



SBERBANK

Emergence of a Dynamic Banking Leader

June 2013

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Sberbank's Investment Highlights

Sberbank Offers
a Compelling
Combination of
Strengths Among
Global Banks

Growth

- Positive Russian macroeconomic performance
- Leader in the fast growing Russian banking market
- Superior customer franchise and brand

Profitability

- Highest ROAA among large global banks (by market capitalization)
- High quality income mix
- Healthy core margin trends
- Strong development of fee income sources

Resilience

- Russia in good position during global volatility
- Strong balance sheet, liquidity and capital position with focus on risk management
- Ability to operate in and even take advantage of difficult market environments

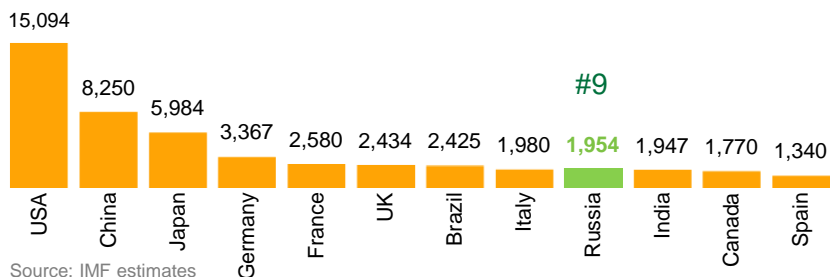
Innovation

- Ongoing transformation and modernization
- Building leading technology and infrastructure
- Process improvements through Lean Sigma
- Success driven by talent

High Growth and Great Potential of the Russian Economy

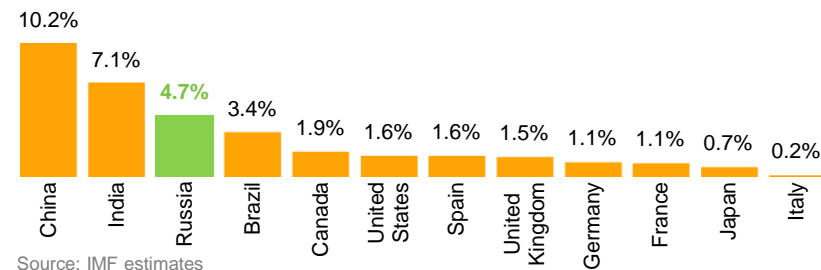
Russia is Already a Top 10 World Economy...

2012 GDP, US\$ bn



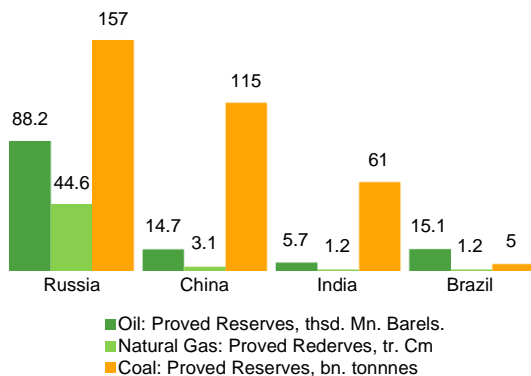
...with One of the Highest GDP Growth Rates...

2000-2012 Real GDP Growth, % CAGR

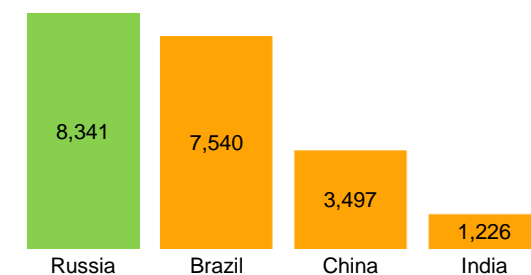


... and Attractive Natural and Human Resource Fundamentals in BRIC Context

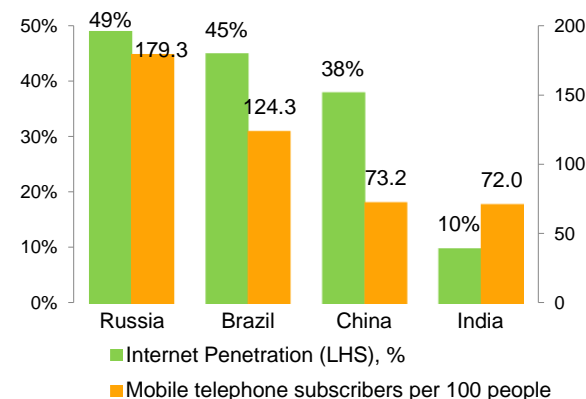
Vast Natural Resource Base



Highest Disposable Income per Capita, \$ '0001



Highest Internet and Mobile Telephone Penetration



Growth

Profitability

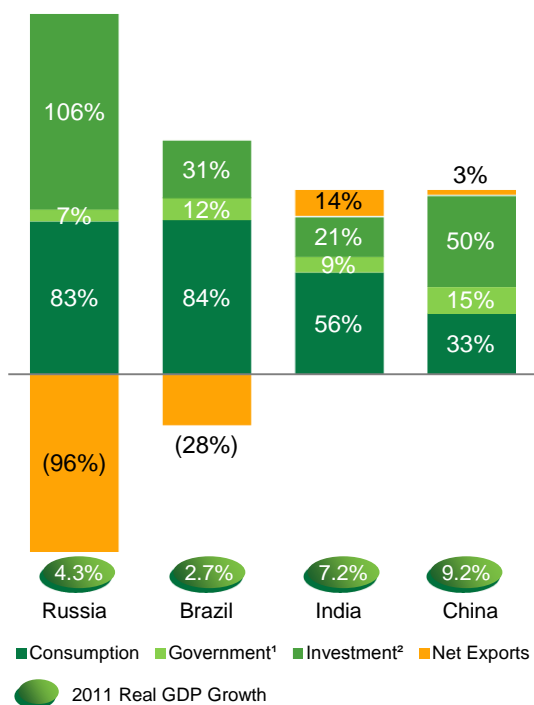
Resilience

Innovation

Source: BP Statistical Review of World Energy data for 2011
Notes: (1) 2011 purchasing power parity adjusted annual income

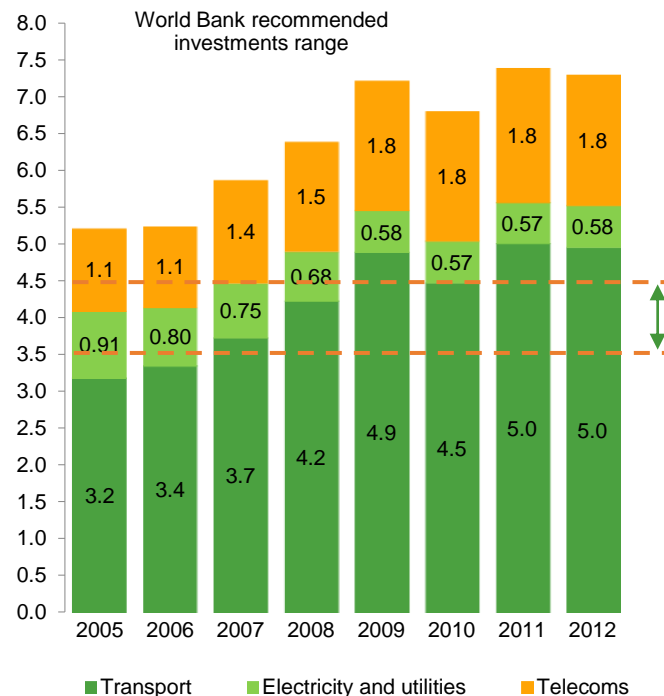
Russia's Economy Supported by Increasingly Diversified Growth Drivers

Consumption and Investment-Led Growth,
% of 2011 Real GDP Growth



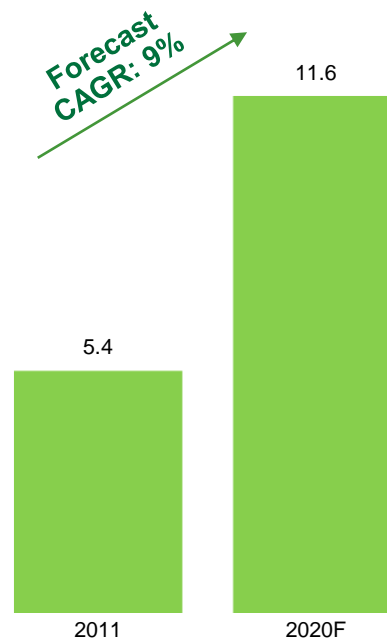
Source: Rosstat, EIU

Fixed Capital Investments in Infrastructure,
% of GDP



Source: Rosstat, World Bank

Expected Consumption per Capita,
US\$ '000



Source: Euromonitor

Notes: (1) Includes consumption by non-profit providers of services to households in Russia (2) Includes stock building

