

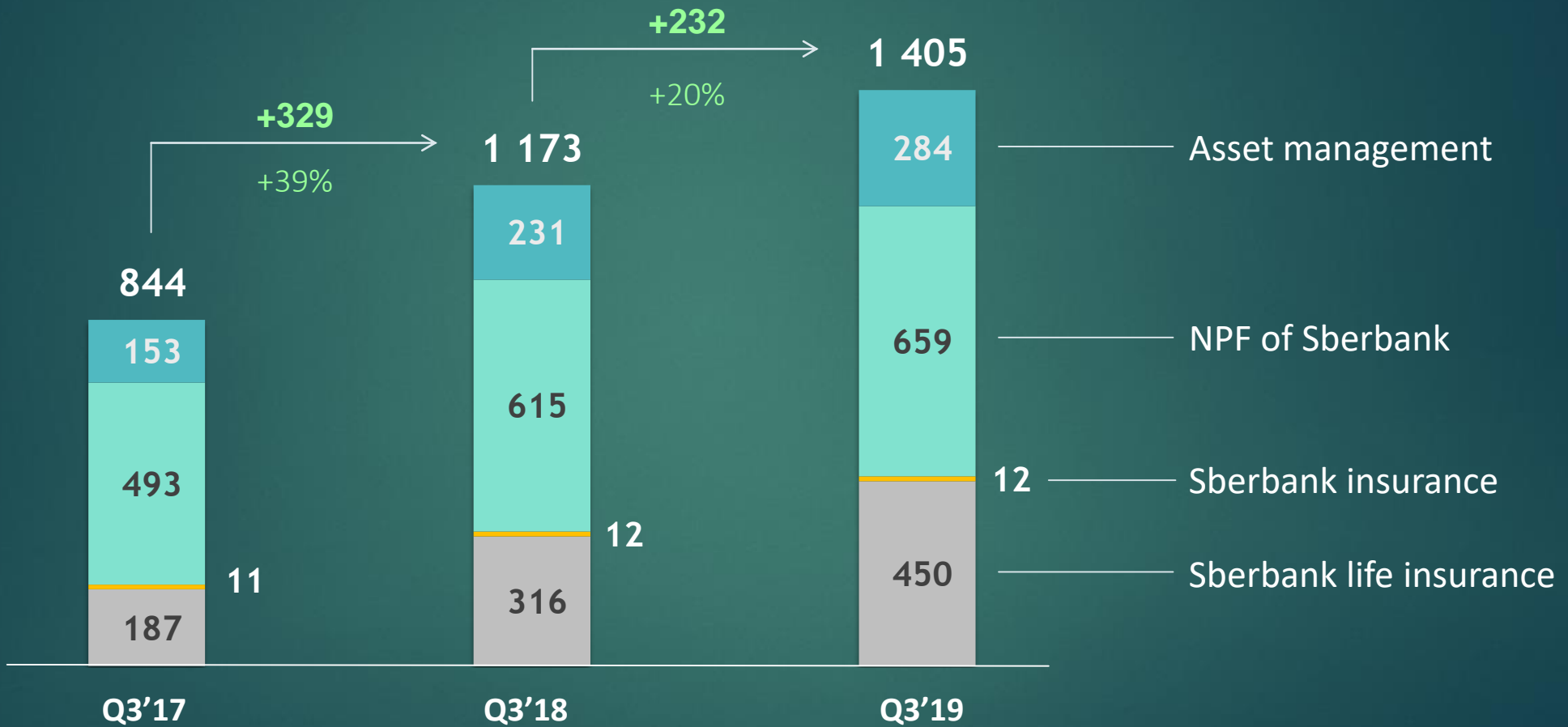
A background image showing two men in business suits sitting at a desk, looking at a tablet or document. The man on the left is wearing glasses and a striped tie, while the man on the right is smiling. There is a glass of water and some papers on the desk.

