



SBERBANK

INVESTOR PRESENTATION

Shaping the digital landscape
beyond banking

June 2020

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LEADING POSITION ACROSS KEY AREAS

Clients

 96.3_{mln}
active retail
clients in Russia

 2.6_{mln}
active corporate
clients in Russia

Online & offline

 71.0_{mln}
active retail digital
users

 2.2_{mln}
active corporate
digital users

 14.2_k
branches in Russia

 77_k
ATMs and self-service
terminals in Russia

 3.4_k
Direct sales agents

Team

 279_k
employees

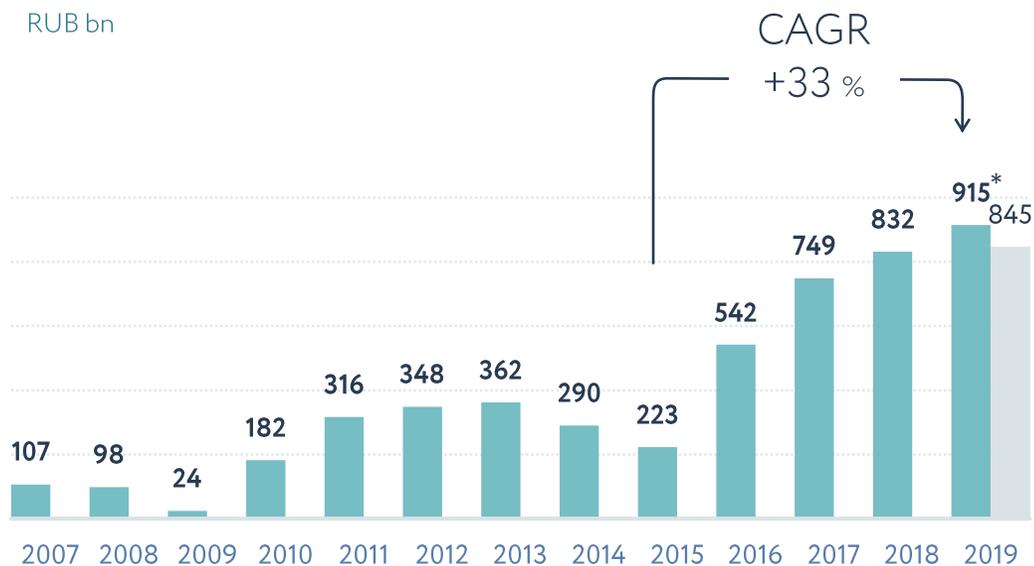
Market shares in Russia
as of 1Q 2020, %



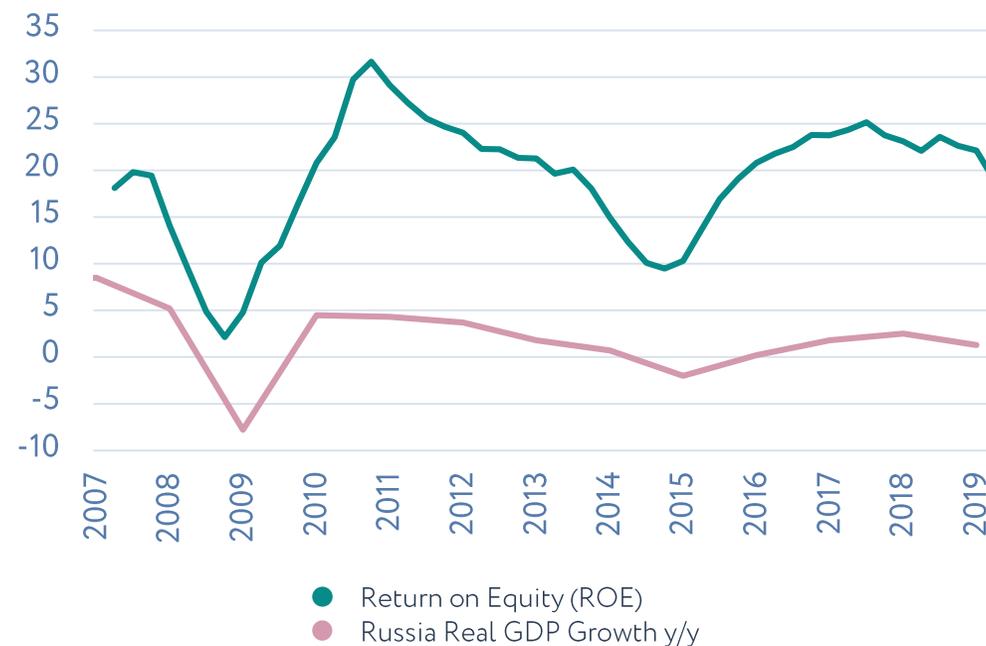
Sberbank standalone, RAS

TRACK RECORD OF SUSTAINABLE PROFITABILITY

Net Profit
RUB bn

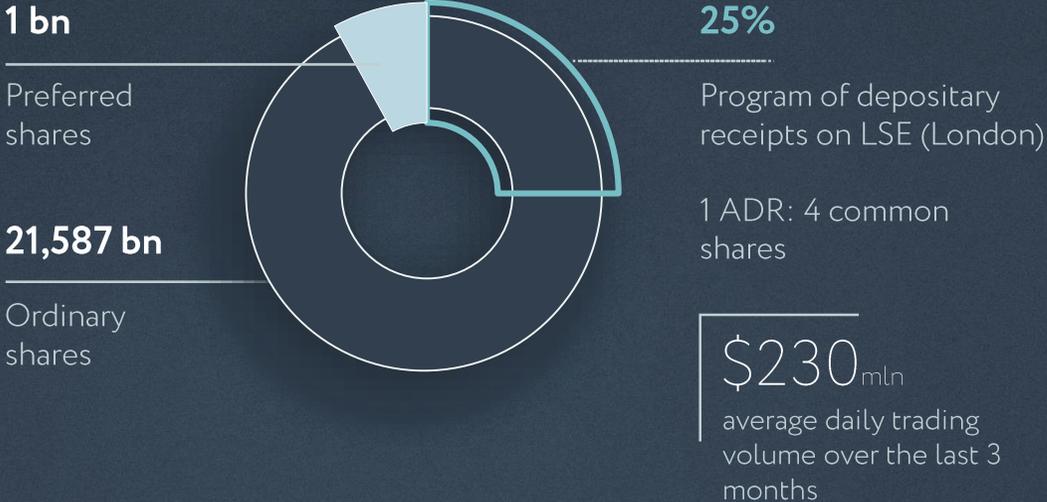


Return on Equity (ROE) and Real GDP growth
%



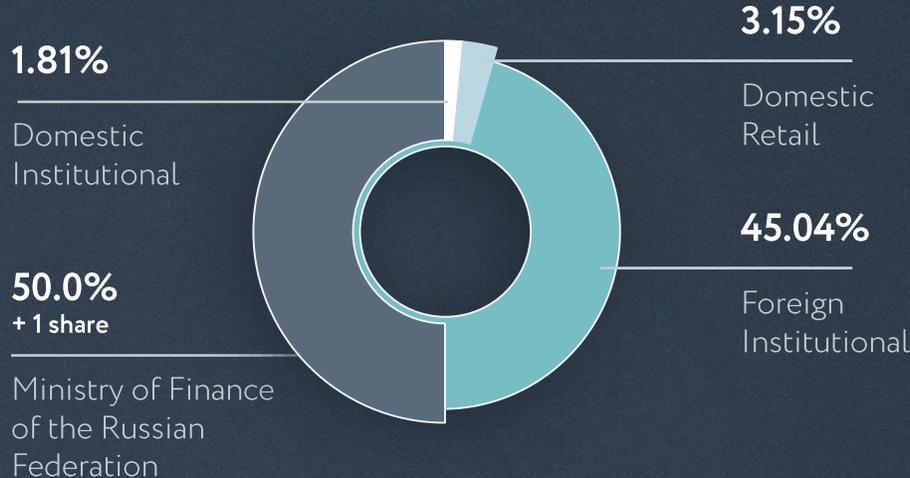
LIQUID AND DIVERSE SHAREHOLDER BASE

Structure of Sberbank share capital



Listings: MOEX, LSE, Deutsche Börse + OTC trading (US, Europe, Russia)

Shareholder structure as of 29.04.2019



The total number of shareholders – over 253 thousand

TRANSFER OF AN EQUITY STAKE IN SBERBANK HELD BY THE BANK OF RUSSIA TO THE MINISTRY OF FINANCE OF THE RUSSIAN FEDERATION

Based on Federal Law 50-FZ dated 18.03.2020

April 10, 2020: date of the ownership title transfer

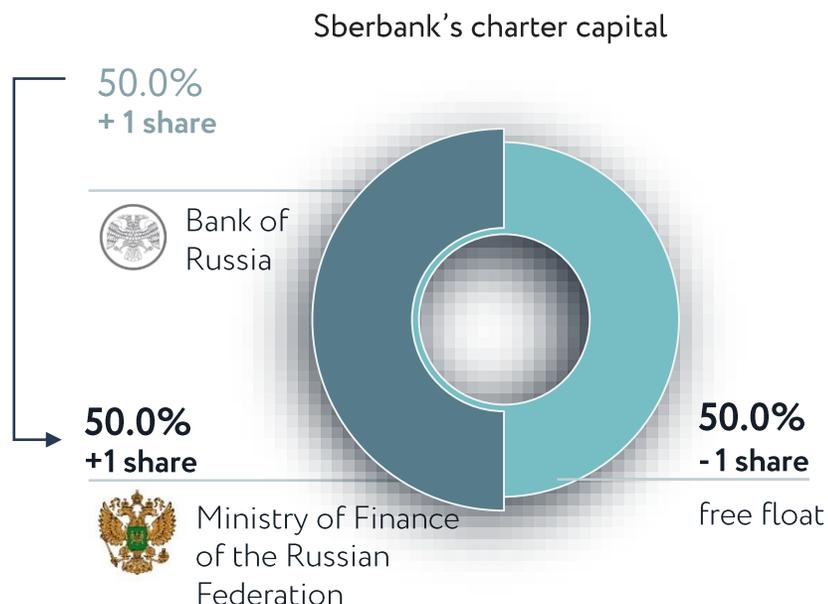
RUB 2,139,436 mn: amount paid for 52.32% of ordinary shares (50% of charter capital)

RUB 189.44: the value per ordinary share for the purposes of setting the selling price (weighted average trading price at the Moscow Exchange between March 9 and April 7, 2020)

May 7, 2020 shareholder agreement was signed:

- dividend payout target of at least 50% subject to the dividend policy's restrictions;
- controlling shareholder nominates 4 candidates to the Supervisory Board, incl 1 from the CBR

The election and early termination of the powers of the CEO falls within the purview of the Supervisory Board. The existing 4-year contract of Sberbank's CEO, Chairman of the Executive Board went into effect on November 29, 2019



“Naturally, we will continue working together with the current Sberbank management. We will wholeheartedly support Mr. Herman Gref in all of his endeavors. And make no mistake: Sberbank's operating performance will only improve”

Anton Siluanov, Minister of Finance

“The shareholders agreement confirms the immutability of Sberbank's corporate governance and the direction of its strategic development. Thus the shareholders agreement in effect insures Sberbank minority shareholders from any radical changes in its operations”

Elvira Nabiullina, Governor of the Bank of Russia

“Together with the entire management team, I will do my best to make sure that Sberbank's strategy aimed at creating the most advanced services for our customers and at ensuring our technology leadership, the development of our ecosystem and profit growth is implemented”

Herman Gref, Sberbank CEO

ECOSYSTEM BRAND LIST

Total Investments

RUB 125 bn (2.8% of Total Equity)

Incl. M&A of RUB 108 bn

Revenue 2019

Around RUB 70 bn,

RUB 35+ bn attributable to Sberbank

Professional services

Strategy Partners

ЭВОТОР

SberLegal

СБЕРБАНК-АСТ

bbp СБЕР РЕШЕНИЯ

ökko

Delivery Club

Cloud Services

SberCloud

eEducation

Деловая среда

RAMBLER&Co

СБЕР МАРКЕТ

Cybersecurity

BI.ZONE

Job Classified

Работа.ру

beru!