Growth

Profitability

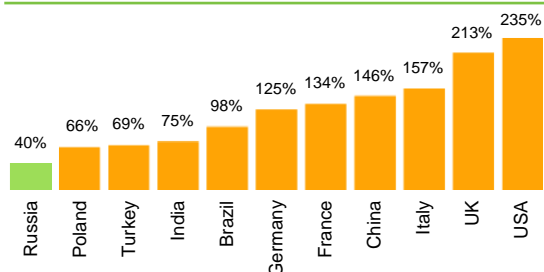
Resilience

Innovation

Dynamic Development and Continuing Resilience of Russia's Banking Sector

High Sector Growth Potential

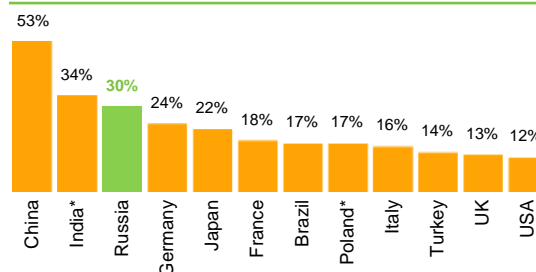
2011 Bank Loans, % of GDP



Source: World Bank

Supported by Savings and Under-Leverage of Population

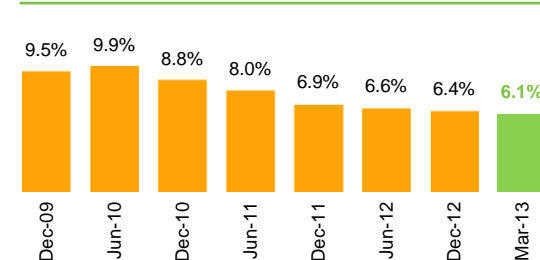
2011 Savings Rate, %



Source: World Bank

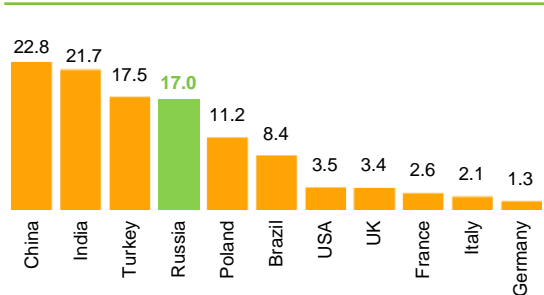
Maintaining Resilience Despite Global Volatility

Russian Banks' Aggregate Bad Loans Ratio¹



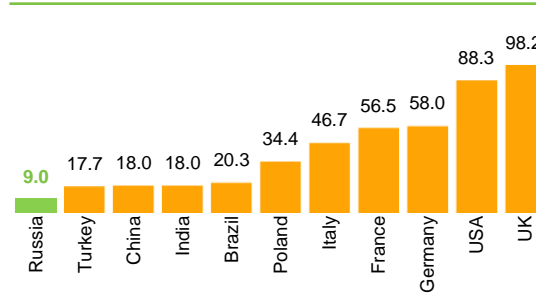
Source: CBR, figures as of the 1st date of each month

2011-15 Bank Loans CAGR Forecast, %



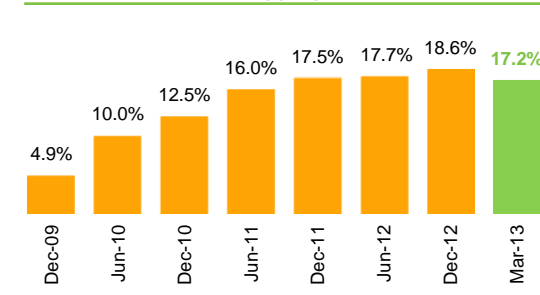
Source: EIU, Eurostat, OECD

2011 Household Debt, % of GDP



Source: McKinsey Global Institute estimates

Russian Banks' Aggregate Pre-Tax ROE²



Source: CBR, figures as of the 1st date of each month

Growth

Profitability

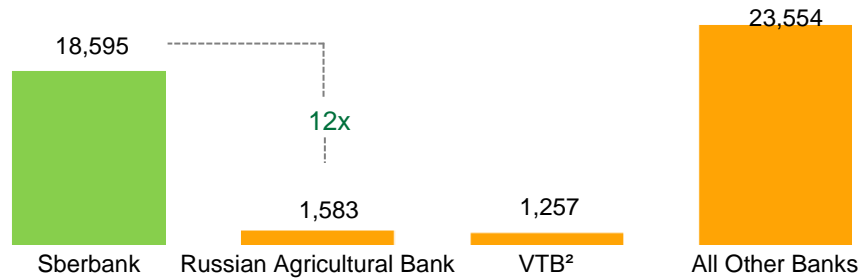
Resilience

Innovation

Notes: (1) Ratio of problem and irrecoverable loans to total loans according to CBR classification and under RAS (2) Under RAS *as of 2010

Sberbank has Russia's Most Extensive Distribution Platform and Customer Franchise

Largest Branch Network Among Russian Banks¹



Sberbank: Russia's Most Storied Iconic Brand – Confirmed by Separate Sources

Millward Brown Optimor, 2013

- ✓ # 1 in Russia
- ✓ Top 100 among all brands globally
- ✓ Value of the brand estimated at \$12.66bn

Brand Finance, 2013

- ✓ # 1 in Russia
- ✓ #13 across banks globally
- ✓ Top 100 among all brands globally
- ✓ Value of the brand estimated at \$14.16bn

Notable Facts as of March-2013

- ~110 m** Retail clients, out of a total population of ~143 m
- >78,000** ATMs and self-service terminals - one of the largest single bank-owned networks globally
- 82%** Retail transactions executed via remote channels³
- >1.0 m** Corporate lent to clients out of 4.3m businesses in Russia
- ~2 bn** Transactions processed for individual clients annually
- ~4 m** Visitors to Sberbank's outlets daily
- >10 m** Active mobile banking users
- >6 m** "Sberbank Online" active users

Growth

Profitability

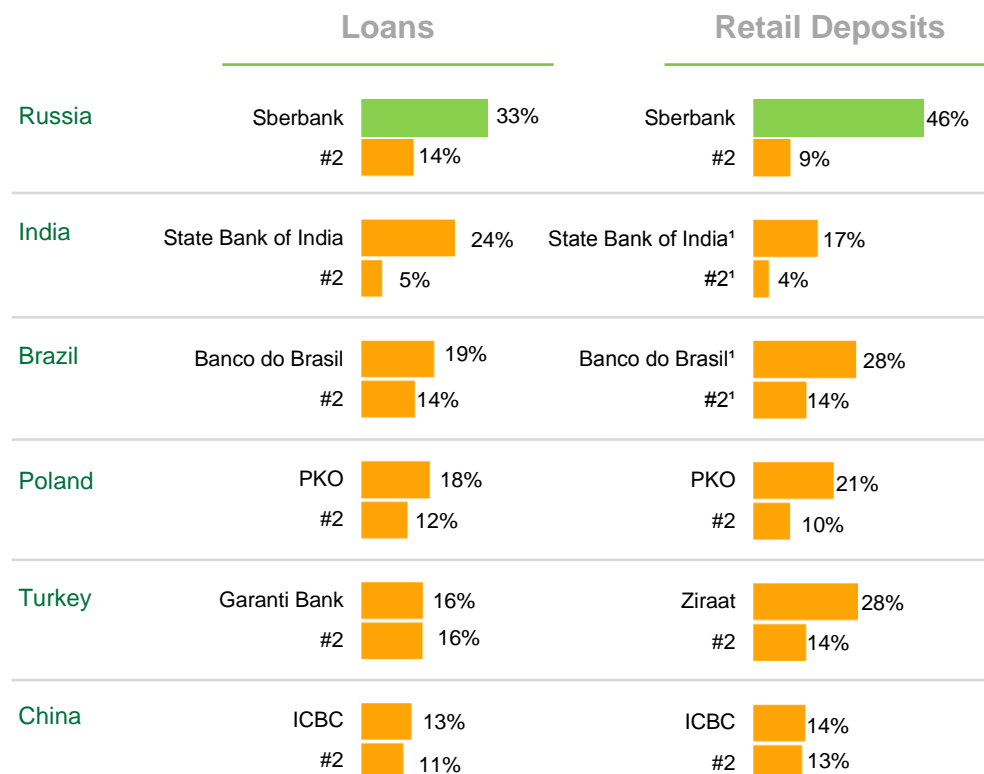
Resilience

Innovation

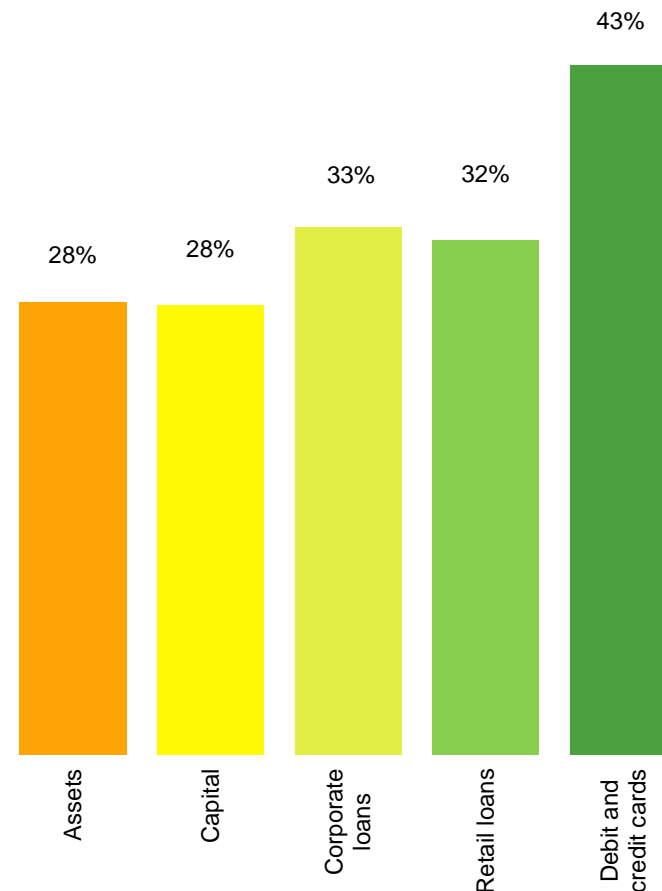
Source: Rosstat, Sberbank's operating statistics and calculations on the basis of statistics from CBR as of 31-Dec-2012. Sberbank operating statistics for the respective periods.
Notes: (1) Including branches and other outlets (2) Includes VTB24, Transcreditbank and Bank of Moscow (3) Counting only retail transactions that can be executed in person at a branch or remotely

Sberbank Leads the Russian Banking Market...