Natalia Alymova

➤ Wealth Management

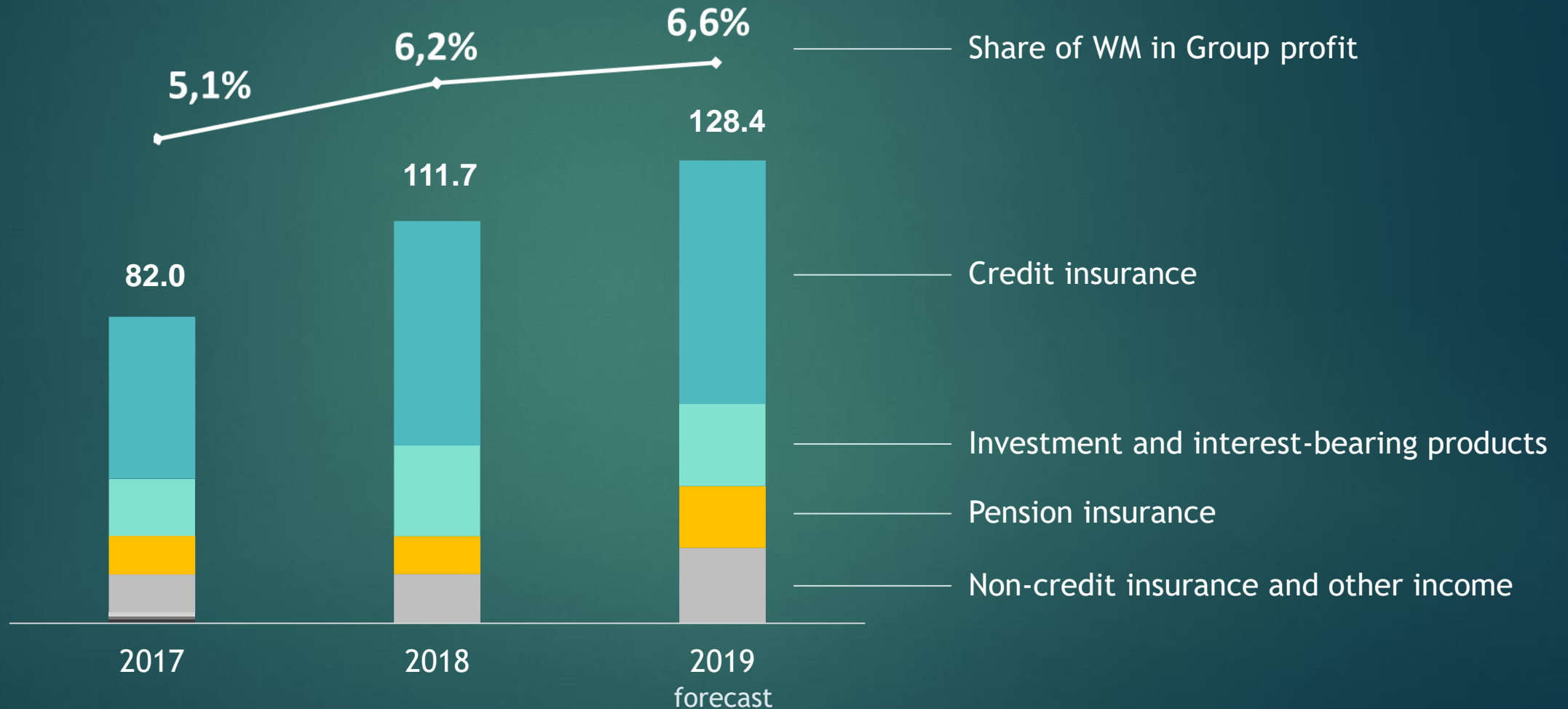
Assets under management

