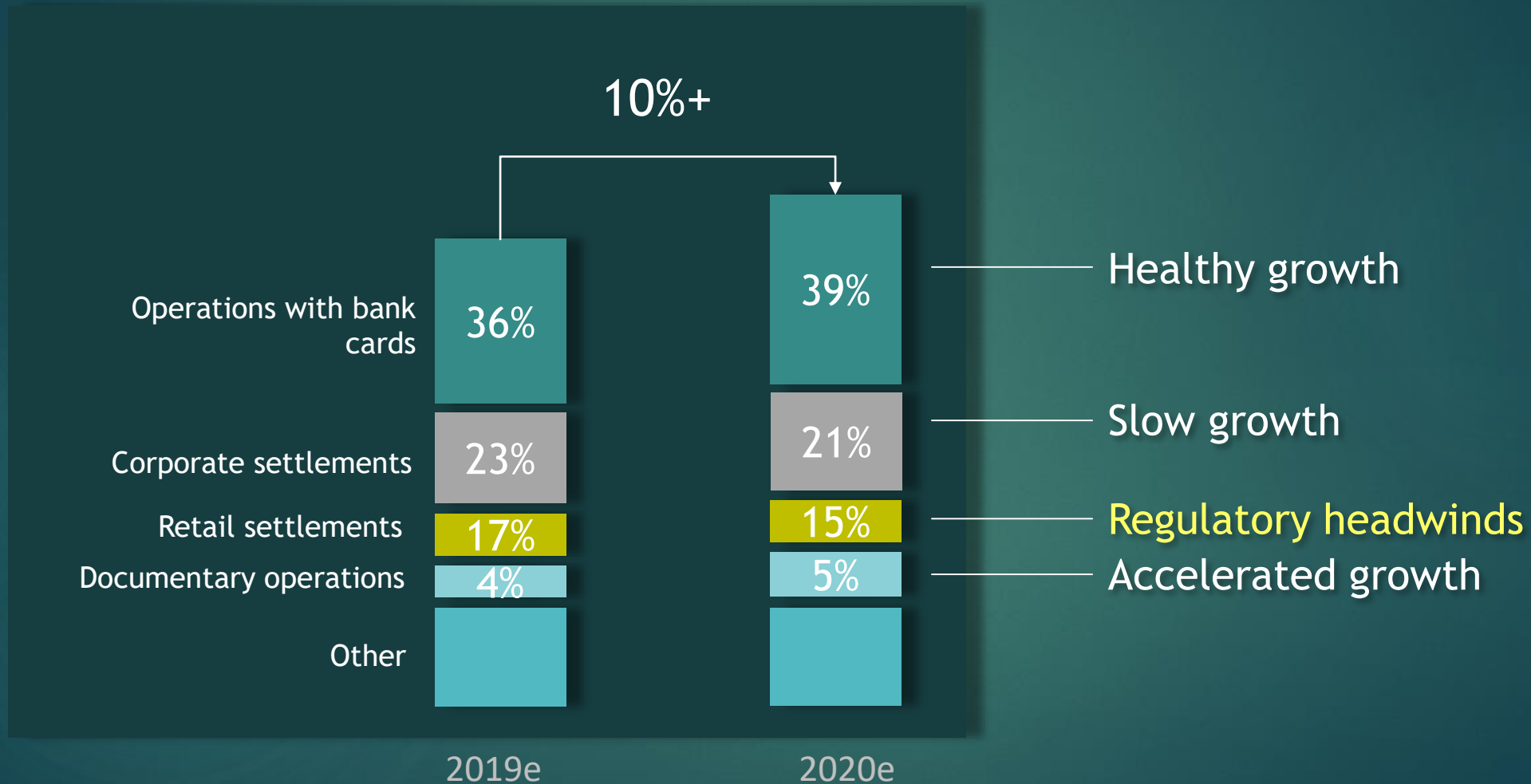
Deceleration of consumer unsecured lending, loan growth y/y