High Domestic Market Share Relative to Other Top EM Banks



Sberbank's Share of the Russian Banking Sector



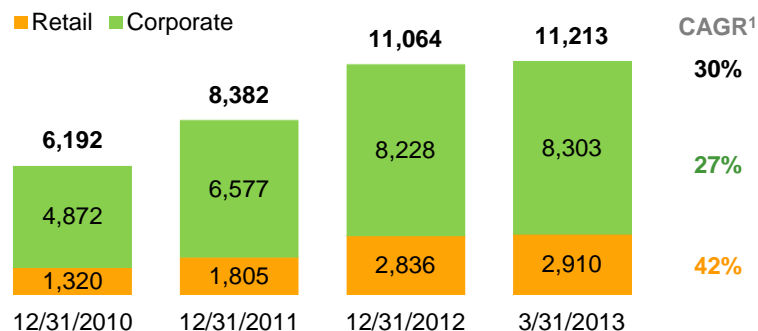
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Sources: Sberbank's calculation on the basis of CBR data under RAS as of 1-Apr-2013, central banks data, latest available company data. Market share of debit & credit cards as of 1-Jan-2013.

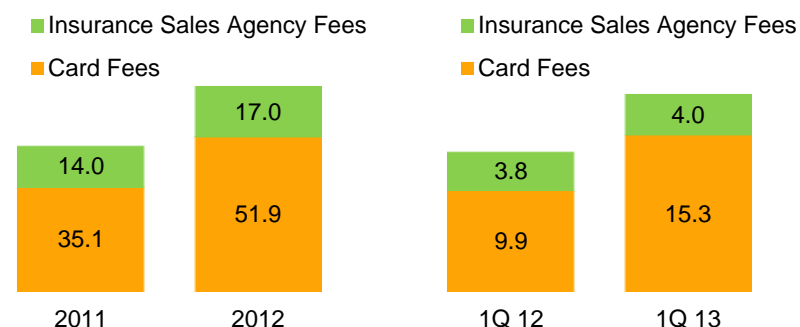
Note: (1) Market share calculated on the basis of all deposits

... and Capitalizes on its Growth across Multiple Products

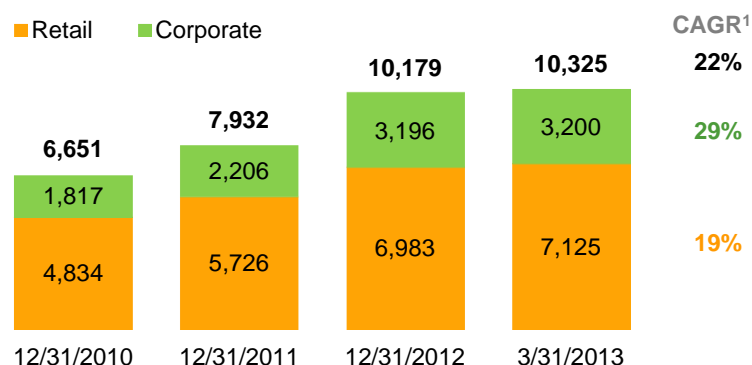
Gross Loans, RUBbn



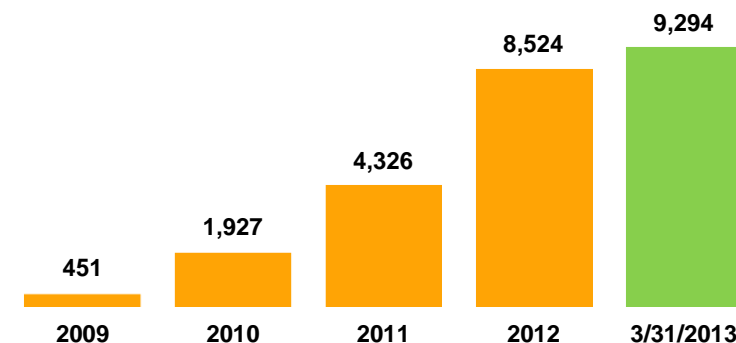
Card and Insurance Sales and Credit Card Fees, RUBbn



Deposits, RUBbn



Number of Credit Cards 000



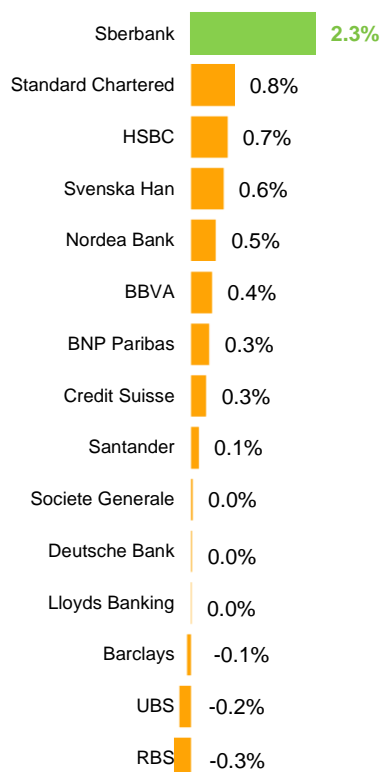
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Sources: Sberbank operating statistics for the respective periods, Sberbank audited IFRS financial statements for FY2009-2012, unaudited IFRS financial statements for 1Q2013
 Notes: (1) CAGR for 2009-2012

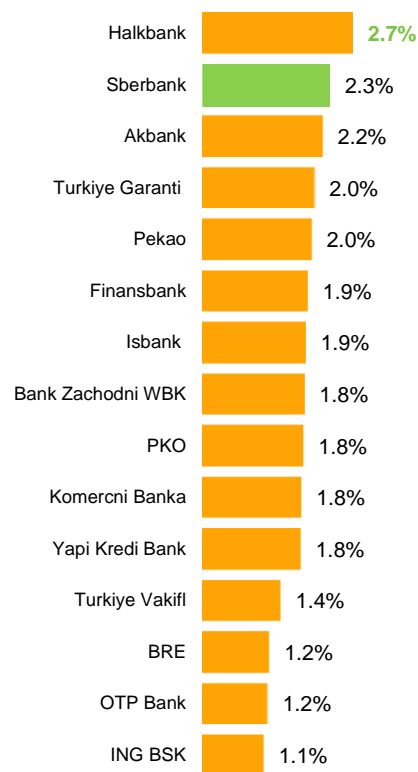
Sberbank's Compelling Profitability Profile

ROAA vs Other Large Banks from Peer Regions¹

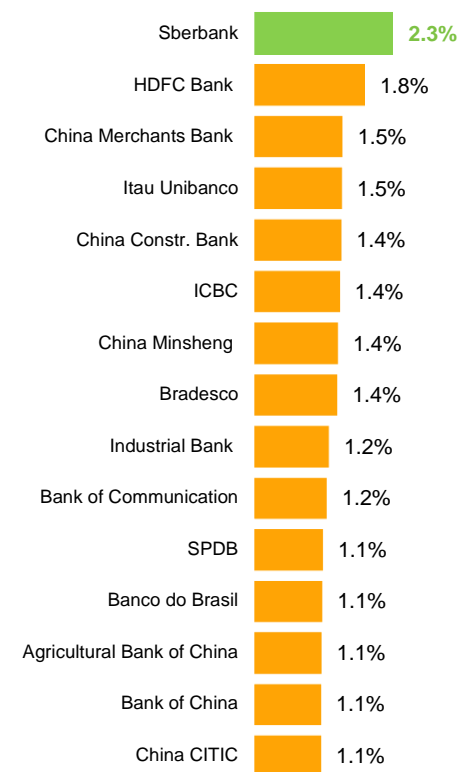
vs. Western Europe



vs. CEE + Turkey



vs. BRICs

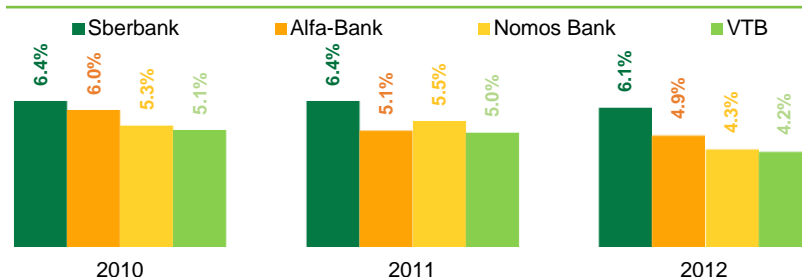


Source: Bloomberg, financial statements for 1Q 2013
Note: (1) Top-15 banks in each region/group by market capitalization