RUB bn



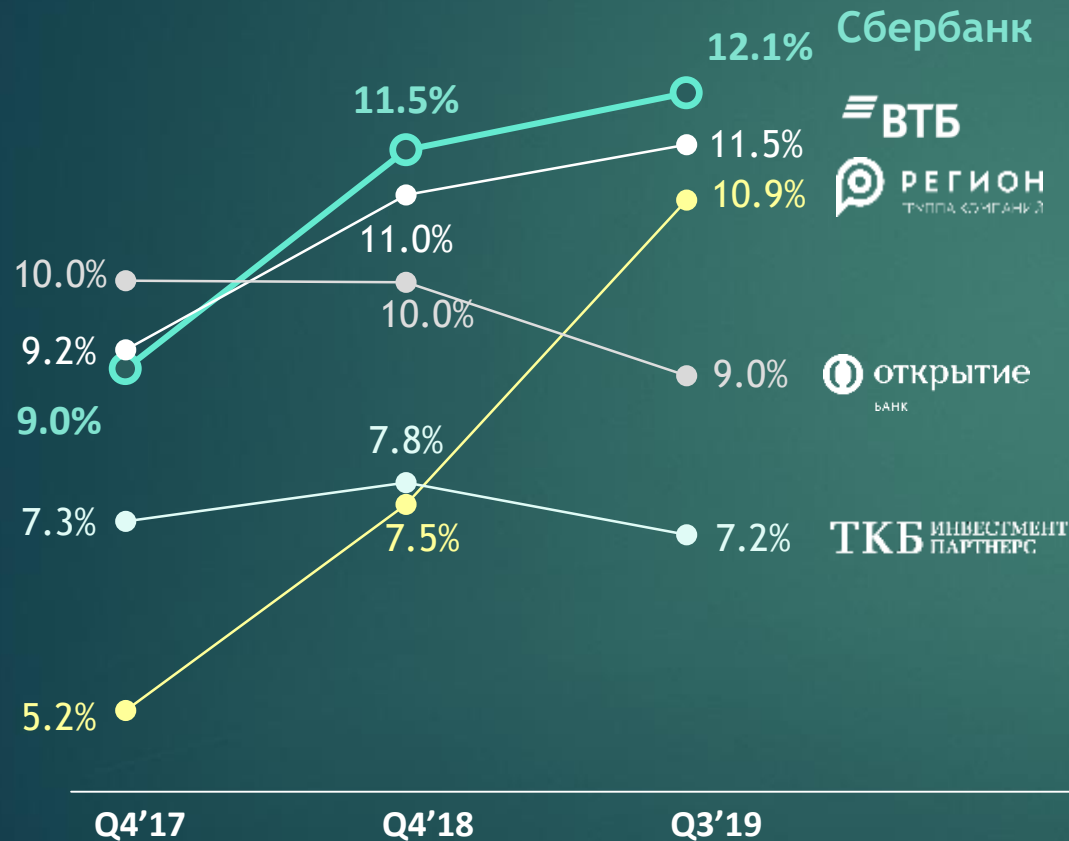
Wealth Management Division: revenue dynamics