LDR of banking system in foreign currency, %



Fee & Commission Income: headwinds to come

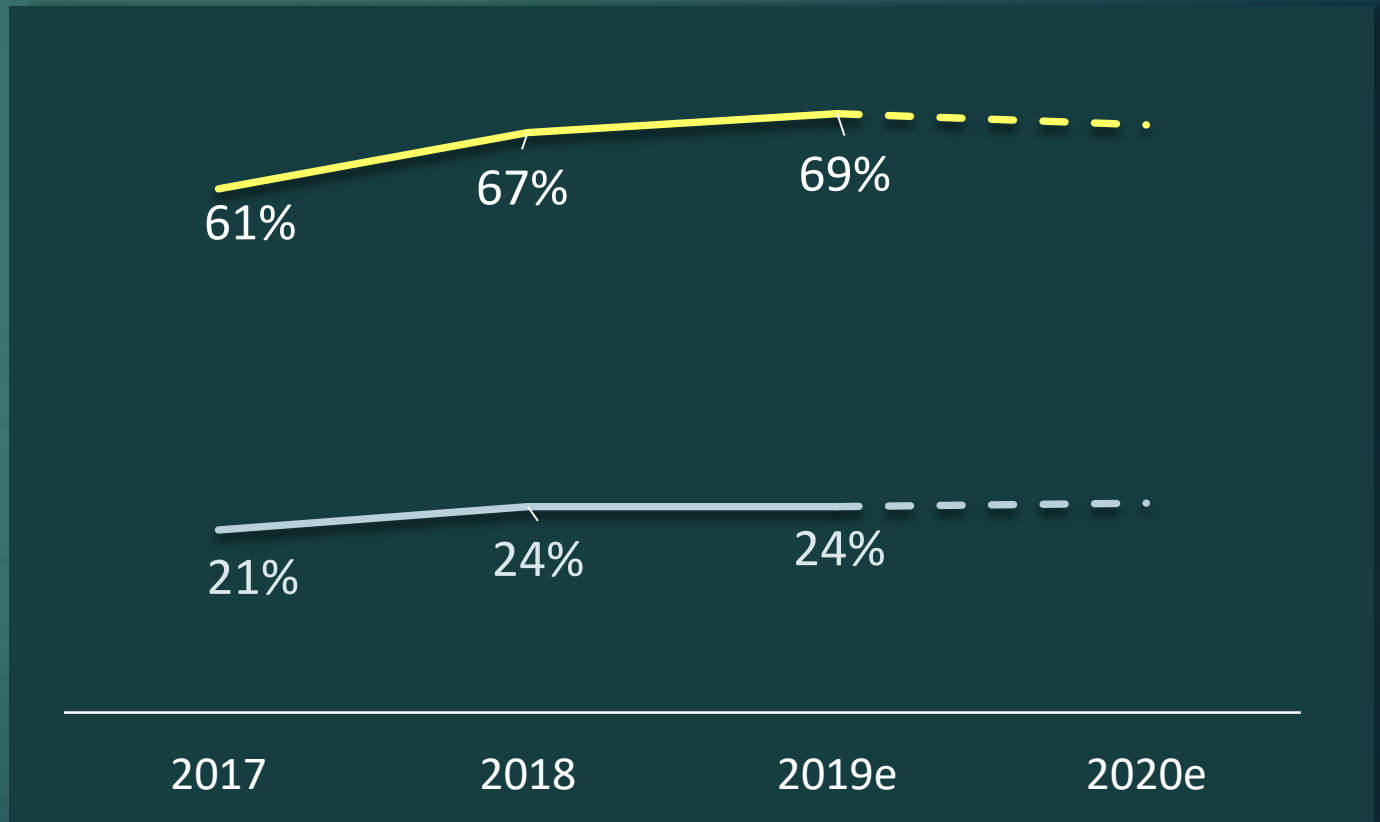


Fee income covers ~70% of OPEX

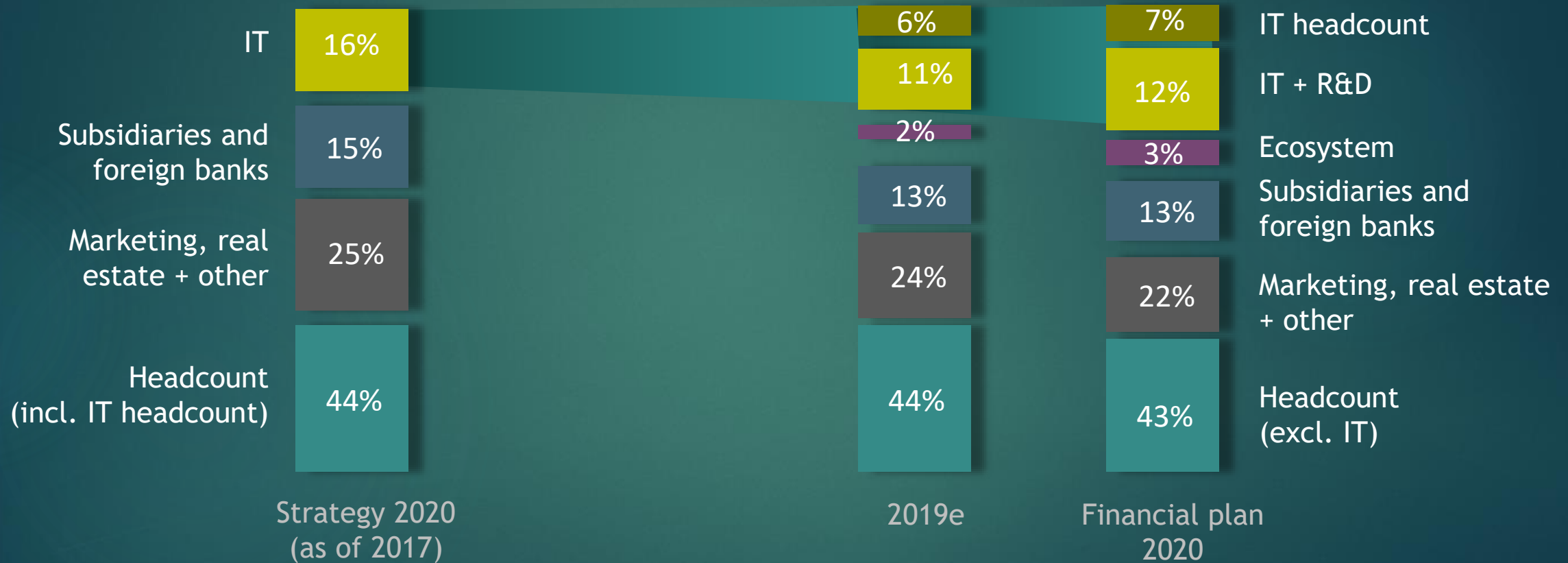