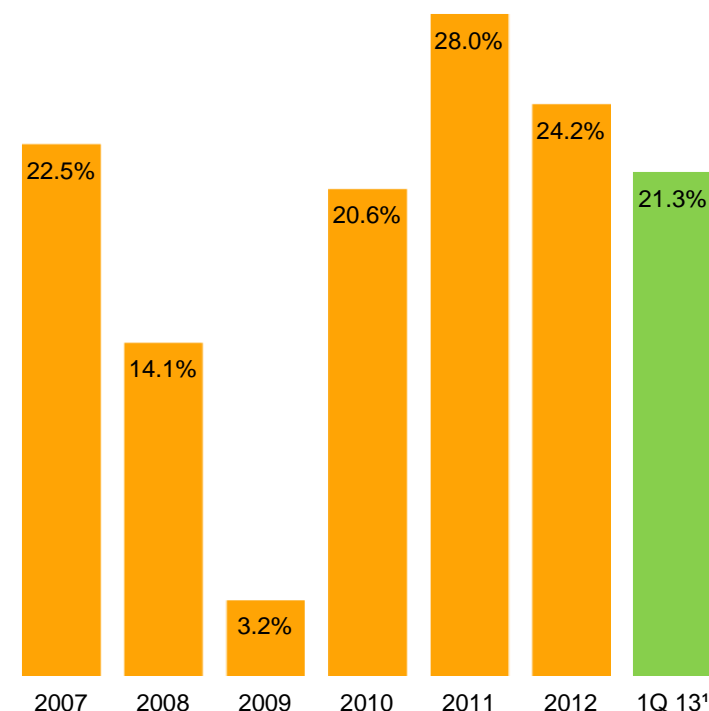


Sberbank Enjoys Strong Top Line Profitability with Operating Efficiency and Strong Bottom Line Results

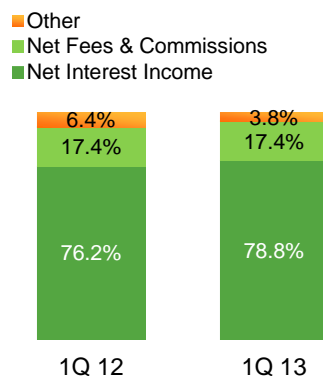
Net Interest Margins – 2012



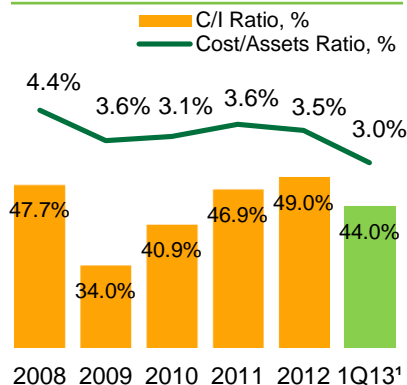
Strong ROAE³ Post Crisis



Operating Income Mix



Cost Evolution Reflecting Ongoing Investment Program²



Growth

Profitability

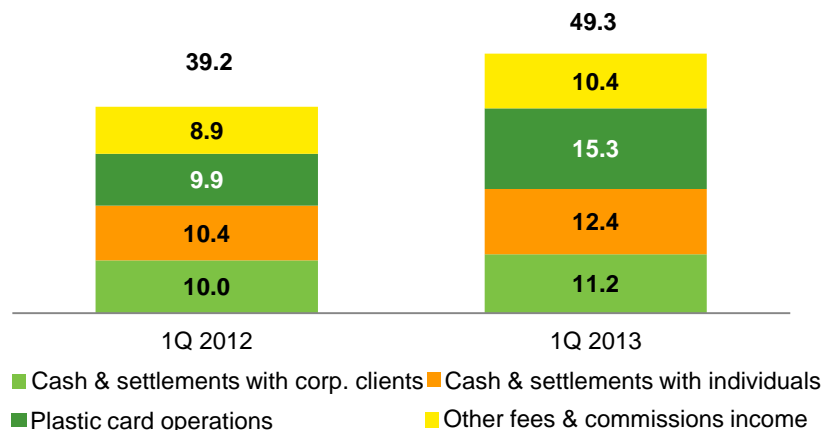
Resilience

Innovation

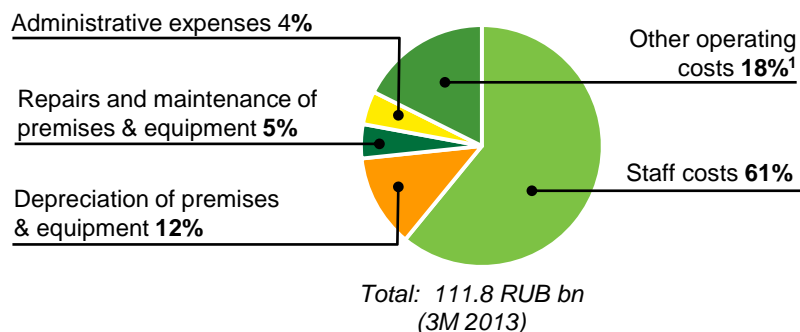
Source: Sberbank audited IFRS financial statements for FY2008-2012, Sberbank unaudited IFRS financial statements for 1Q2013, NOMOS, VTB and Alfa-Bank financial results presentations for 2012;
 Notes: (1) Annualised (2) Reflecting disclosure of expenses directly attributable to deposit insurance as part of net interest income, as opposed to operating expenses, for all periods (3) ROAE is calculated as profit divided by average total equity for the period

Profit and Loss Profile

Fees & Commissions Income Structure, RUB bn

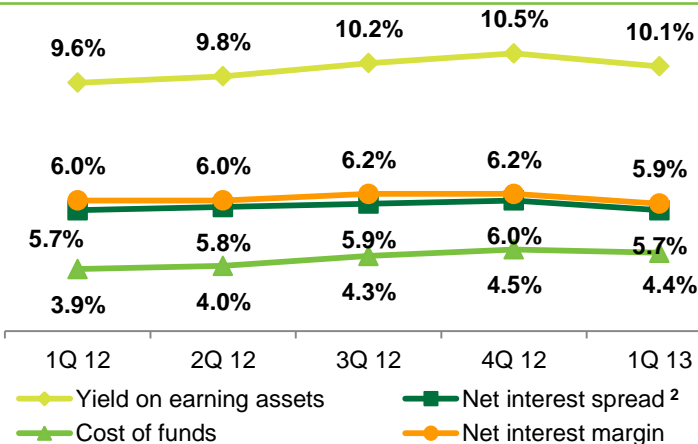


Operating Expenses Structure

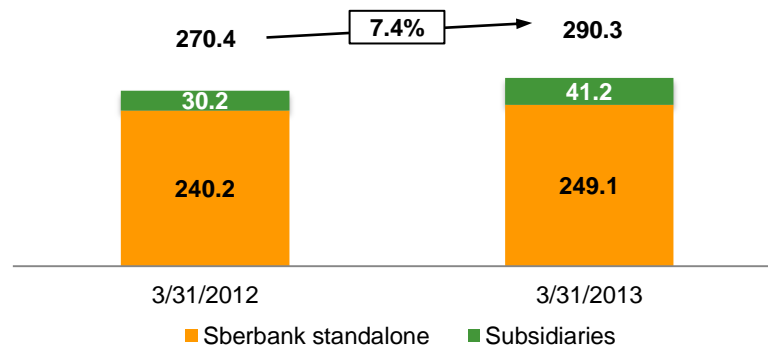


Source: Sberbank's audited IFRS financial statements for FY2010-2012, Sberbank unaudited IFRS financial statements for 1Q2013, Sberbank operating statistics for the respective periods Notes: (1) Taxes other than income taxes, telecommunication expenses, operating lease expenses for premises and equipment, advertising and marketing services, consulting and assurance services and other (2) Yield on earning assets minus cost of funds

Net Interest Spread



Employee Headcount, ths people



Sberbank's Robust and High-Quality Balance Sheet

3M2013 Assets

Loans & advances to customers	70% RUB 10,630 bn
<div> <div></div> <div>(Retail loans, 26% of total gross loans)</div> </div>	
Cash & equivalents	8% RUB 1,209 bn
Securities ¹	13% RUB 1,888 bn
Other assets	9% RUB 1,389 bn

3M2013 Liabilities & Equity

Customer deposits	68% RUB 10,325 bn
<div> <div></div> <div>(Corporate deposits, 31% of total customer deposits)</div> </div>	
Due to banks & other	9% RUB 1,369 bn
Medium and LT funding ²	12% RUB 1,714 bn
Equity	11% RUB 1,708 bn

- Net loans / deposits ratio of 103.0%⁴
- Securities portfolio is simple and liquid
- 10.9%⁴ Tier 1 (Core) and 14.2%⁴ Total Capital Adequacy Ratio under Basel