R_keeper

Marktech

Segments

ToT

Сбер Маркетинг

eAuto

SberAuto

Сетелем

СБЕР ЛОГИСТИКА

SBER FOOD

FoodTech

Biometry

VisionLabs

ЦРТ

eAuto

SberAuto

Сетелем

СБЕР ЛОГИСТИКА

Logistics

спасибо
ОТ СБЕРБАНКА

Lifestyle

IT Services

Sberbank Service

КОРУС
КОНСАЛТИНГ СНГ

Mobility

Ситимобил

уез → drive

docdoc

eHealth

СБЕРМобайл

dialog

Communications

Financial Services

СБЕРкредо

выдающиеся кредиты

СБЕРБАНК ФАКТОРИНГ

СБЕРБАНК ЛИЗИНГ

ОБЪЕДИНЁННОЕ КРЕДИТНОЕ БЮРО

Яндекс Деньги

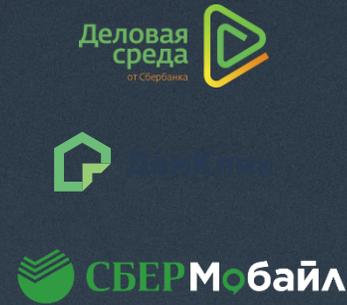
ДомКлик

eReal Estate

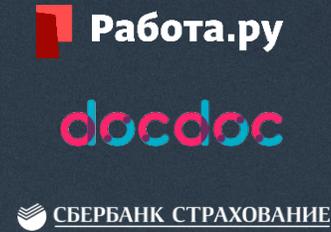
СОВРЕМЕННЫЕ ТЕХНОЛОГИИ

CORPORATE ECOSYSTEM

START OF BUSINESS



STAFFING



BUILDING BUSINESS PROCESSES



SCALABILITY

Mezzanine financing

PROCUREMENT



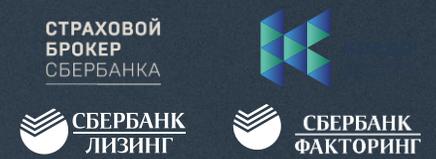
TOOLS FOR SALES



MARKETING



FINANCE



FOREIGN TRADE



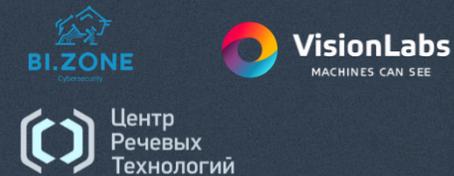
PERSONAL EFFICIENCY



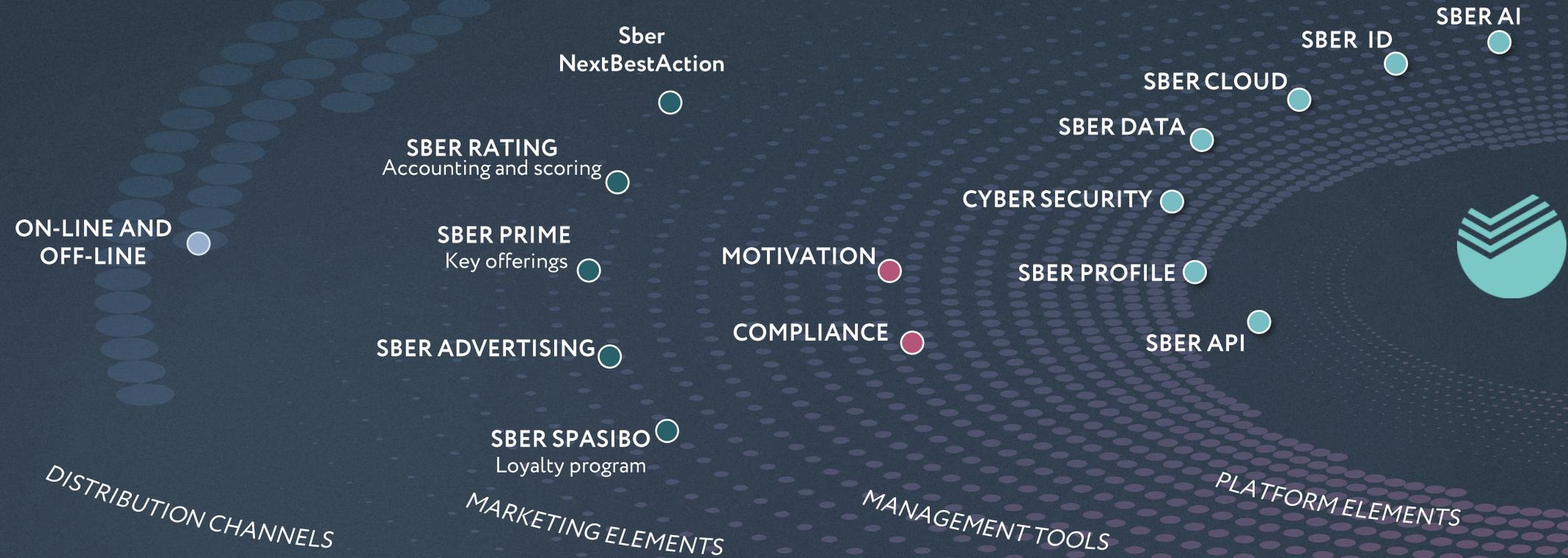
BUSINESS SERVICES



BUSINESS SECURITY



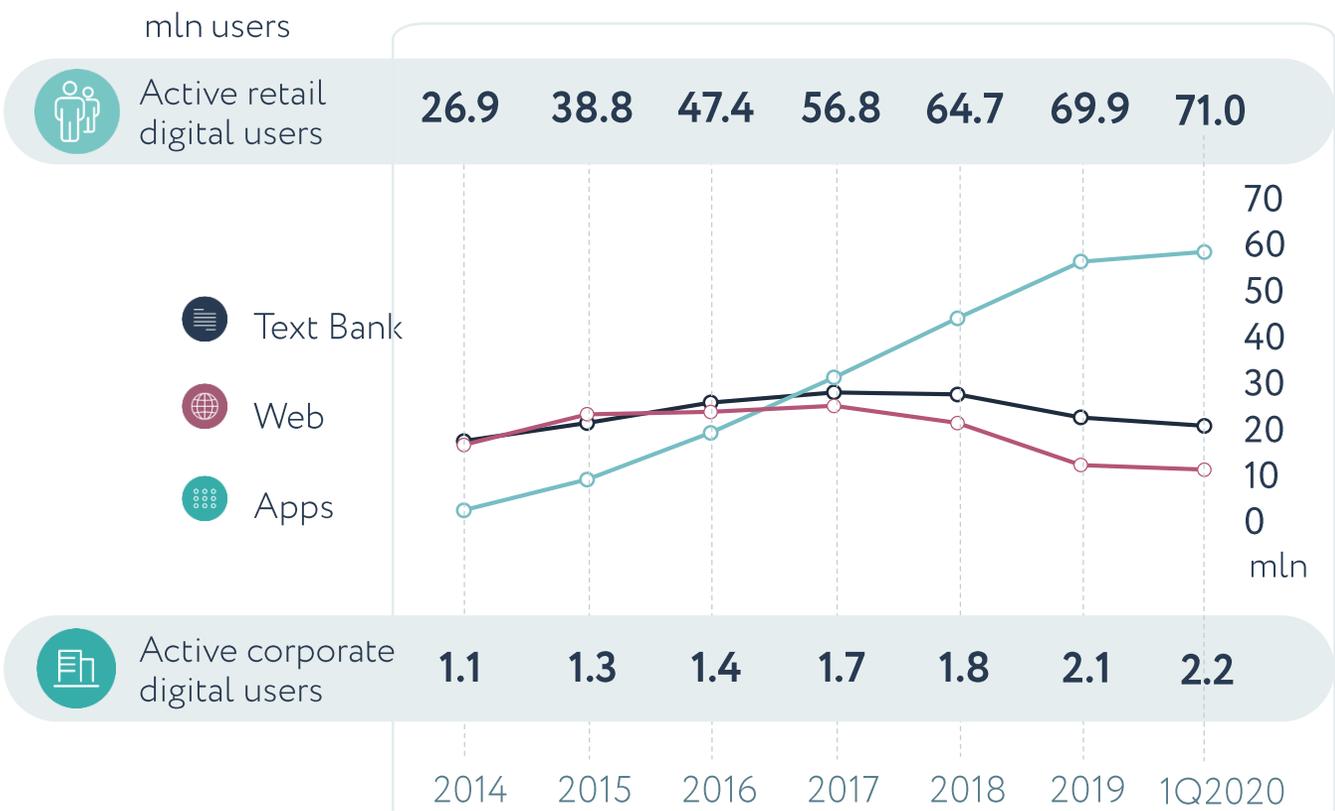
DEVELOPING THE ECOSYSTEM ENABLERS



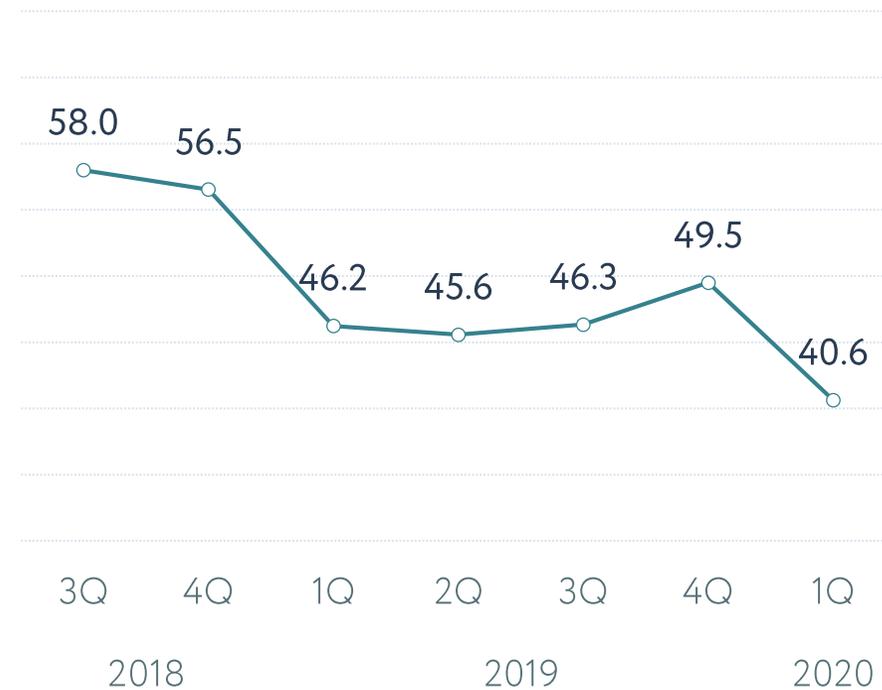
FOCUS ON TRAFFIC



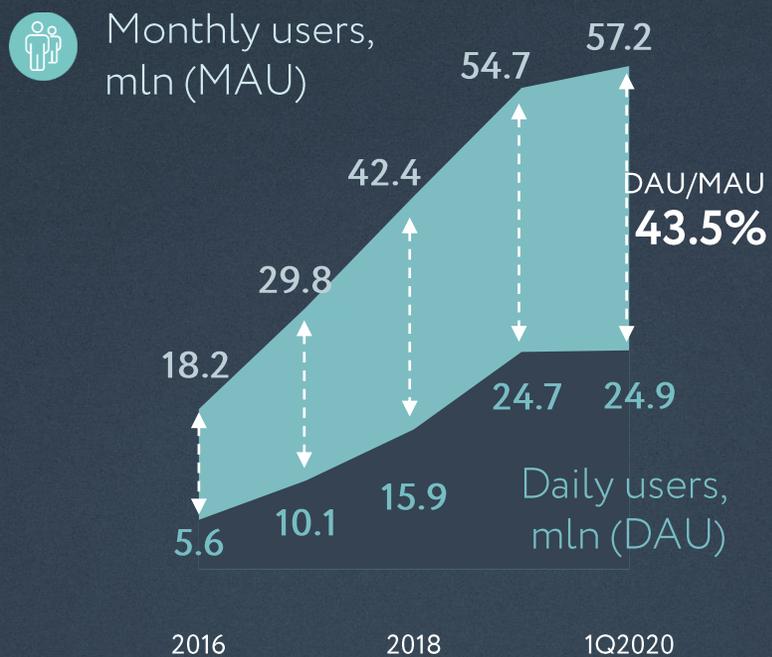
BENEFICIAL TRAFFIC TRENDS



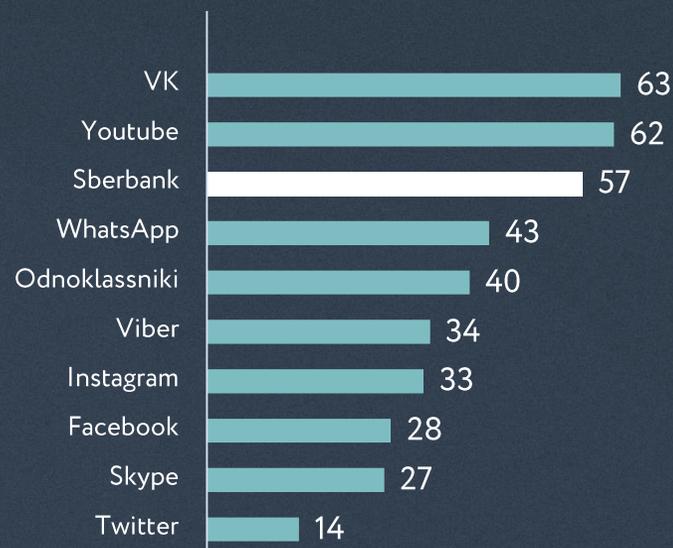
Average monthly branch traffic mln



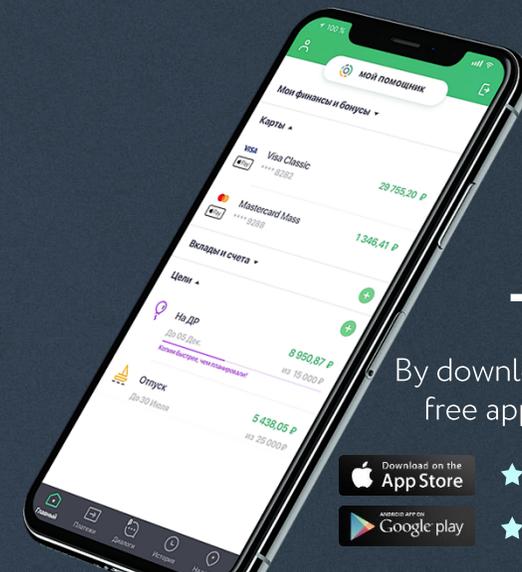
SBERBANK APP: COMPETING FOR USER ENGAGEMENT AGAINST SOCIAL MEDIA



MAU of top Russian applications mln



Source: Hootsuite/We are Social – DIGITAL 2019
Sberbank MAU in-house data



TOP 3

By downloads among free apps in Russia

Download on the App Store ★★★★★ 4.6

GET IT ON Google play ★★★★★ 4.8

FURTHER DEVELOPMENT TO STIMULATE DIGITAL SALES

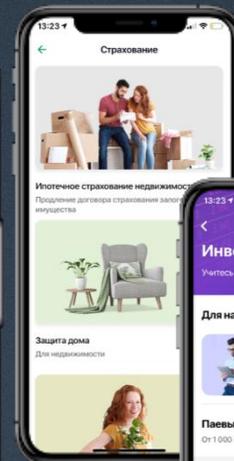
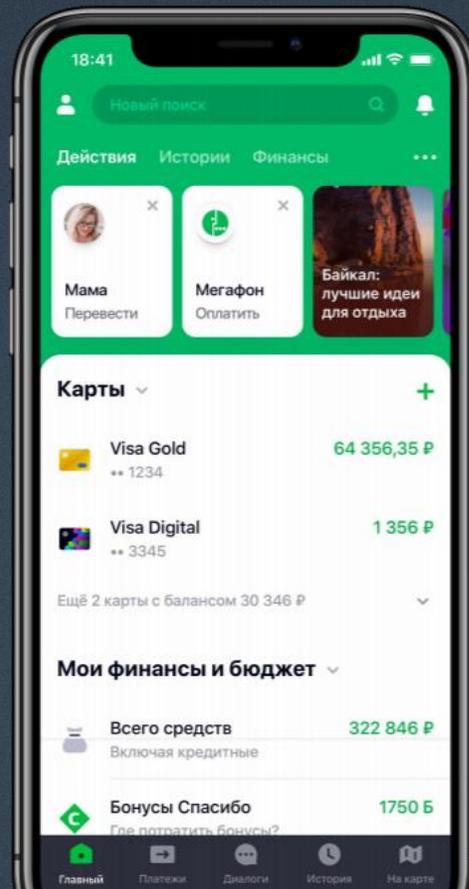
128 Services available

 Payments & transfers

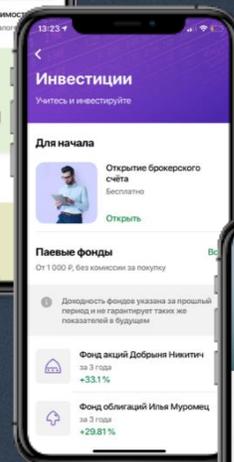