Fee Income-to-OPEX

Fee Income-to-Oper.Income



OPEX growth is driven by tech transformation



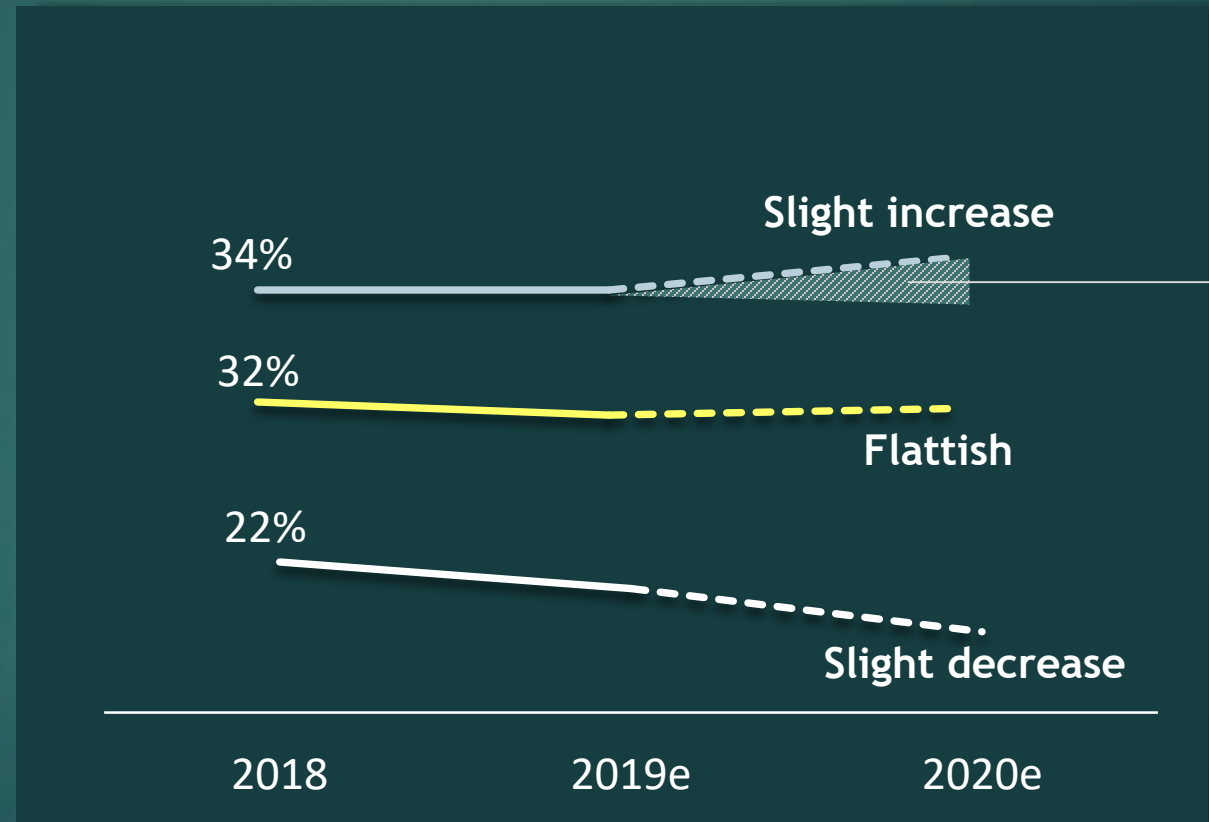
Stable efficiency of core banking business