RUB bn



In 2019 Sberbank increased the share of the collective investments market

Marker share



According to Expert RA

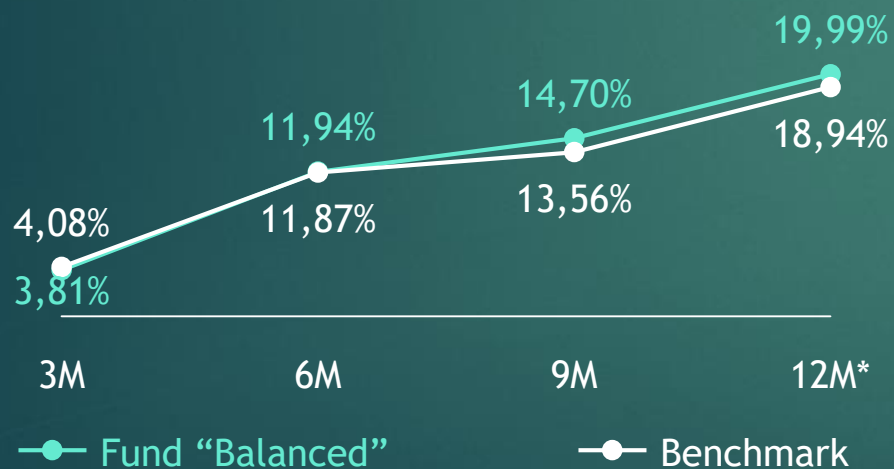
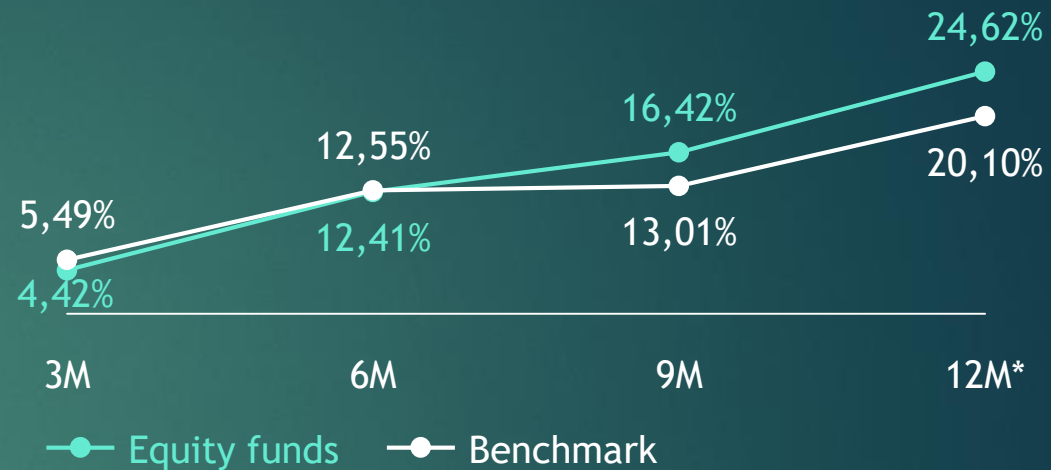
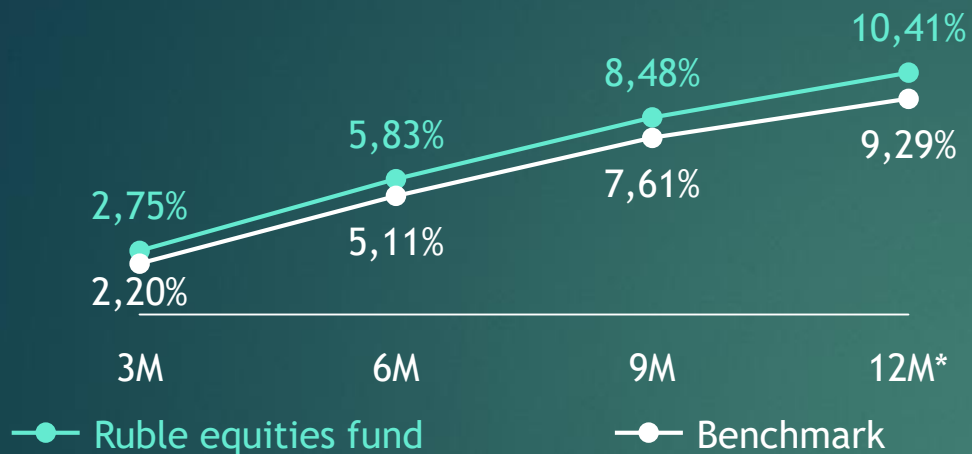
*Growth of REGION Group due to M&A consolidation