 Wealth management

 Loans and deposits

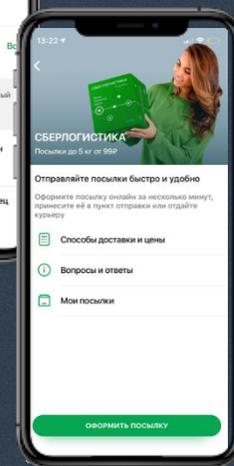
418 UI/UX developments in 2019



Insurance



Investments



Logistics

Share of digital sales %



ECOSYSTEM ACCELERATES THE TRAFFIC FLOW



СИТИМОБИЛ
Taxi ride-hailing

rides 1Q 2020
39.5 mln (X3.7 y/y)

RAMBLER&Co
Media assets

62 mln
unique users



1P and 3P marketplace

DAU 1Q 2020
1 mln



Яндекс Маркет
Price comparison platform

DAU 1Q 2020
4 mln (+15% y/y)



Delivery Club
Food delivery

restaurants 1Q 2020
16.3 k (+74% y/y)

ökko
OTT platform

Paying MAU OKKO 1Q 2020
1.86 mln (X4.6 y/y)

FOCUS ON GROWTH



HOUSING ECOSYSTEM



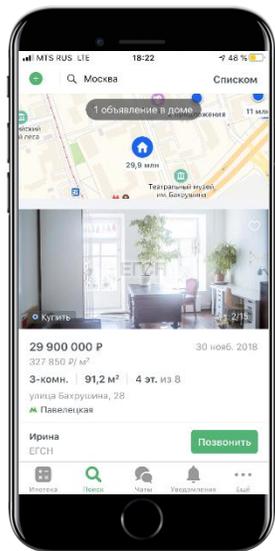
Yesterday

2 years ago client interacted with 6 various entities



Today

All steps are in one window



13 mln

Users in May X2 vs March

- ✓ Fully remote process launched
- ✓ 80% of deals includes "Secure settlement" and "e-registration" services

Number of listings in DomClick mln



5.5 bn RUB
annual income from new services

DEVELOPMENT OF KEY PARTNERSHIPS – 1Q 2020

Sberbank + Yandex



Price comparison platform

DAU 1Q 2020
4 mln (+15% y/y)

GMV 1Q 2020
RUB 60 bn
(+24% y/y)

Revenue 1Q 2020
+65% y/y



1P and 3P marketplace

DAU 1Q 2020
1 mln

GMV 1Q 2020
+183% y/y



Clients



Volumes



Revenue

Sberbank + Mail.Ru Group



Citymobil

Taxi ride-hailing

cities 1Q 2020
22 (vs 3 в 1Q 2019)

rides 1Q 2020
39.5 mln (X3.7 y/y)

Revenue 1Q 2020
X3.5 y/y



Delivery Club

Food delivery

restaurants 1Q 2020
16.3 k (+74% y/y)

orders 1Q 2020
3.78 mln (+88% y/y)

Revenue 1Q 2020
X2.1 y/y



Grocery delivery

cities 1Q
56 (+12 Q/Q)

GMV in 1Q
RUB 1.5 bn (X5 y/y)

Revenue 1Q 2020
X6 y/y

Sberbank + Rambler



Media / OTT platform

Paying MAU OKKO 1Q 2020
1.86 mln (X4.6 y/y)

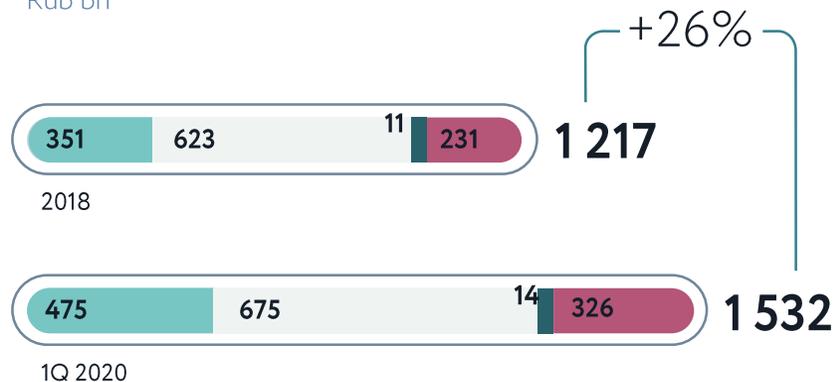
Media assets users
+5% (on mobile
devices+20%) y/y