Total = RUB 15,116 bn (US\$ 486 bn³)

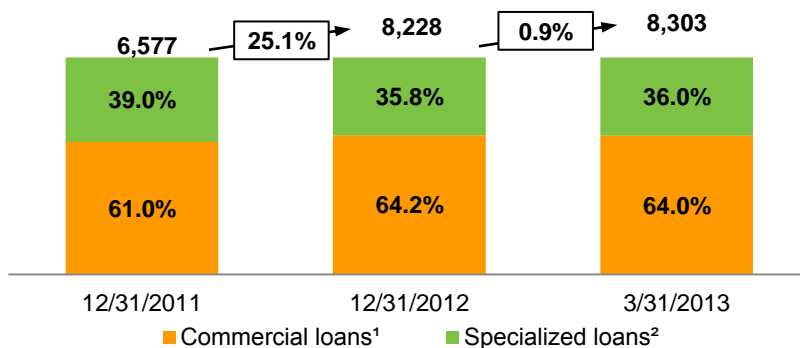
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Source: Sberbank's unaudited IFRS financial statement for 1Q2013

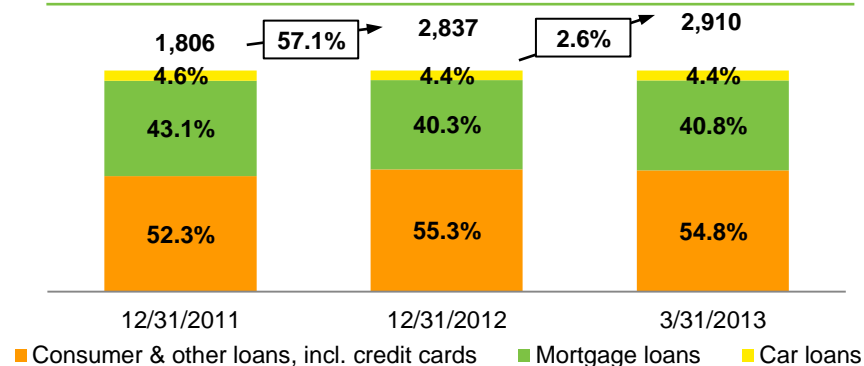
Notes: (1) Includes "Trading securities", "Securities Designated at Fair Value through Profit or Loss", "Securities Pledged under Repurchase Agreements", "Investment Securities, Available for Sale" and "Investment Securities Held to Maturity" (2) Includes "Debt Securities in Issue", "Other Borrowed Funds" and "Subordinated Debt" (3) Converted at RUB/US\$ = 31.0834 rate set by CBR on 31-Mar-2013. Numbers may not add up to 100% due to rounding (4) As of 31-Mar-2013

Loan Portfolio Characteristics

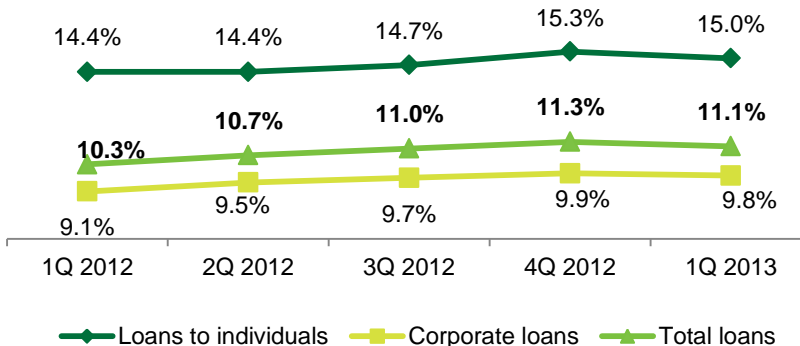
Corporate loans structure, RUB bn



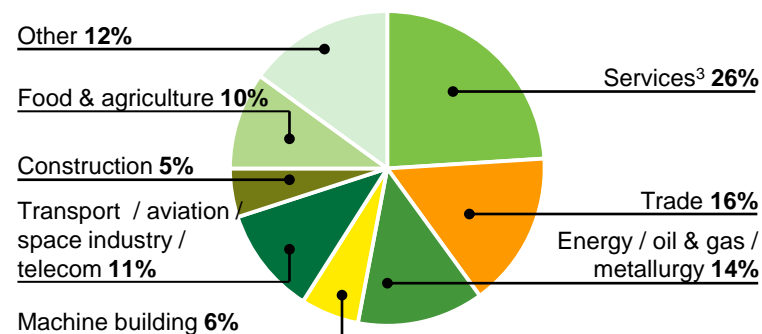
Retail loans structure, RUB bn



Average loan yields



Corporate loan portfolio's structure by sector



Source: Sberbank's audited IFRS financial statements for FY2010-2012, Sberbank unaudited IFRS financial statements for 1Q2013

¹ Loans granted for current needs (working capital financing, portfolio investments, etc.) provided for periods up to 5 years

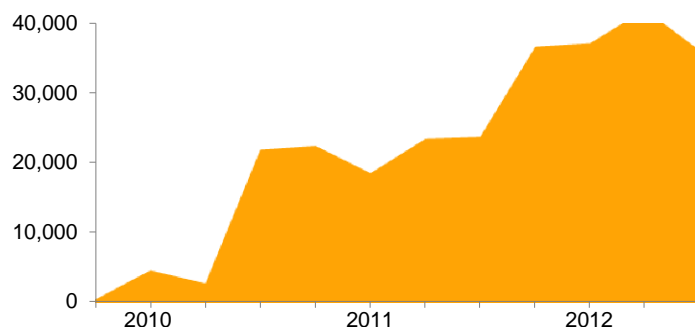
² Investment and construction project financing. Loan maturities are linked to payback periods of a project and exceed typical maturities of commercial loans

³ Including financial, insurance and other service companies, as well as loans granted to holding and multi-industry companies

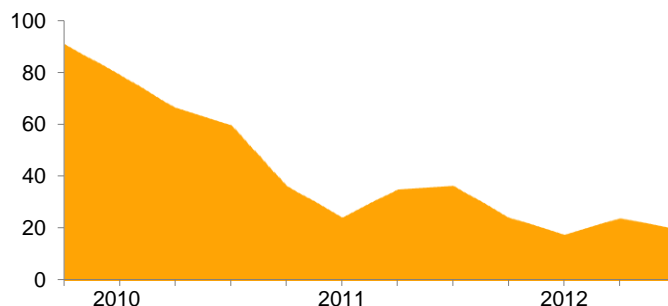
Focus on Implementing State-of-the-Art Risk Management

- State-of-the-art underwriting systems and scoring / rating models
- Fully segregated underwriting, centralized in 4 corporate and 6 retail hubs
- Online real time reference checks of credit bureau data, federal passports database, and national pension fund contributions data

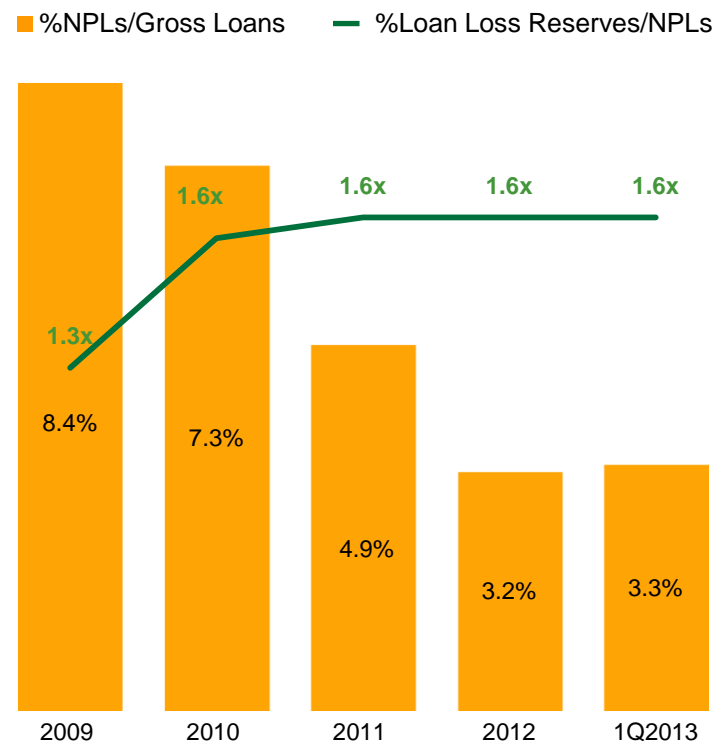
Retail Applications Volumes Have Increased ('000/day)...