Assets under management as of 01/10/19
RUB bn

Market share



Cumulative profitability indicators

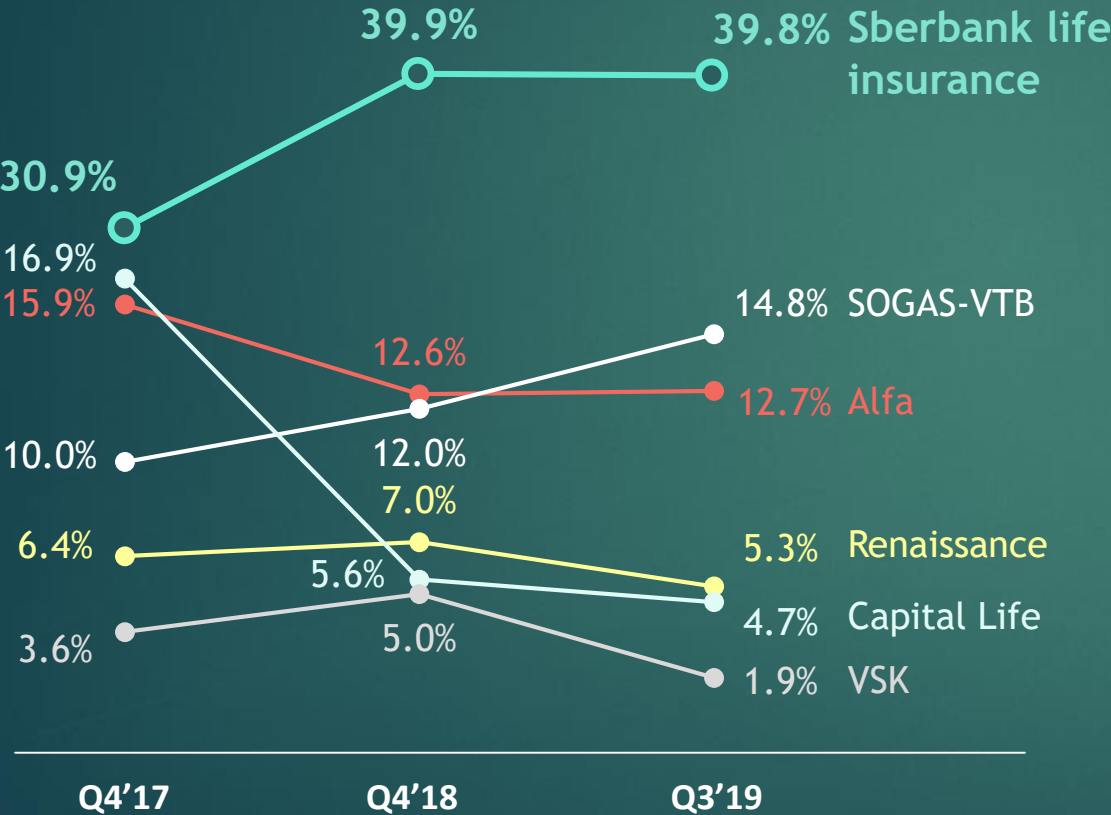


In 2019 Sberbank`s open-end mutual funds showed decent results across different maturity horizons

Sberbank's life insurance market share

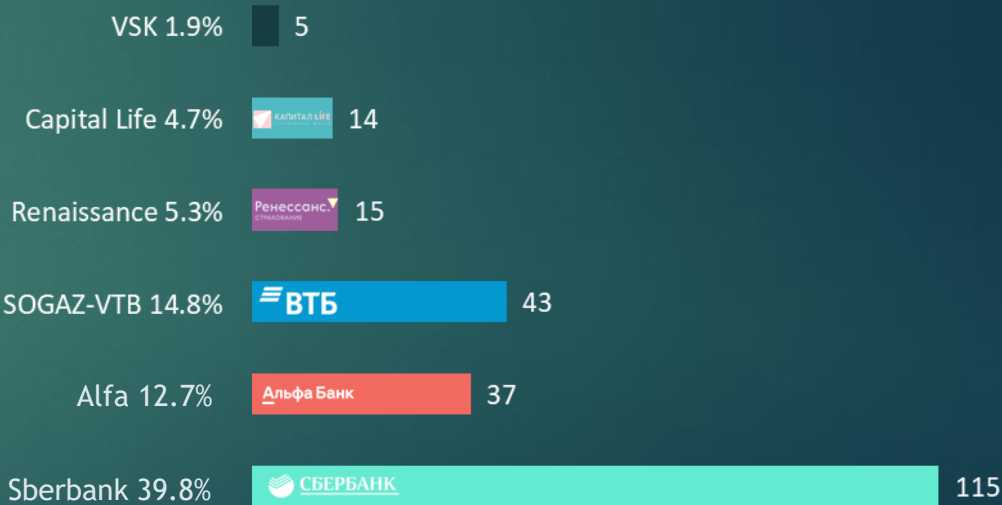
During 2019 Sberbank shifted its focus to savings products with regular contributions