OKKO Revenue 1Q 2020
X2 y/y

WEALTH MANAGEMENT & BROKERAGE OPPORTUNITIES

Sberbank wealth management AuM

Rub bn



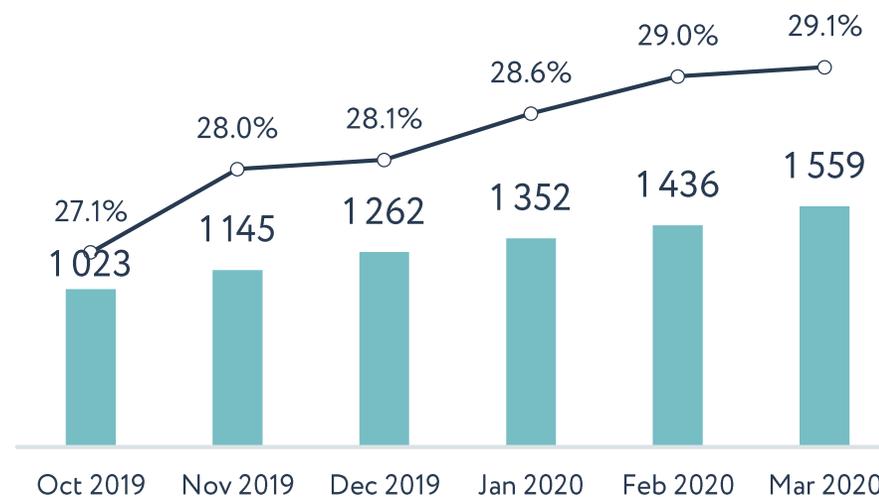
Position on the market

#1

- Life insurance
- Pension fund
- Asset management
- Non-life insurance

Number of brokerage accounts and market share in Russia

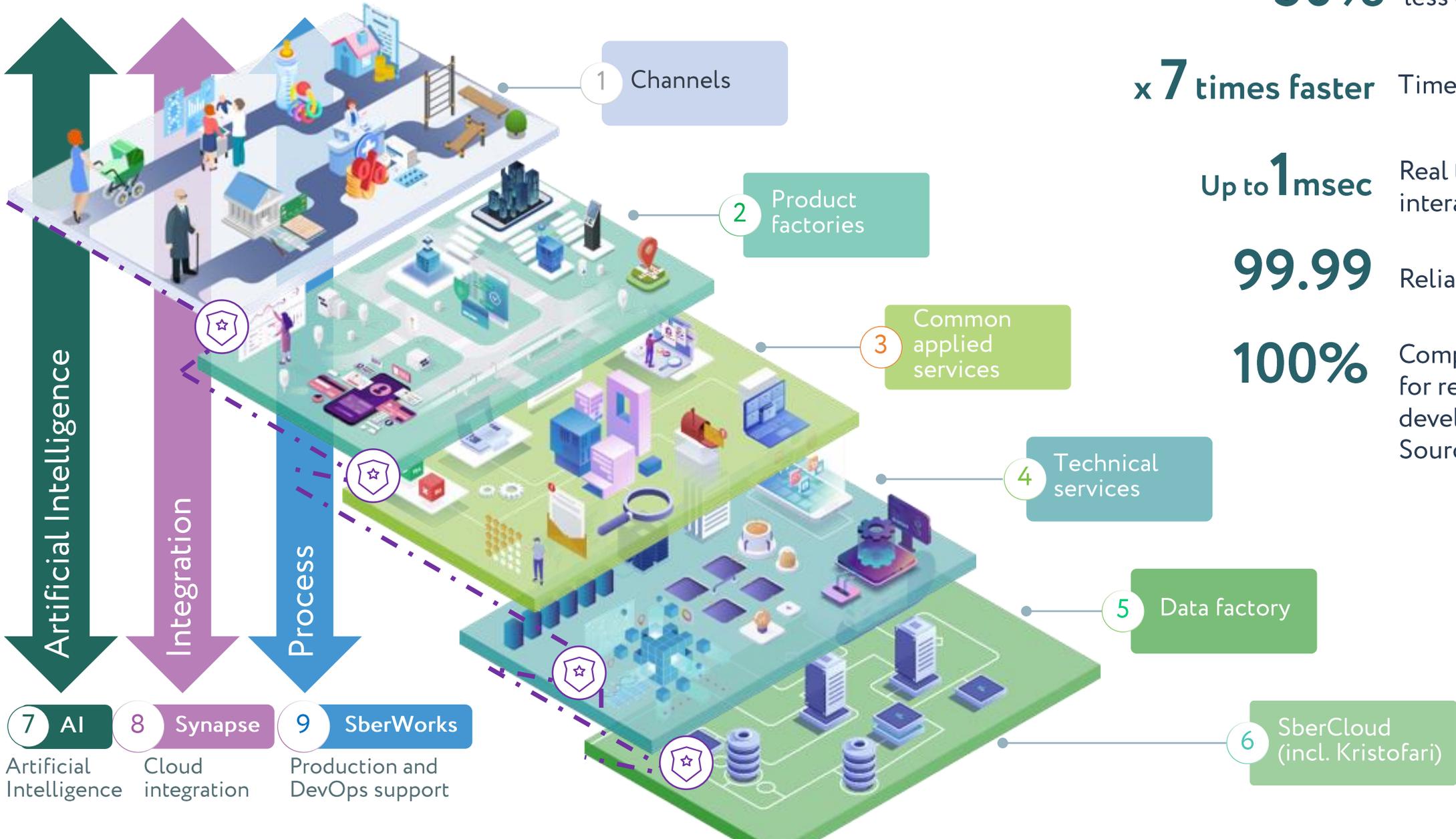
Mln, %



FOCUS ON TECH



CREATING A DIGITAL PLATFORM



50% less code

x 7 times faster Time to market

Up to 1msec Real time system interaction

99.99 Reliability

100% Components available for reuse (parallel development, Open Source)

- 7 AI**
Artificial Intelligence
- 8 Synapse**
Cloud integration
- 9 SberWorks**
Production and DevOps support

6 SberCloud (incl. Kristofari)

EVOLUTION OF PLATFORM BUILDING APPROACH

2014-
2017



From automated systems centralization to a banking platform

Consolidation of infrastructure and centralization of databases

Start of large-scale technological transformation

Technological platform basis development

2018



Platform evolution for banking and non-banking services

Private cloud for Sberbank

Cloud-ready applications

Unified development environment

2019+



Platform for ecosystem and market

Production launch of platform

Cloud platform with cloud-native components for ecosystem and market

Scaling of ecosystem unifying elements

Priority 2022

80%

of clients transaction volume have migrated to the platform

AI-TRANSFORMATION SHOWS FIRST PRACTICAL RESULTS

Products & processes

~40% of individual customer requests are processed by a chat bot

~100 bn rub volume of loans issued through the K7M (“loan in 7 minutes”) process

Infrastructure

Target platforms (e.g. NLP, Speech Analytics, biometrics etc.)

AI for the State

Sberbank took part in development of **The National AI Strategy approved by President of RF**

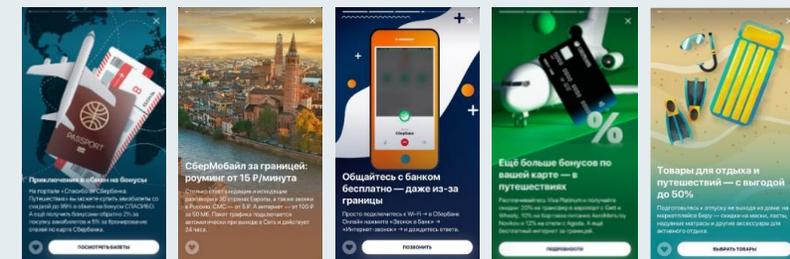
KEY EFFECTS

~\$1bn expected effect in 2020

8 platforms launched into commercial use

4% client transactions performed upon personalized advices

Sberbank appointed an **AI Competence Center** in Russia



Psychological type-driven ‘Stories’ conversion improved by 25%

WE ENSURE THE SAFETY OF FUNDS AND CUSTOMER DATA



Built and launched Security Operation Center - SOC of the new generation



Sberbank is a founding partner of The World Economic Forum (WEF) **Global Cyber Center**



Sberbank headed the competence center "**Information Security**" under the "Digital Economy" program



The **Cybersecurity Academy** was created and launched

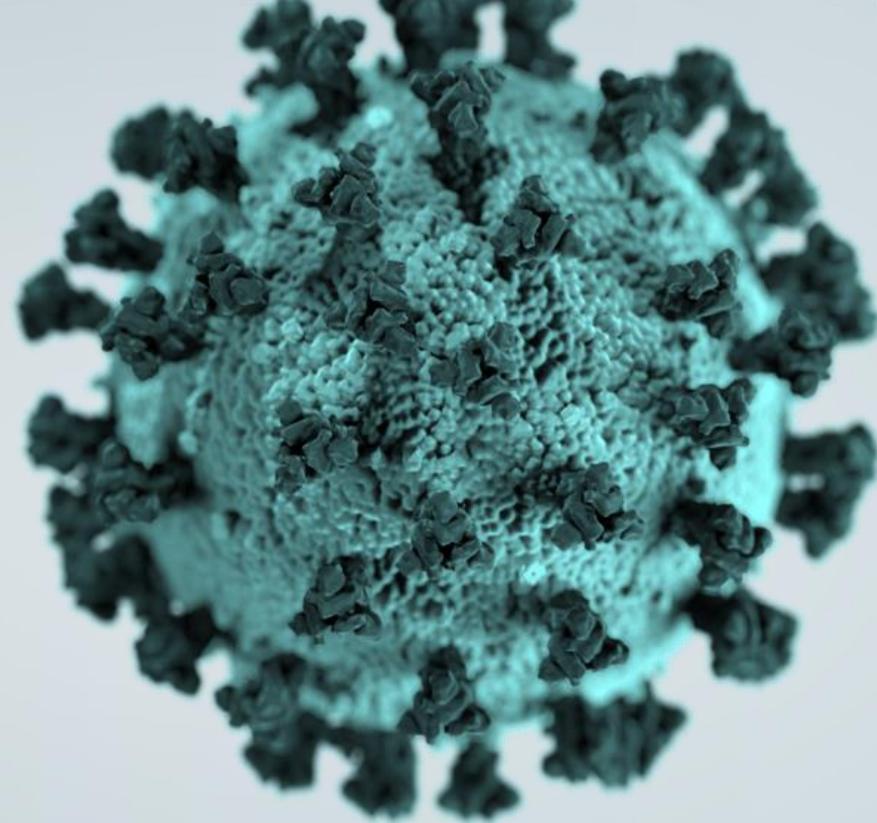


>4k attacks in 2019

96% efficiency of fraud monitoring system - one of the best indicators in the world

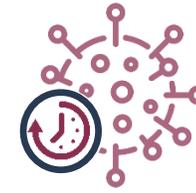
67 bn rub of customer funds saved for the period 2018-2019





COVID-19 & MACRO CHALLENGES

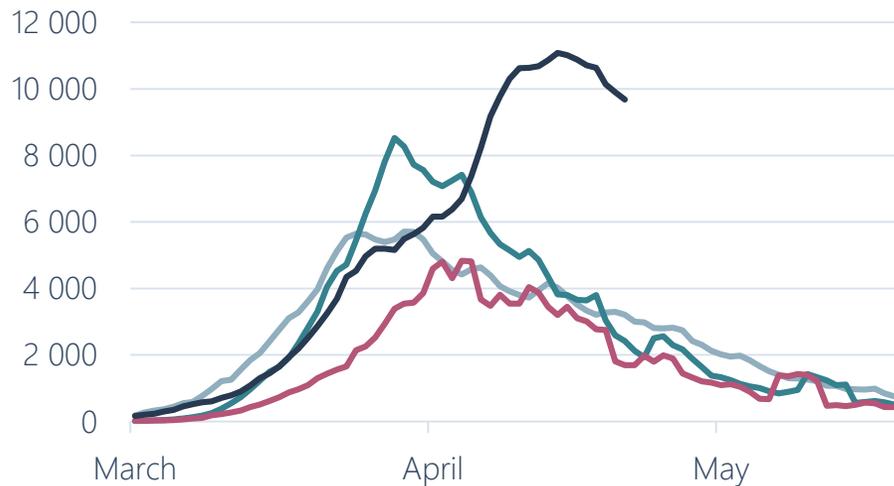
COVID-19: CHALLENGES FOR RUSSIA



Lockdown length

While the effectiveness of the lockdown is beyond doubt...