...and Average Processing Times Shrunk (hours)



...While Overall Loan Quality Has Improved

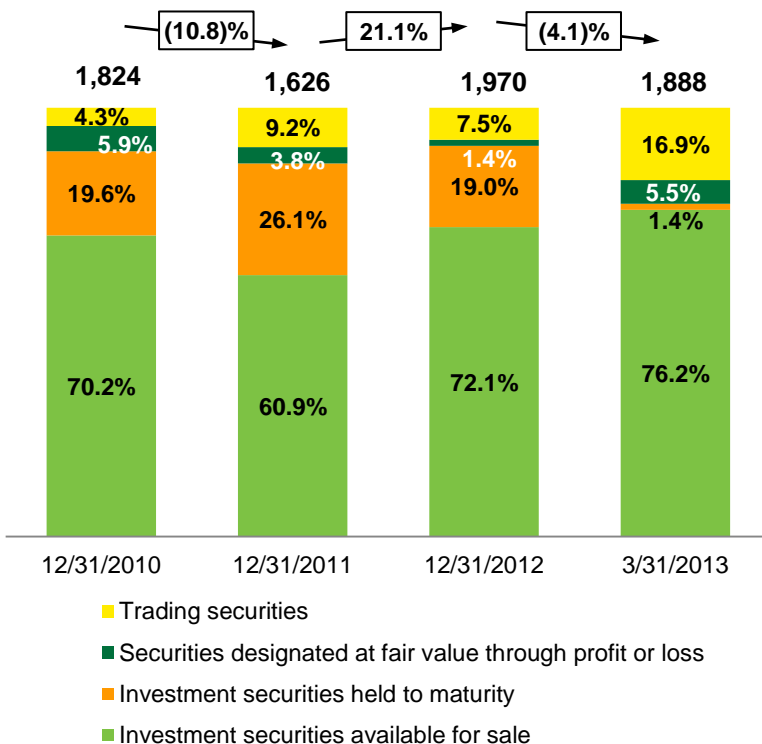


Source: Sberbank audited IFRS financial statements for FY2009-2012; Sberbank unaudited IFRS financial statements for 1Q2013; Sberbank operating statistics

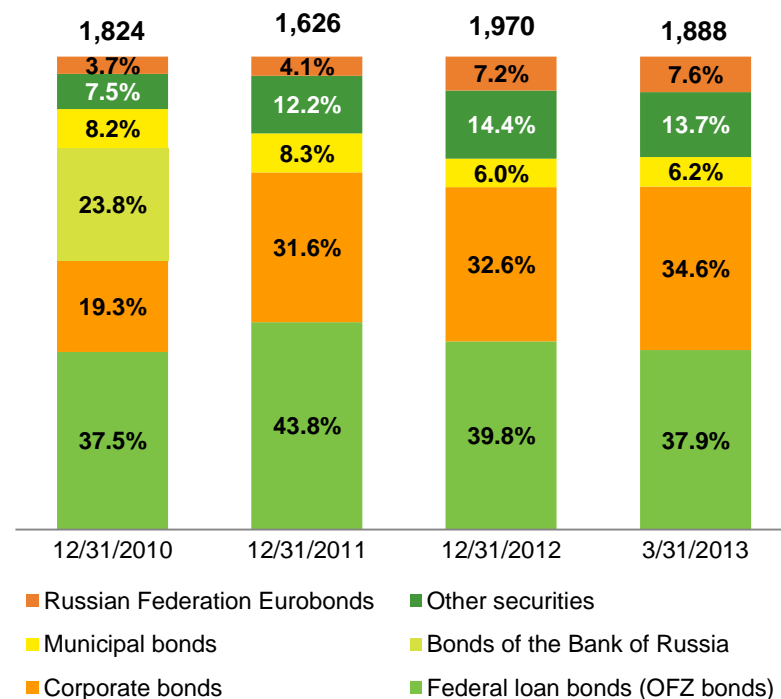
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Securities Portfolio

Securities Portfolio Structure By Type, RUB bn



Securities Portfolio Structure By Instrument, RUB bn



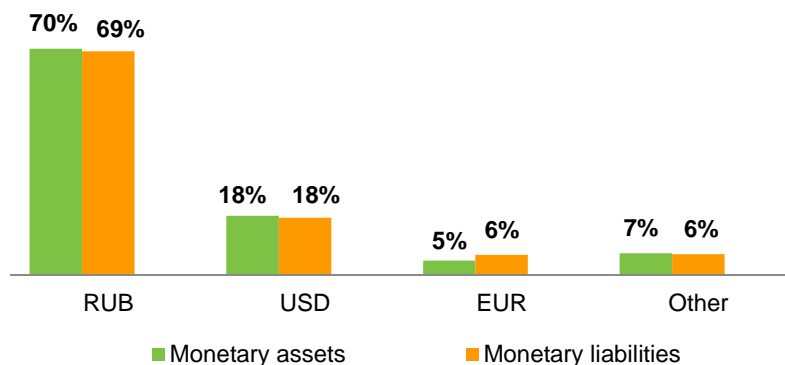
Securities portfolio is comprised of highly liquid instruments that form a convenient source of liquidity for the Bank

Source: Sberbank's audited IFRS financial statements for FY2010 - 2012, unaudited 1Q2013 IFRS financial statements

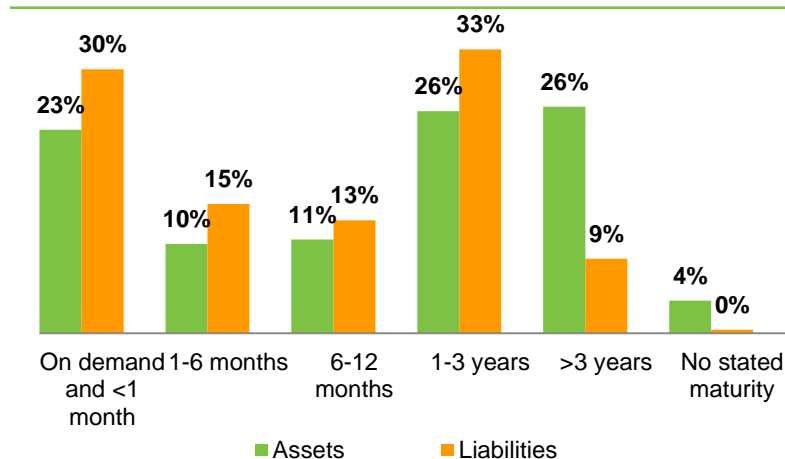
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Liquidity and Funding (1)

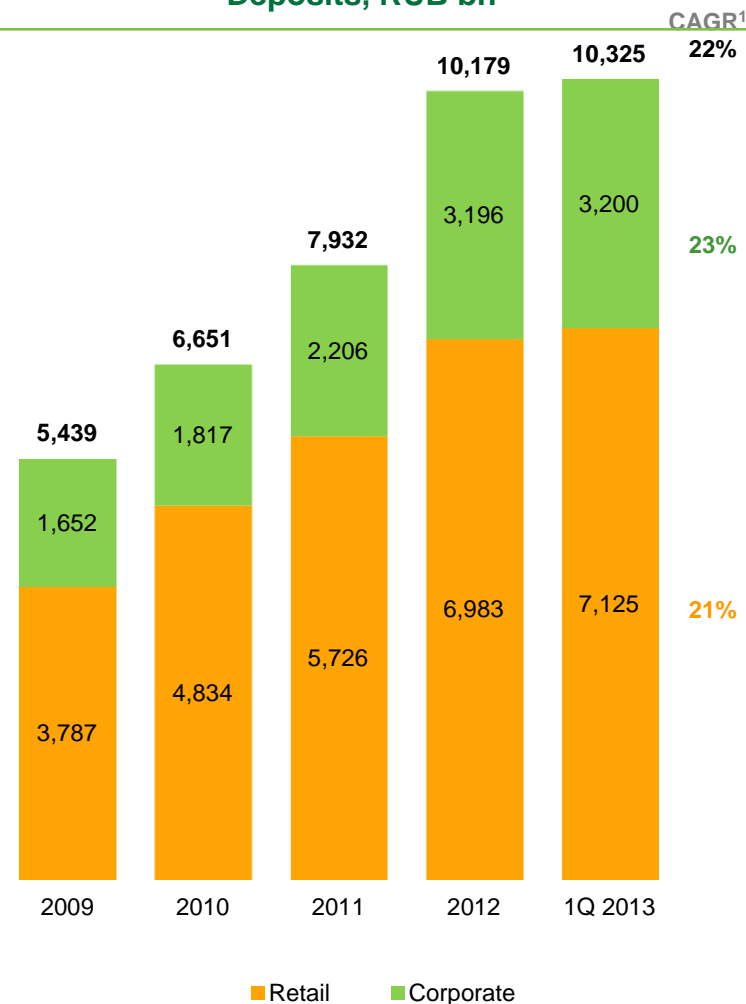
Foreign Currency Risk Exposure, 1Q 2013



Liquidity Risk, 1Q 2013



Deposits, RUB bn



Source: Sberbank audited IFRS financial statements for FY2009-2012, unaudited 1Q 2013 IFRS financial results
 Note: (1) CAGR for 2009-2012-1Q2013

Liquidity and Funding (2)