Market share



Written premiums for 9 months, RUB bn

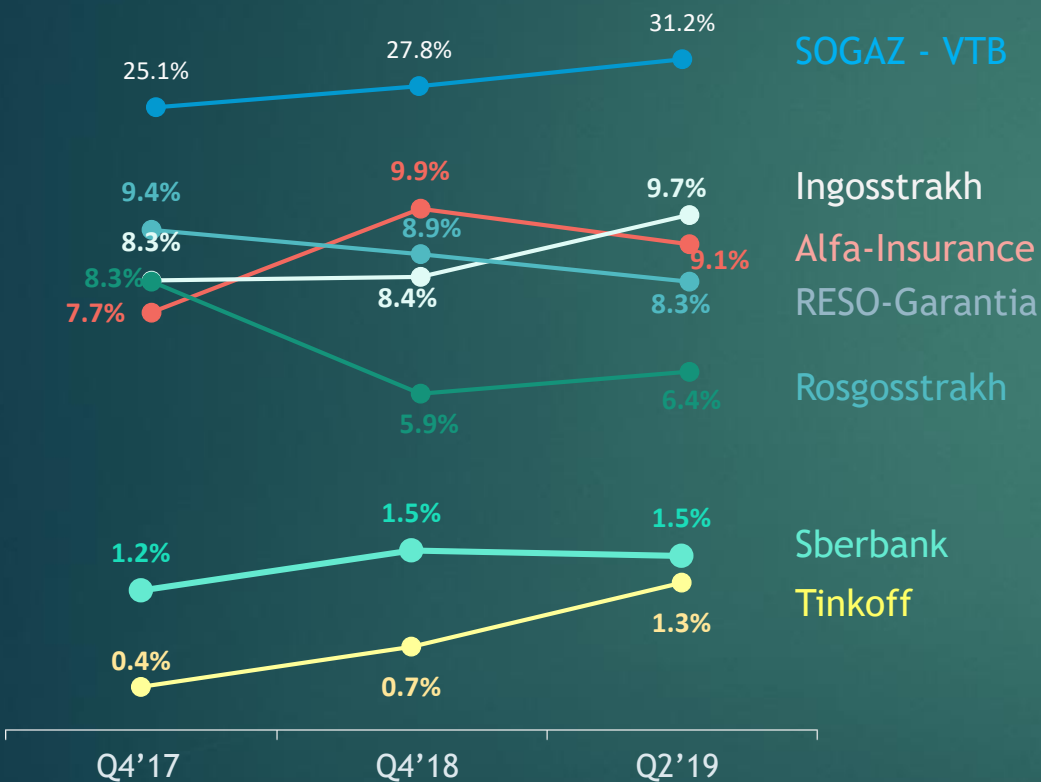
Market share



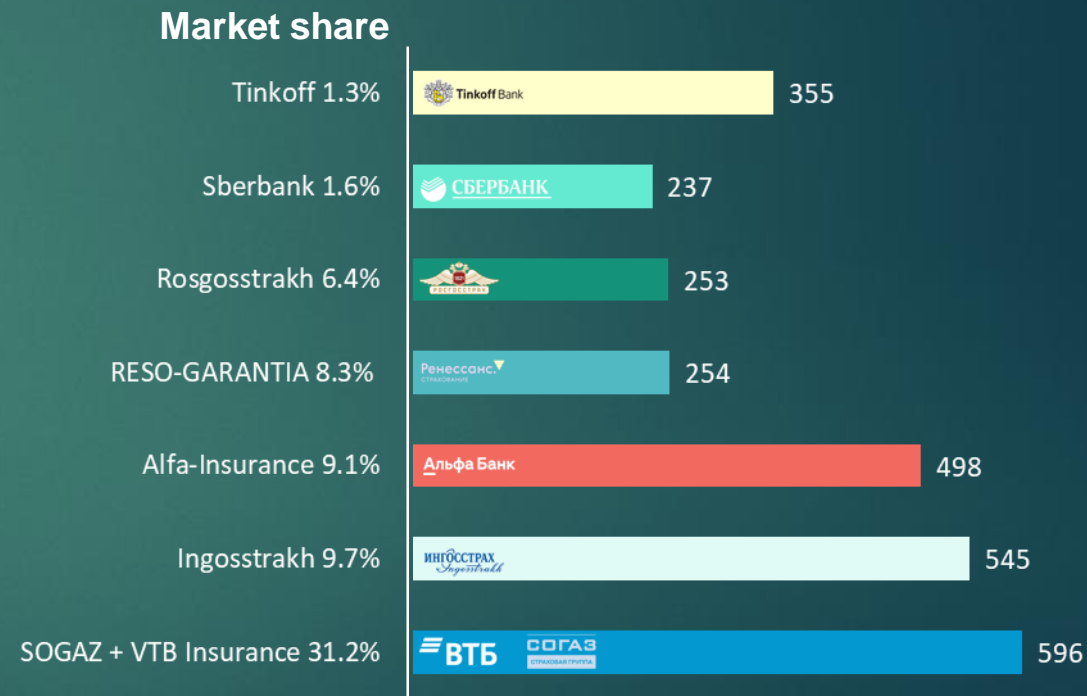
Sberbank's share of the non-life insurance market

Sberbank priority - retail property insurance with maximum profitability

Market share