New case, 5-day sliding average



— Italy — Spain — France — Russia (4-week lag)

...it has a negative effect on the economy

49% of employers cut employee hours

30% of companies sent employees off on unpaid leave

16% of companies started layoffs

	Confirmed cases	Recovered	Deaths	Lockdown start
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	237k	177k	34k	9mar
-------------------------------------------------------------------------------------	------	------	-----	------

	244k	150k	27k	14mar
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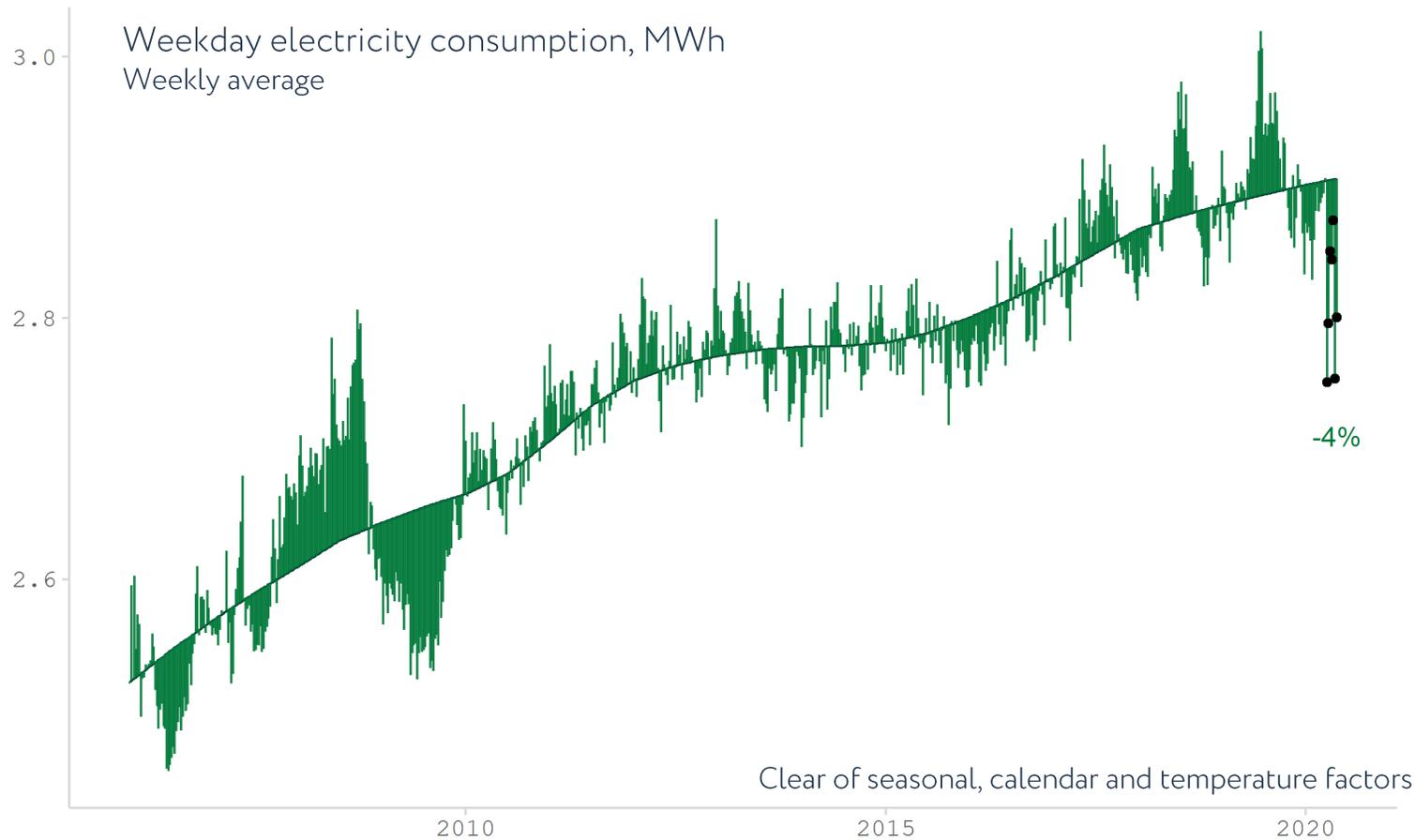
	157k	73k	29k	16mar
--------------------------------------------------------------------------------------	------	-----	-----	-------

	545k	294k	7.2k	30mar
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As of 15.06.2020

PANDEMIC AND LOCKDOWN MAY COST THE ECONOMY AROUND 10%

Electricity consumption fell 4% relative to the trend



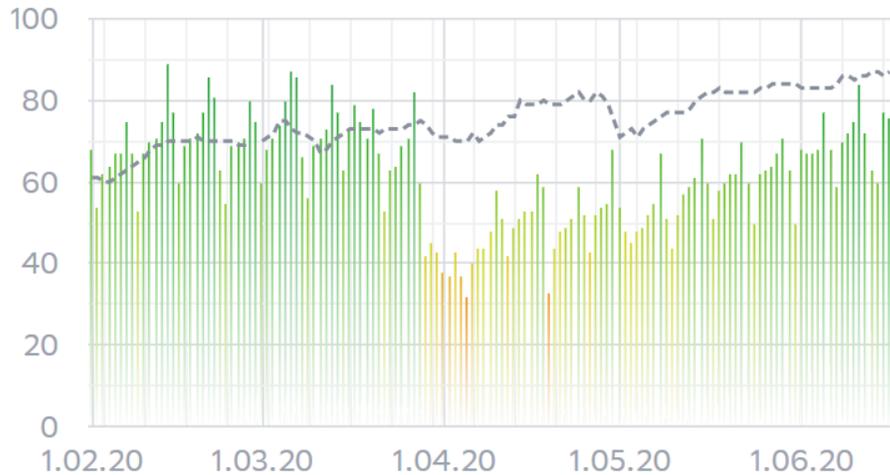
Estimates diverge greatly due to the uniqueness of the shock

- Survey indicators show a **5-10%** reduction in GDP in April based on historical relationships
 - PMI dips to record low
 - ECI Rosstat is near the 2009 level
- Real indicators show a **5-15%** reduction
 - Rail freight fell 5.9% yoy
 - Electricity consumption fell 4%
- Financial indicators show a **14-17%** reduction
 - Payments decreased by around 17%
 - Income tax fell 14%
- Environmental and digital indicators: recession maybe be less than in the European countries
 - Nitrogen dioxide concentration
 - Apple and Yandex data



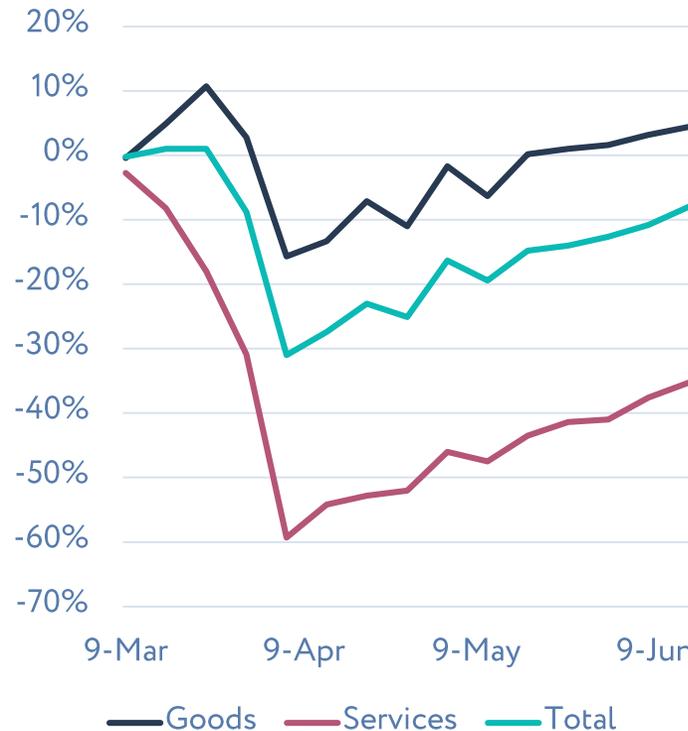
THE ECONOMY'S RESPONSE: WEAKER CONSUMER ACTIVITY

Sberbank's consumer confidence index

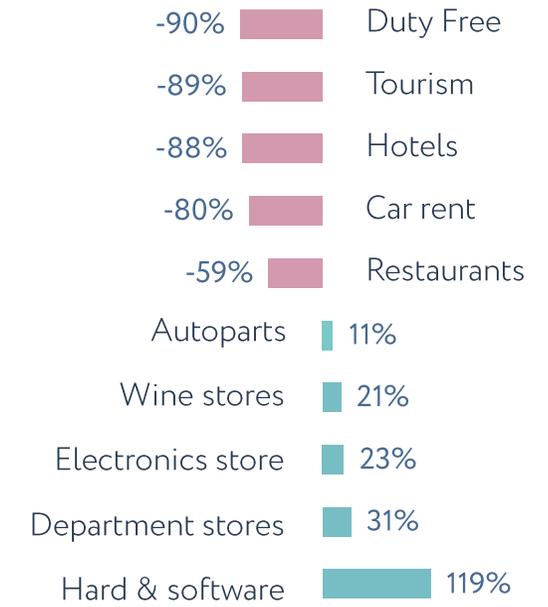


100 – consumer spending on December 30, 2019
 40 – consumer spending on January 1, 2020
 --- consumer spending last year (1W average)