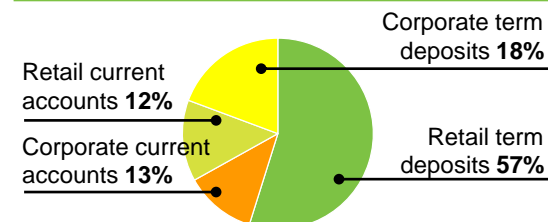
LPNs Issued Terms

Instrument	Total Amount	Drawdown Date	Maturity	Interest Rate, % p.a.
Series 3	USD 0.5 bn	07/02/2008	5 years	6.468%
Series 4	USD 1.5 bn	07/07/2010 (USD1 bn)	5 years	5.499%
		08/03/2010 (tap - USD 0.5 bn)		
Series 5	USD 1.25 bn	09/24/2010	6.5 years	5.400%
		10/19/2010 (tap - USD 250 mln)		
Series 6	CHF400 mln	11/12/2010	4 years	3.500%
Series 7	USD 1.0 bn	06/16/2011	10 years	5.717%
Series 8	USD 1.3 bn	02/07/2012	5 years	4.950%
		09/17/2012 (tap – USD 300 mln)		
Series 9	USD 1.5 bn	02/07/2012	10 years	6.125%
		06/30/2012 (tap - USD 750 mln)		
Series 10	CHF 410 mln	03/14/2012	3.5 years	3.100%
Series 11	USD 1.0 bn	06/28/2012	7 years	5.180%
Series 12 (subord.)	USD 2.0 bn	10/29/2012	10 years	5.125%
Series 13	RUB 25 bn	01/31/2013	3 years	7.000%
Series 14	CHF 250 mln	02/28/2013	4 years	2.065%
Series 15	TRY 550 mln	03/04/2013	5 years	7.400%
Series 16 (subord.)	USD 1.0 bn	05/23/2013	10 years	5.250%

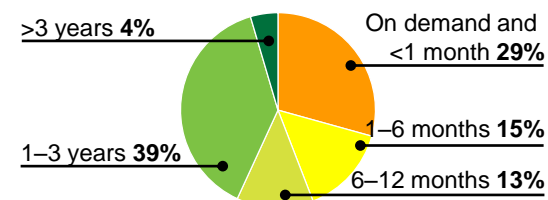
Syndicated Loans

Instrument	Total Amount	Drawdown Date	Maturity	Interest Rate, % p.a.
Syndicated Loan 2010	USD 2.0 bn	12/17/2010	3 years	LIBOR+1.50%
Syndicated Loan 2011	USD 1.2 bn	11/25/2011	3 years	LIBOR+1.50%
Syndicated Loan 2012	EUR 0.5 bn	02/15/2012	5 years	EURIBOR+1.50%
Syndicated Loan 2012	USD 1.5 bn	10/30/2012	3 years	LIBOR+1.50%

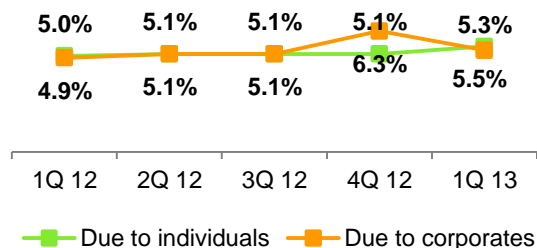
Deposits Structure by Instrument, 3M 2013



Deposits Structure by Maturity, 3M 2013



Average Cost of Term Deposits

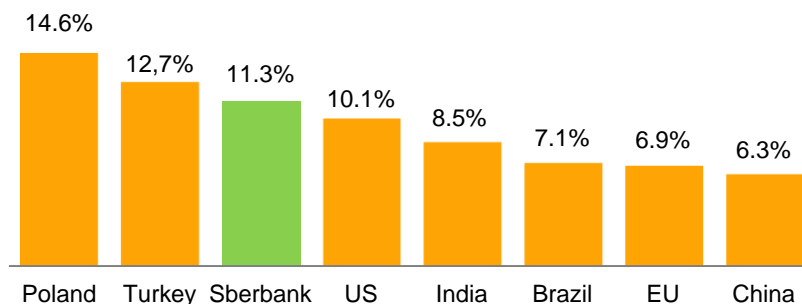


Growth
Profitability
Resilience
Innovation

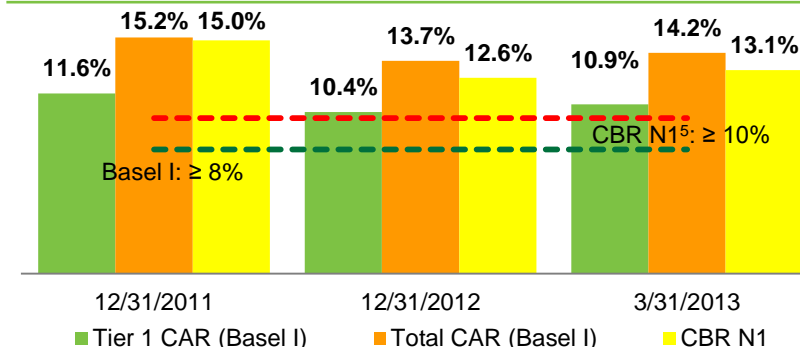
Source: Bloomberg, Sberbank's audited IFRS financial statements for FY2012, unaudited 1Q 2013 IFRS financial statements

Sberbank Maintains Ample Capital Ratios Relative to Leading Global Banks

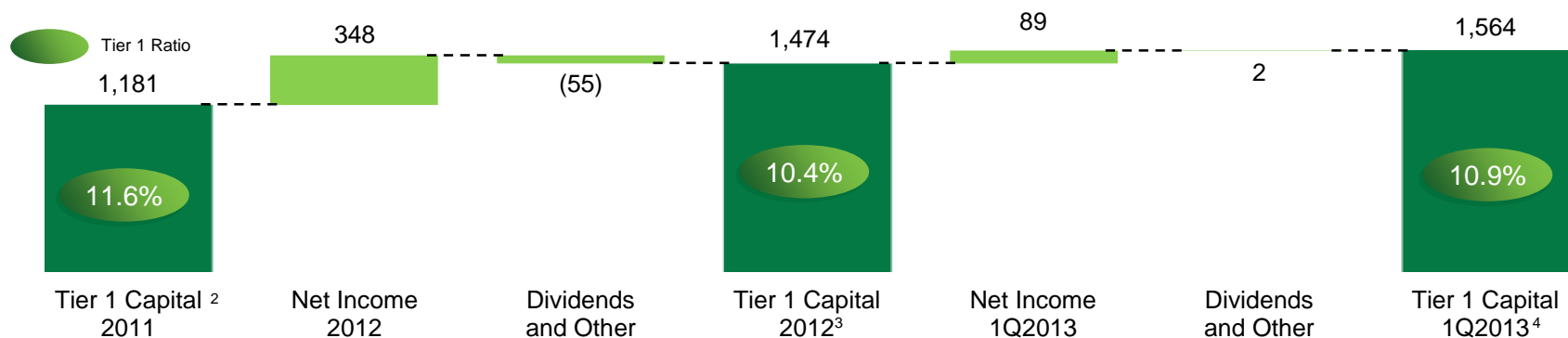
Equity/Assets vs. Leading Global Peers¹



CAR Ratios



Capital Sustained by Internally Generated Funds, RUB bn



Notes: US banks include: Wells Fargo, JP Morgan Chase and Citigroup; EU: HSBC, Banco Santander, Standard Chartered; Poland: PKO, Pekao and WBK; Turkey: Garanti, Akbank and Isbank; China: ICBC, China Construction Bank and Agricultural Bank of China; India: HDFC, State Bank of India and ICICI; Brazil: Itau Unibanco, Banco Bradesco and Banco do Brasil

Source: Financial statements for banks in the US, EU, Poland, Turkey, China, Brazil and India listed above as of 31-Mar-2013; unaudited IFRS financial statements for Sberbank as of 31-Mar-2013 (1) Combined Equity/Assets for Top-3 banks by current market capitalization as of 31-Mar-2013 in each above country/region (2) Converted for convenience purposes at RUB/US\$ = 31.0834 rate set by CBR on 31-Mar-2013 (3) As of period end

(4) As of 31-Mar-2013 (5) CBR N1 ratio is bank's regulatory capital divided by the overall risk-weighted assets minus the sum of the reserves created for depreciation of securities and possible losses

Innovation Permeates our Work

1



Technology & Infrastructure

- New modern mega data centre
- Remote service channels, including #1 online bank in Russia award 2012 1
- State-of-the-art credit risk management
- International award winning corporate CRM system2
- “Branch of the Future” – live pilot

2



Products & Customer Value

- New products: “Business Start”
- Innovative segments: “Sberbank Respect” campaign targeted at young adults
- Loyalty programs: “Thank You from Sberbank”
- Digital: Delovaya Sreda online media & networking for SMEs

3



People & Processes

- Unique system of testing, screening and mass training: 14,000 people tested
- Sberbank University
- Lean Sigma process optimisation: Sberbank Production System
- Web based “Ideas Marketplace”

Growth

Profitability

Resilience

Innovation

Notes: (1) #1 Internet Banking Rank 2012 in Russia by Markswebb Rank & Report (2) IPMA 2012

Leading Technology and Infrastructure are Key to Our Future

Branch of the Future Concept



Front Office Applications



- #1 Internet Banking Rank 2012 in Russia by Marksworld Rank & Report

Service and Data Processing Centers



State-of-the-Art Information Systems

- CRM:** Siebel – international award winner (IPMA 2012)
- ERP:** SAP
- Master Data Management:** IBM
- Risk management:** Tallyman, Experian, Hunter
- Business Process Management:** Pega
- Call center:** Avaya
- Cash management:** Opticash
- MIS:** Custom developed

Growth
Profitability
Resilience
Innovation

Notes: (1) Among financial institutions as certified by Uptime Institute

Delivering New and Better Products & Services

Increasing Customer Choices and Value

Products

BANK INSURANCE Cetelem PERSONAL LOANS Delovaya Sreda CARBON FINANCE

CREATE YOUR OWN BUSINESS SBERBANK BUSINESS ONLINE business start

Packages

BONUS PROGRAM SBERBANK PREMIER

Единный договор банковского обслуживания

БОЛЬШЕ УСЛУГ – БОЛЬШЕ ВОЗМОЖНОСТЕЙ!