Written premiums for 9 months 2019
RUB bn



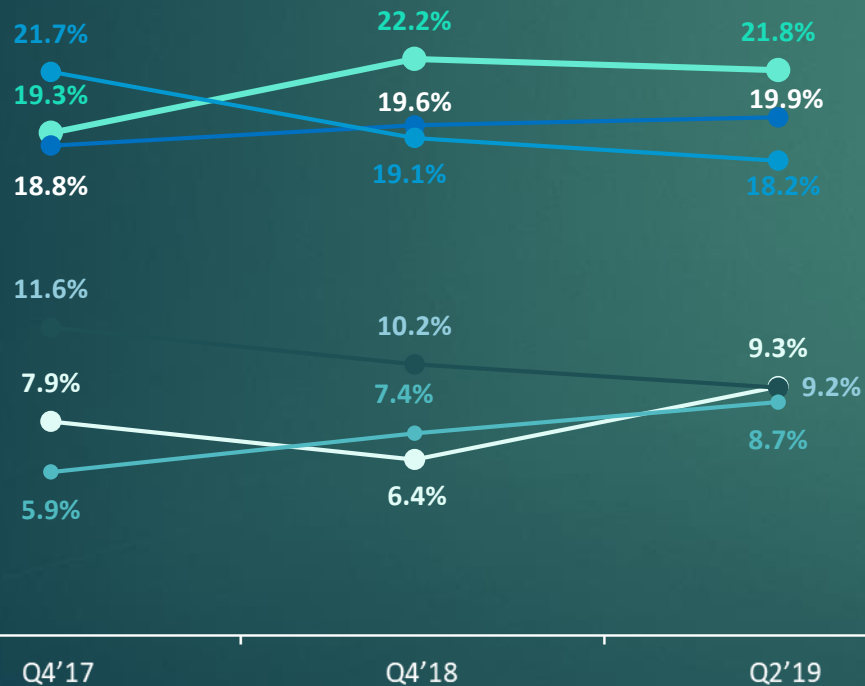
According to the Bank of Russia

Share of Sberbank non-state Pension Fund on mandatory pension market

Due to regulatory restrictions on migration between funds, the key driver of pension savings growth is the profit from investment activity