Change in household spending on goods and services, % YoY



Household spending during the week of June 8–14, % YoY

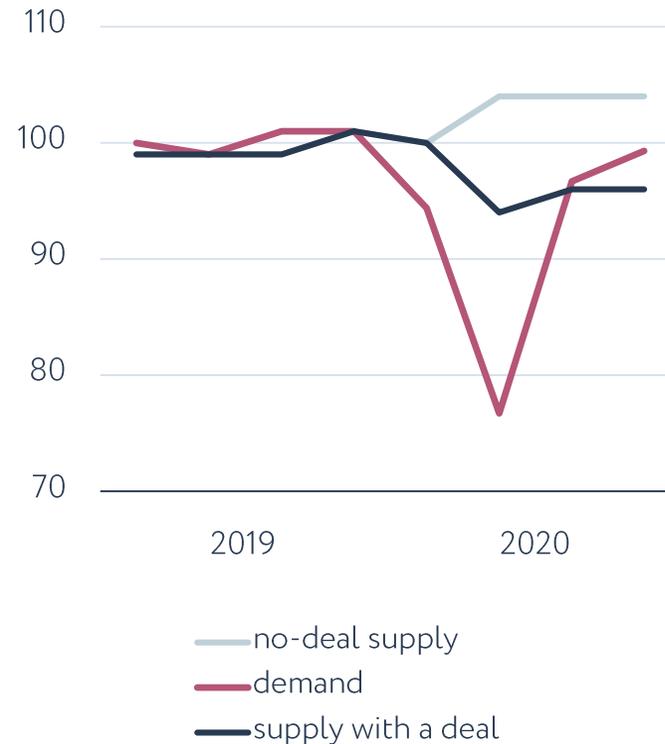


SLOW RECOVERY IN THE OIL MARKET AFTER LOCKDOWN & OPEC++ DEAL

Oil prices have fallen 49% year to date



Demand to contract most in 2Q2020

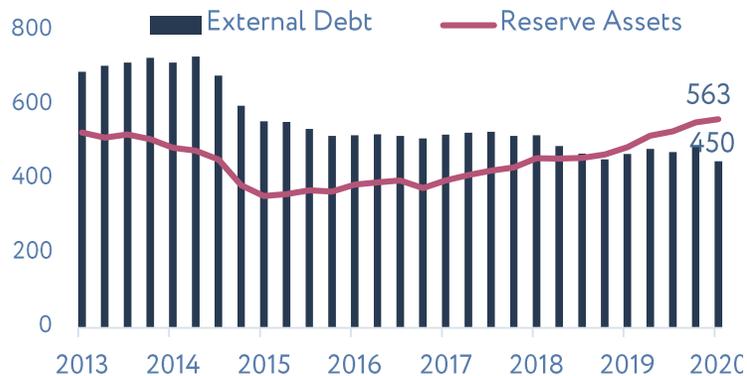


Forecasts on the optimistic side

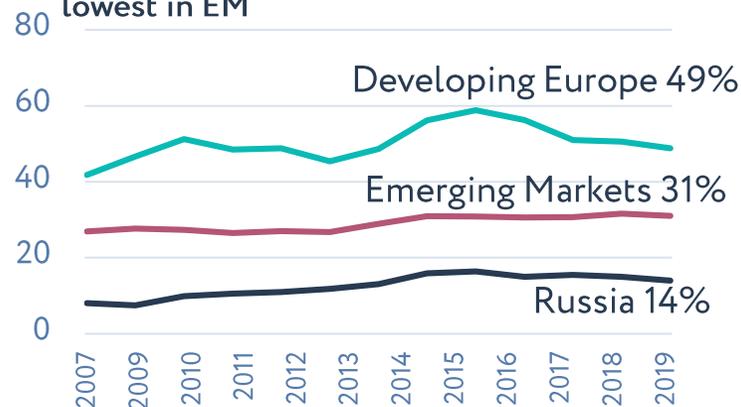
- The oil market was hit by a combination of weak demand and a conflict between producers
 - Dramatic shrinking of consumption caused by the pandemic. April: -29 mn bpd – almost a third of the global volume
 - The collapse of OPEC+ in early March led to an instant spike in supply
- The price fall pushed oil exporters to seek a compromise, resulting in a new OPEC++ deal
 - In effect from May 2020
 - Total production cuts in May and June: ~12-15 mn bpd
- The deal should help curb the oil glut and balance demand and supply as soon as in 2H2020
- Slow demand recovery is in place together with economies reopening
- Prices are set to rise gradually

RUSSIA HAS BUILT UP RESILIENCE OVER THE PAST FEW YEARS

Significant reserves exceed external debt, \$bn



Government Debt to GDP ratio among lowest in EM



The banking system has a reserve capital adequacy capacity

Capital adequacy N1.0, %

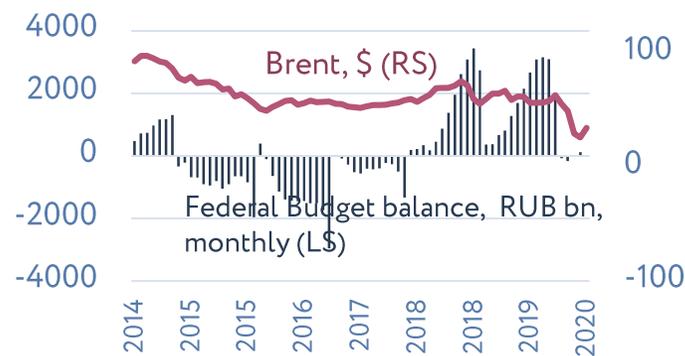


*Excluding credit institutions under financial rehabilitation procedure

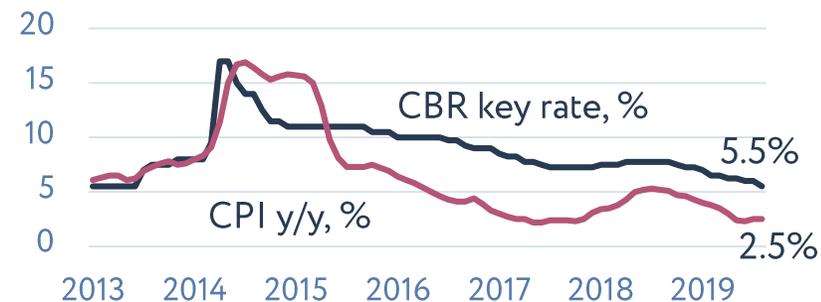
Unemployment rate is close to record low levels, %



Budget rule allowed to decouple Federal Budget from oil prices



Russia has entered a period of low inflation



DIRECT ECONOMIC SUPPORT OFFERED BY THE GOVERNMENT: RUB 2 TN

Direct support

~ RUB **2**tn

1.8% of GDP

- Wage payment grants
- Zero-interest loans
- Interest rate subsidies
- Write off taxes, except for VAT
- Healthcare spending
- Support for the regions
- Support for households
- Reduction of social security tax
- Lifting of trade barriers

Total support

~ RUB **3.2**tn

2.9% of GDP

- Direct support
- Loan guarantees
- Payment deferrals
- Regional loan restructuring

Finance Minister Anton Siluanov's estimate + the 3rd support package (CMR estimate)

RUB **8.2**tn

7.5*% of GDP

In combination with compensation of lost fiscal revenues

THE BANK OF RUSSIA SUPPORT MEASURES FOR BANKS DURING THE CRISIS

Deposit insurance rate to be decreased from 0.15% to 0.1%

until 31 December 2020

Softer prudential provisions for clients affected by the crisis

until 30 September 2020

Accelerated implementation of Basel 3.5 for IRB banks

- Scaling factor for credit RWA adjustment
- Corporate LGD decrease

Decreased risk weights for mortgages

- Revoked macro add-ons for mortgages issued **before 01.04.2020** (100% add-on for loans with LTV 80-90% & 200% for loans with LTV >90%)
- New add-ons to RWs on mortgages issued **from 01.04.2020** (decreased add-ons for loans with LTV 80-85% depending on PTI; table below)

LTV interval, %	PTI interval, %						
	0-30	30-40	40-50	50-60	60-70	70-80	80+
80-85	20	30	40	50	60	70	80
85-90	100	100	100	100	100	100	100
90+	200	200	200	200	200	200	200

REGULATORY EASING IN EXCHANGE FOR SEVERAL RESTRICTIONS*

No revaluation of securities

- equity and debt securities acquired before 1 March 2020 can be recognized at fair value as of 1 March 2020
- debt securities acquired from 1 March 2020 to 30 September 2020 can be recognized at fair value as of the acquisition date

until 1 January 2021

Exchange rates as of 1 March 2020 can be used for required ratios calculation (excluding calculation of open currency positions)

from 1 March 2020 to 30 September 2020

Milder terms for irrevocable credit lines from the CBR

- the maximum limit raised from RUB 1.5 trln to RUB 5 trln
- the right of use fee reduced from 0.5 to 0.15%

from 1 April 2020 to 31 March 2021

Reduction in the N26 (N27) ratio not considered a violation

until 30 September 2020

* Financial institutions are recommended to increase 1.5-fold the share of the postponed compensation for risk takers for 2020 and increase 1.5-fold the deferred period for the payment of the postponed part of compensation for 2019.

MACRO FORECAST

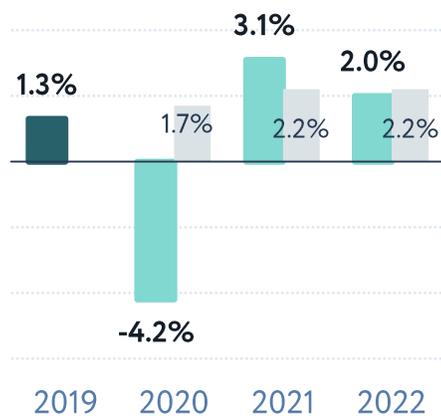
as of April 2020



Baseline scenario

Urals oil
\$32 in 2020
 and \$50-55
 in 2021-22

GDP growth
 Real growth, YoY



Inflation
 At the end of the period



CBR key rate
 At the end of the period

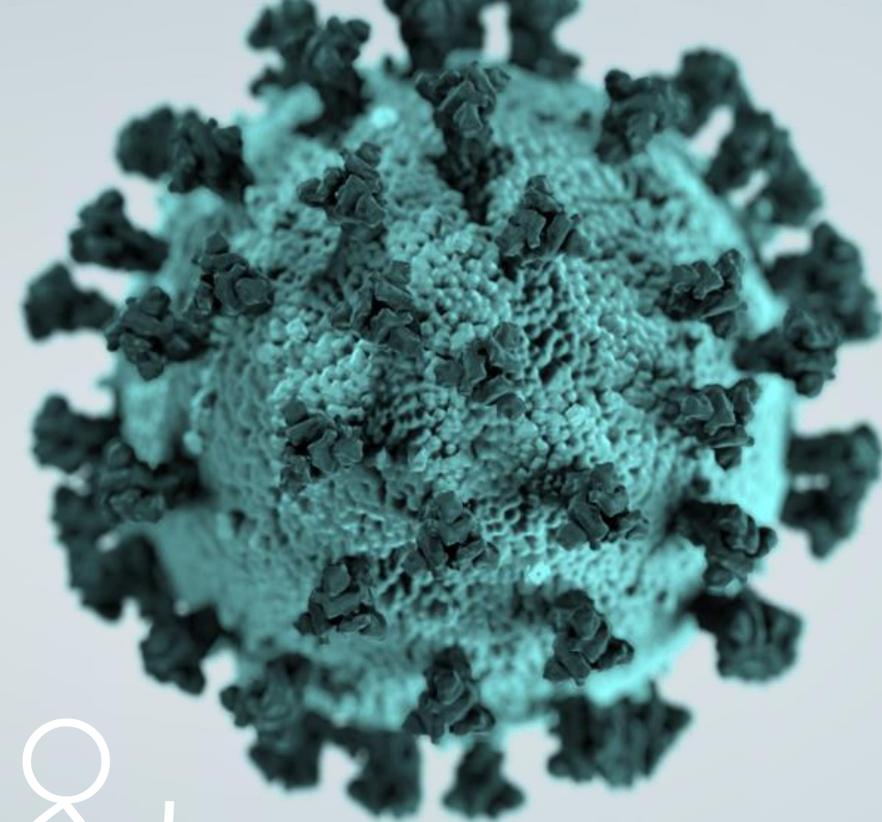


RUB/USD
 Average exchange rate for the year



■ Updated forecast
■ Previous forecast (February 2020)

COVID-19 & FINANCIALS



SBERBANK IS MUCH BETTER PREPARED FOR THE CRISIS

2014		1Q 2020
8.6%	CET 1 CAR	13.31%
50 bp	CET 1 CAR sensitivity to FX (+RUB 10 / \$)	31 bp
114.1%	Loan-to-Deposit Ratio	93.5%
12.6%	Share of State funding	2.6%
RUB 42 bn	NII sensitivity (+100 bp parallel shift in rates)	RUB 21 bn
1.45	NPL Coverage	1.59
46.2%*	Cost-to-Income Ratio	33.3%
< 3 mln	MAU Sberbank Online App	57.2 mln

QUARANTINE CREATES FAVORABLE CONDITIONS FOR THE DEVELOPMENT OF THE DIGITAL ECOSYSTEM

first 2 weeks of April vs. first 2 weeks of March

BENEFICIARIES



+60% – downloads of the App
+21% – number of restaurant orders
Record 1 mln orders per week