Cost-to-Income Ratio

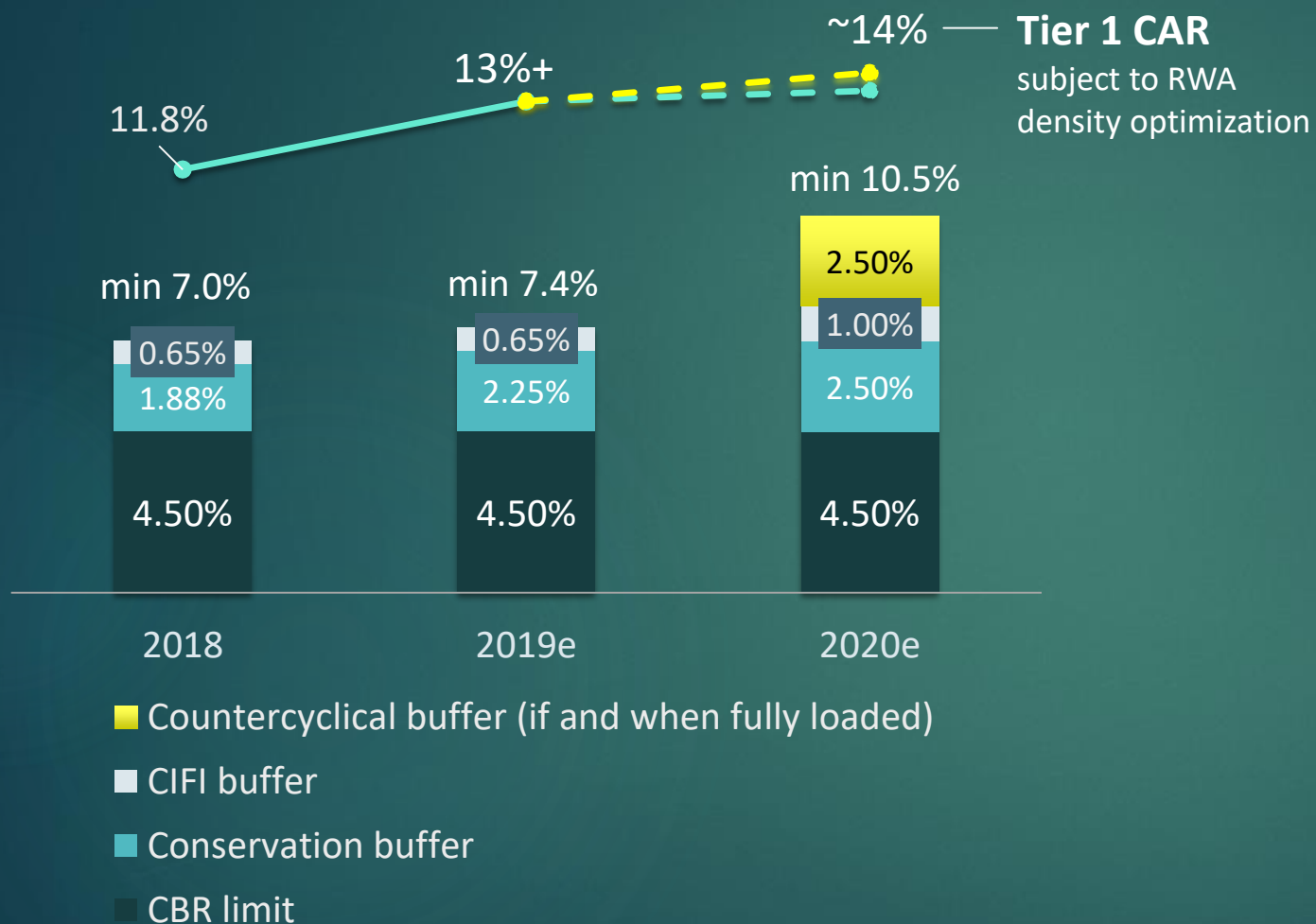
Sberbank Group
Sberbank standalone

Regional sales network



R&D and
technological
transformation

Strong capital adequacy to allow 50% payout



CET 1 CAR SENSITIVITY

Currency risk

RUB devaluation by
RUB10 vs. \$

-29 bps

Interest rate risk

Parallel shift in market
rates by +100 bps

-21 bps

RWA growth

+RUB500 bn in RWA

-20 bps

Sberbank Guidance 2020



2020 Guidance

EFFICIENCY

Cost to Income Ratio (CIR)

Slight increase y/y

PROFITABILITY

NIM (average)

5.1-5.3%
methodology as of 2019

Net Fees & Commissions Growth

10%+

Cost of Risk

100-110 bps

ROE

Over 20%

CAPITAL

CET 1 CAR under Basel 3 for the Group

~14%

“I’m a great believer in luck, and I find the
harder I work the more I have of it”

Thomas Jefferson, Third President of the United States