Market share

—●— Sberbank —●— GAZFOND —●— Otkritie —●— SAFMAR —●— FUTURE —●— VTB



According to the Bank of Russia

Pension savings volume for 9 months 2019, RUB bn

Market share



Key directions of Sberbank insurance product development in 2019



Key insurance products in Sberbank Online



Pilot project on selling e-OSAGO to employees



Simplification of loss settlement process and improvement of after-sales service

Investment & savings product development in 2019



Upgraded investment products

Launch of investment life insurance product “Dokhodny Kurs +” (Profitable course) with 2x lower agent’s commission to increase customer returns



Health care services integrated into investment and saving insurance products



Wealth management in Sberbank Online:

- Purchase additional units
- Possibility to view investment accounts

Key directions of Sberbank insurance product development in 2020



Upgrade of investment product lines
Travel insurance, sports accidents insurance, pet insurance, POS insurance, upgrades of property insurance



Launching a car insurance aggregator



Introducing new products and transactions for post-sale services in Sberbank Online

Key directions of Sberbank investment product development in 2020



Wealth management products in Sberbank Online
New line of saving life insurance
Voluntary pensions in Sberbank Online



Deploying Personal Finance modules in Sberbank Online

- People-like-me scenarios
- X-Ray of spending: lost profit and “windfall money”
- AI recommendations on spending management (ok-to-spend)
- Forecasting balance sheets
- New scenarios for goals

Wealth Management in the Group's financial results for 9 months of 2019

	Sberbank Group	including Wealth Management Division
Operating income	1,363	94.6*
Net interest income	1045	57.6
Provisions	-108	0.2
Net fee and commission income	350	4.8
Net income from financial instruments and forex transactions	15	26.4
Income from insurance activity and pension funds activity	5.7	5.7

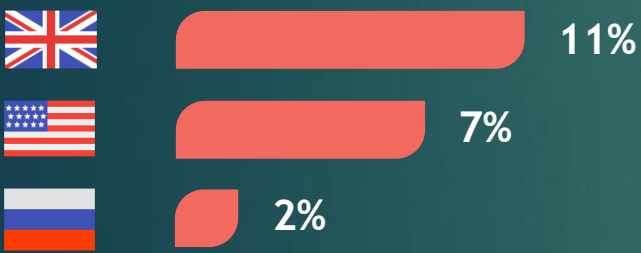
* - excluding internal cost of capital

Market AS IS

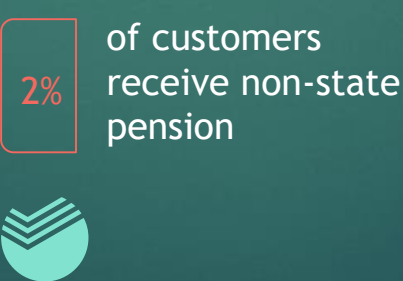
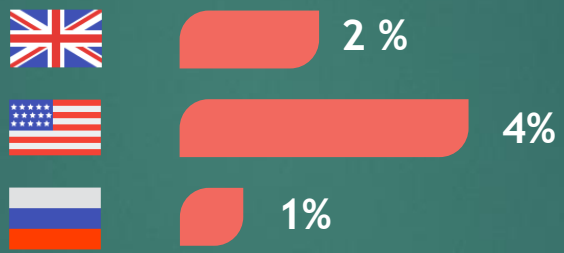
- No developed need and clear understanding of value
- + Crouch start opens growth opportunities

Low penetration of wealth products in Russia

Share of insurance in GDP in 2018, %



Share of individual investments in GDP in 2018, %



Online sales