+30% – number of orders
+28% - DAU



X2 – number of orders
+64% – MAU



+41% – number of users
+81% – number of views



+20 pp share of mortgage applications
via DomClick



National coronavirus consultation call
center established on the basis of DocDoc

AFFLICTED SERVICES



-30% – number of rides



-99% – ticket sales online



-99% – number of restaurant bookings

INTEREST MARGIN IS RESILIENT TO CURRENT SHOCK

Sector

Interest rate shock is not expected in 2020 (unlike 2014)

Key rate



NII sensitivity to interest rate shift*, RUB bn

The current level of the Bank's interest rate risk in rubles is 2 times lower than 2015



Net interest margin

The average annual interest margin is just slightly different from the initial guidance



Net interest income



*change in Net interest income due to the parallel shift in interest rates by 100 bp on the horizon of 1 year

STRONG 1Q 2020 GROWTH SUPPORTS THE FULL-YEAR DYNAMICS

Loan portfolio before provisions for loan impairment
RUB bn



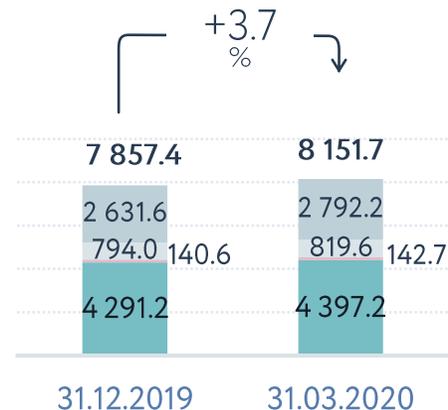
- Loans at amortised cost
- Loans at fair value through P&L

Corporate loan portfolio at amortized cost
RUB bn



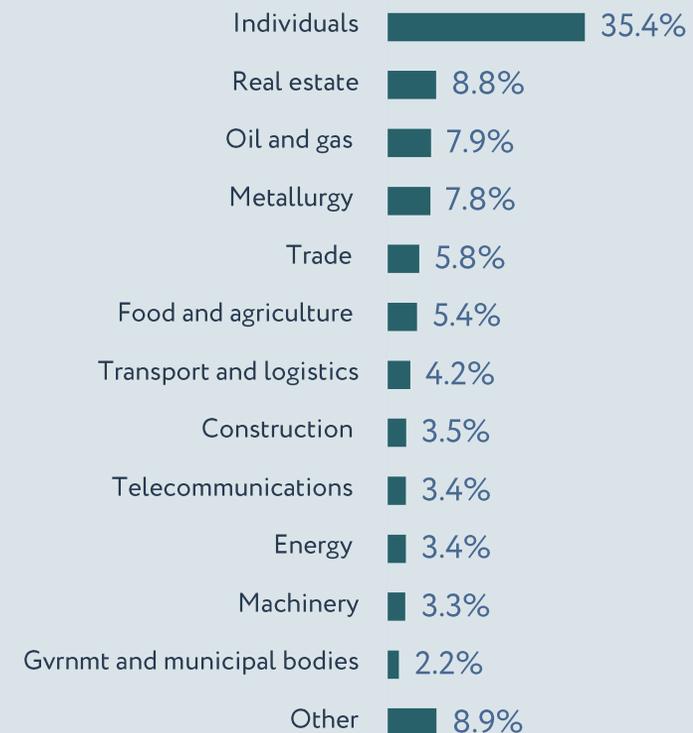
- Commercial loans to legal entities
- Project finance loans to legal entities

Retail loan portfolio at amortized cost
RUB bn



- Mortgage loans
- Car loans
- Credit cards & overdrafts
- Consumer and other loans

Industry breakdown
%



LIQUIDITY IS IN A COMFORTABLE AREA

Foreign currency risk exposure



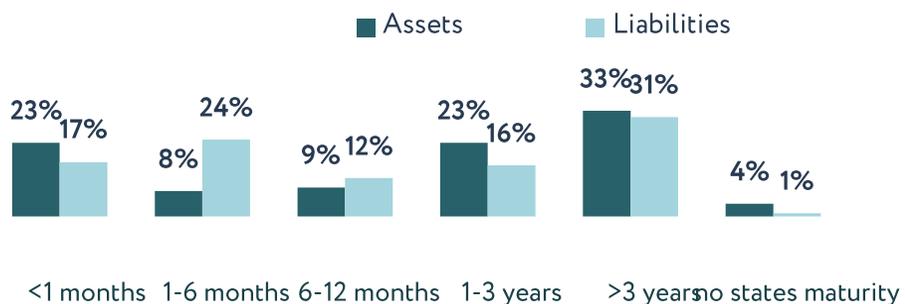
Deposits structure by instrument



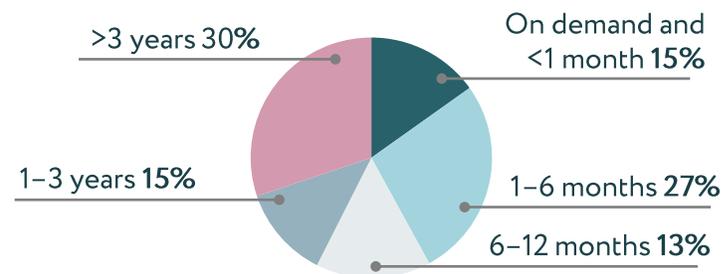
Share of State funding



Liquidity risk



Deposits structure by maturity



RUB 3 trln
Liquid assets reserve

REDUCED BUSINESS ACTIVITY PUTS PRESSURE ON NON-INTEREST INCOME

	1Q 2019	1Q 2020	1Q 2020/ 1Q 2019
Net operations with bank cards:	39.8	41.6	4.5%
• Net acquiring commissions of payment systems and other similar commissions	35	36.1	3.1%
• Service fees	14.0	16.2	15.7%
• Expenses on loyalty programs	-9.0	-11	22.2%
• Other (net)	-0.2	0.3	-
Cash and settlements transactions	44.4	54.6	23.0%
Client operations with foreign currencies and precious metals	10.7	15.9	48.6%
Securities & commodities brokerage, custodial & investment banking (including syndications)	1.4	2.8	100.0%
Documentary commissions	3.8	6.5	71.1%
Agent commissions	1.2	1.4	16.7%
Other	1.6	3.6	125%
Net fee and commission income	102.9	126.4	22.8%

Negative effects



- Decrease in acquiring turnover
- Reduced internet acquiring fee
- Decrease in transactional activity
- Credit insurance volumes decline
- Slowing sales of investment life insurance
- Reduction of cross-border conversions

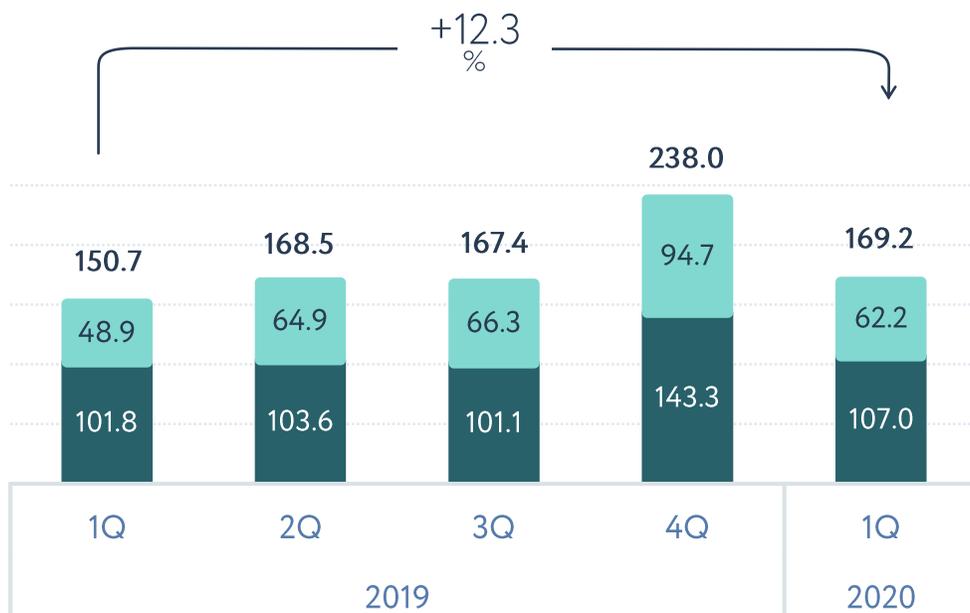
Positive effects



- Outpacing growth of cashless payments and transfers
- Savings in the loyalty program due to the reduction in turnover
- Brokerage revenue growth
- Conversion revenue growth

OPEX DRIVEN BY TECH TRANSFORMATION

Operating expenses
RUB bn



- Staff costs
- Other operating expenses

Cost to income ratio (CIR)
%



OPEX OPTIMIZATION MEASURES

HEADCOUNT

- Hiring freeze, suspension of internal promotions
- Cancellation of salary indexation
- Reduction of quarterly and annual bonuses

IT BUDGET

- Optimization of new IT needs (purchase of new equipment, licenses and support)
- IT Transformation budget revision

MARKETING

- Revision of the budget for advertising, marketing and sponsorship

ADMINISTRATIVE EXPENSES

- Rental cost optimization
- Optimization of the schedule of repair and construction works
- Revision of working space requirements based on desk sharing approaches
- Budget cuts for travel and hospitality expenses

ADDITIONAL COST DRIVERS

- The effect of revaluation of FX expenses
- Protecting employees and clients against COVID-19

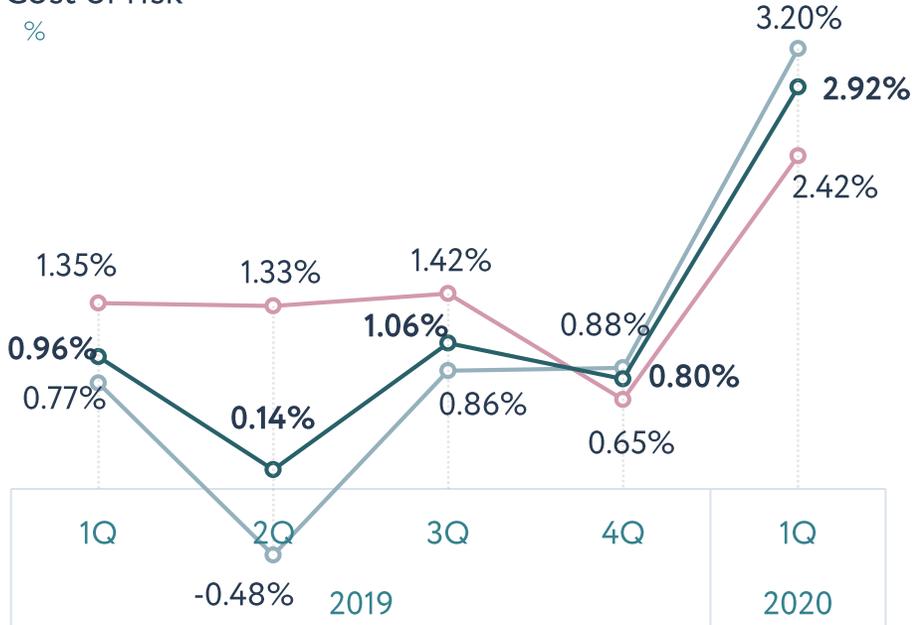
PROVISION CHARGE FOR LOAN IMPAIRMENT

Net charge related to change in credit quality
RUB bn



- Provision charge for loan impairment
- Negative revaluation of loans at FV due to change in credit quality

Cost of risk
%



- Combined Cost of risk at amortized cost + at fair value
- Corporate Cost of risk at amortized cost + at fair value
- Retail Cost of risk at amortized cost

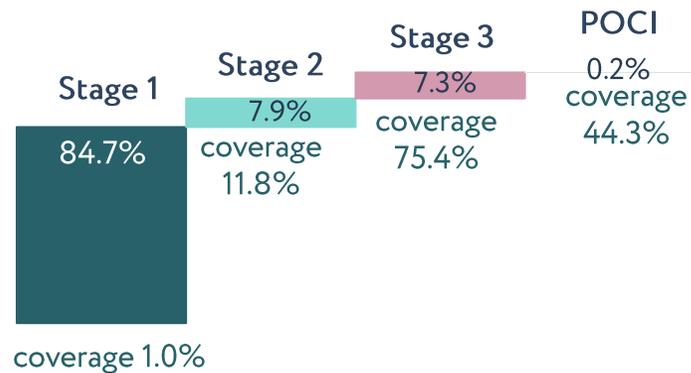
ASSET QUALITY REMAINED STABLE IN 1Q 2020, COVERAGE IMPROVED

Total provision coverage of Stage 3 and POCI loans at amortized cost, %



- Share of Stage 3 and POCI loans in Total loans at amortized cost
- Total coverage

IFRS stages of asset quality % of total loan portfolio



INDUSTRIES OF SPECIAL ATTENTION

- Air and trucking, airports
- Culture, leisure and entertainment
- Sport
- Tourism
- Hotel business
- Catering
- Education
- Conferences, exhibitions
- Domestic services to the population
- Non-food trade
- Dentistry

RUB 1.1 trln
4.7% of total loan portfolio

Additionally, Sberbank identifies the following sectors:

- Oil and gas industry
- Office and retail property
- Water and railway transport

BANK OFFERS RESTRUCTURINGS TO SUPPORT CLIENTS



Corporate restructurings

April - May

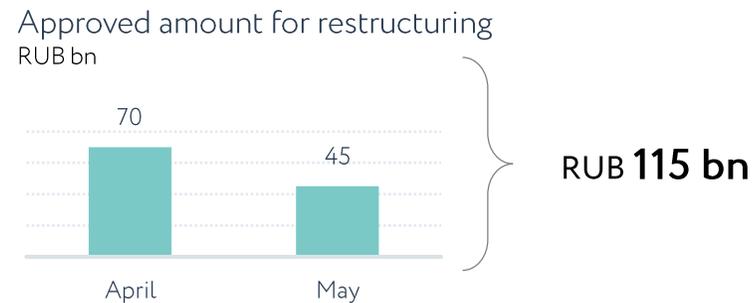


Retail restructurings

April - May

Payment holidays (106-FZ)

Sberbank's program



IMPACT ON FINANCIAL RESULTS

RUB -12.5 bn

Recognition of restructuring loss due to the decrease in the gross carrying amount of loans depending on materiality

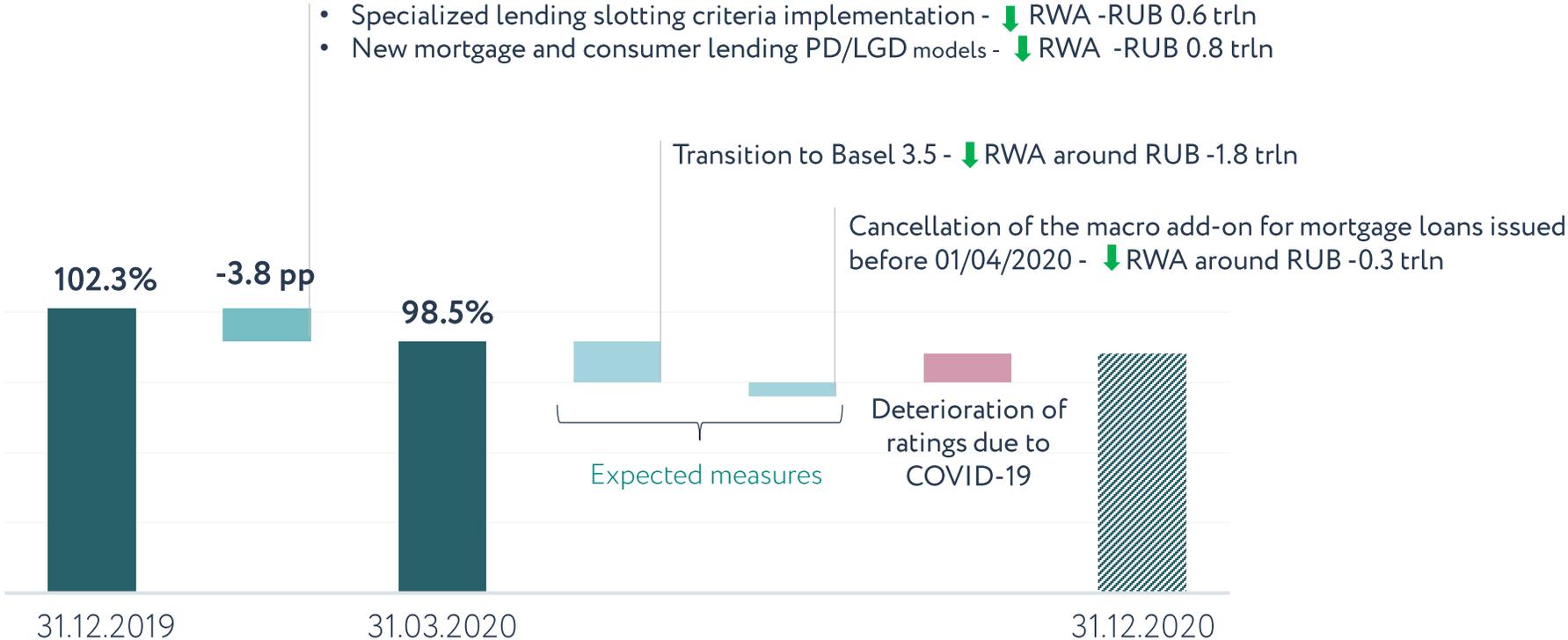


SBERBANK

Investor Presentation

RWA DENSITY DEVELOPMENT IN 2020

RWA density = RWA to Total leverage ratio exposure



CAPITAL ADEQUACY (BASEL III)

Total equity
RUB bn



Capital adequacy ratio
%



Leverage ratio
%



- Total capital adequacy ratio
- CET 1 = Tier 1 capital adequacy ratio

CAPITAL SENSITIVITY

	Group IFRS CET1 CAR
Increase in Equity +RUB 30 bn	0.09%
RWA +RUB 100 bn	-0.04%
RUB/USD +RUB 10	-0.31%
Interest rates +100 bps	-0.24%

SELECTED BALANCE SHEET AND INCOME STATEMENT ITEMS

<i>IFRS, RUB bln</i>	31.03.2020	31.12.2019	Q-Q	31.12.2019	31.12.2018	Y-Y
ASSETS						
Loans & advances to customers (net)	21 555.4	20 363.5	5.9 %	20 363.5	19 585.0	4.0 %
Securities	4 671.2	4 369.7	6.9 %	4 369.7	3 749.5	16.5 %
Total assets	32 068.9	29 958.9	7.0 %	29 958.9	31 197.5	-4.0 %
LIABILITIES & EQUITY						
Customer deposits	23 061.8	21 574.4	6.9 %	21 574.4	20 897.3	3.2 %
Medium & LT funding	1 510.8	1 374.2	9.9 %	1 374.2	1 607.4	-14.5 %
Other liabilities	2 896.7	2 523.6	14.8 %	2 523.6	4 837.0	-47.8 %
Equity	4 599.6	4 486.7	2.5 %	4 486.7	3 855.8	16.4 %
CET 1 ratio (Basel III)	13.31 %	13.41%	-0.10 pp	13.41%	11.85%	1.56 pp
CAR (Basel III)	13.79 %	13.59%	0.20 pp	13.59%	12.43%	1.16 pp
Leverage ratio	13.1 %	13.7%	-0.6 pp	13.7%	11.3%	2.4 pp

<i>IFRS, RUB bln</i>	1Q 2020	1Q 2019	1Q20 / 1Q19	FY 2019	FY 2018	FY19 / FY18
Net interest income	371.9	337.5	10.2 %	1 415.5	1 396.5	1.4 %
Net F&C	126.4	102.9	22.8 %	497.9	438.1	13.6 %
Net charge related to change in asset quality *	-167.1	-45.5	267.3 %	-149.5	-154.1	-3.0 %
Operating income	326.9	434.7	-24.8 %	1 863.3	1 703.8	9.4 %
Operating expenses	-169.2	-150.7	12.3 %	-724.6	-657.6	10.2 %
Income tax expense	-37.2	-57.9	-35.8 %	-223.9	-215.0	4.1 %
Net profit from continuing operations	120.5	226.1	-46.7 %	914.8	831.2	10.1 %
Net profit	120.5	226.6	-46.8 %	845.0	831.7	1.6 %
NIM	5.49 %	5.27 %	0.22 pp	5.38%	5.92%	-0.54 pp
ROE	10.6 %	22.9 %	-12.3 pp	20.5%	23.1%	-2.6 pp
CIR **	33.3 %	31.7 %	1.6 pp	35.8%	35.2%	0.6 pp
CoR *	2.92 %	0.96 %	1.96 pp	0.74%	0.78%	-0.04 pp

* including net credit loss allowance charge for debt financial assets and revaluation of loans at FV through P&L due to change in credit quality

** based on operating income before provisions for debt financial assets, credit related commitments and revaluation of loans at fair value due to change in credit quality

SBERBANK GUIDANCE 2020 – UNDER REVIEW

SECTOR FORECASTS As of December 2019



Nominal
growth
dynamics
2020

Sector
Russia

Sberbank

SBERBANK GUIDANCE 2020 – ON TRACK

EFFICIENCY

Cost Income Ratio (CIR)

2020

As of December 2019

Slight increase y/y

PROFITABILITY

Net Fees & Commissions Growth

5.1-5.3%

0%+

Risk

100-110 bps

CAPITAL

Capital CAR under Basel 3

-14%



Strategy target 2020 –
ON TRACK

Revenue 2020
attributable to Sberbank
RUB 70+ bn

and RUB 130 bn

IR CONTACT DETAILS

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Extel 2019: Best IR in Russia

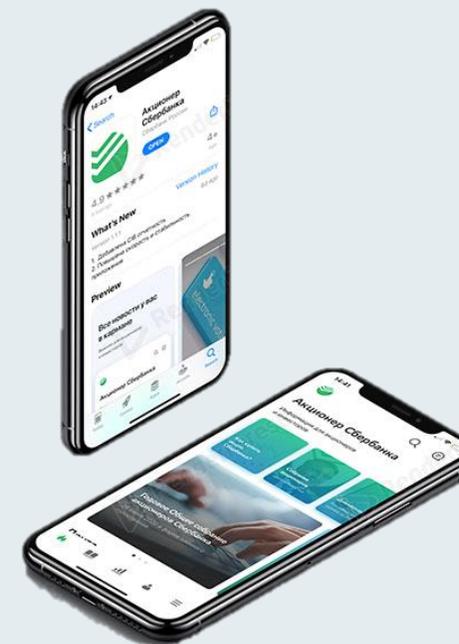


IR Magazine: Top 5 European Financials



BEST IR PROGRAM,
EEMEA Banks

Sberbank Shareholder APP



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