Platforms

Сбербанк ОнЛ@йн

quik СБЕРБАНК

Friendly Staff...

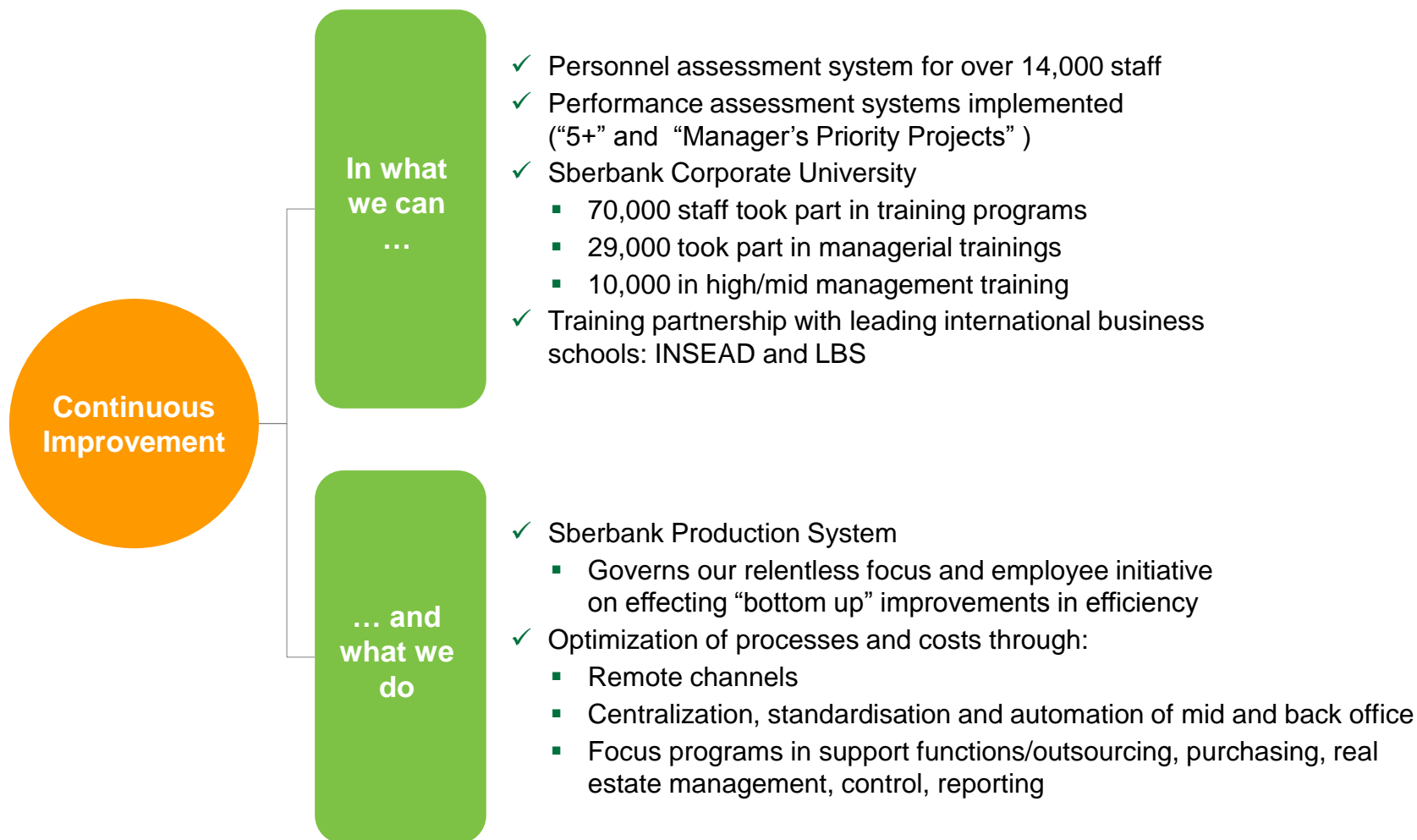


...Focused on Customer Satisfaction



Source: Millward Brown, 2012

Growth
Profitability
Resilience
Innovation



Growth
Profitability
Resilience
Innovation

Source: Sberbank operating statistics

Key Strategy Themes

New Business Model Focus



Key to value creation

Operating
Efficiency
Leadership

Effective
Intergroup
Management

Best Talent
with
International
Experience

Culture of
Continuous
Improvement

Capable and ambitious management team with senior leadership experience in banking, government, operations and IT



Strategic transformation that is profound in both scale and speed

3 years of successful implementation of over 80 strategic programs across all areas of Sberbank

Leading to a modern, efficient and transparent market leader

Growth
Profitability
Resilience
Innovation

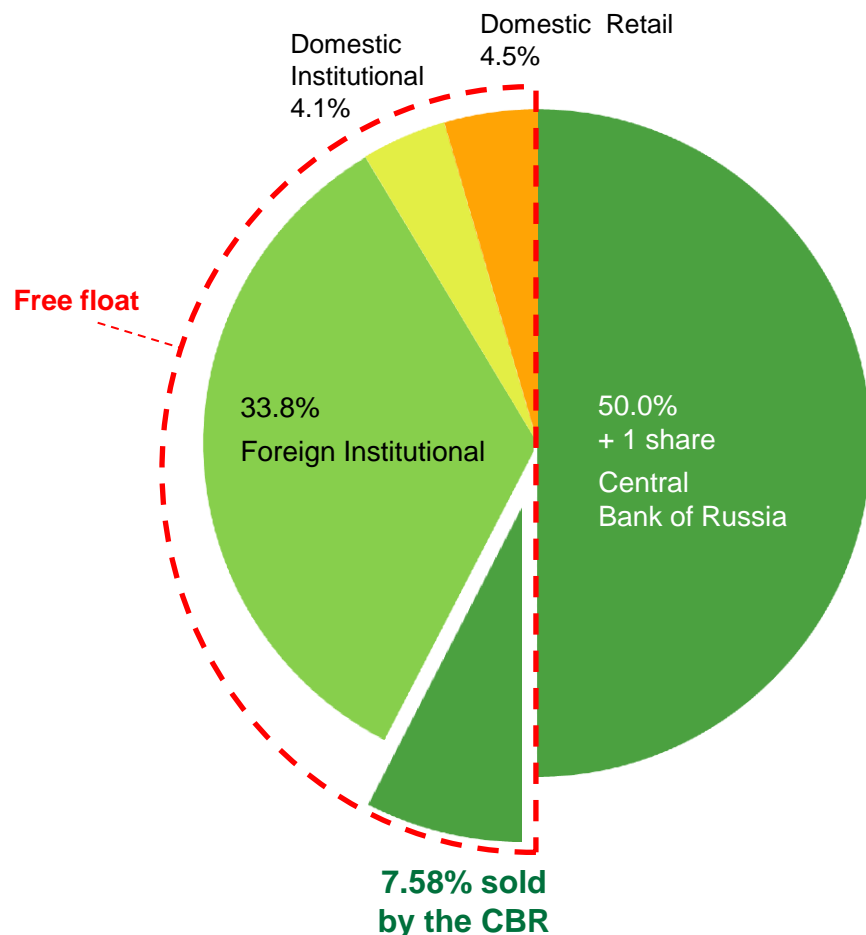


SBERBANK

Appendix

Supportive Shareholder Structure and Corporate Governance

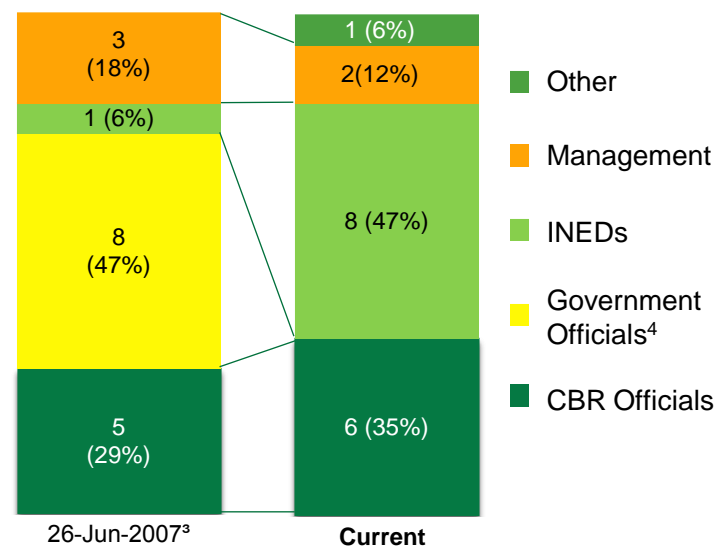
Ownership Structure –Share Capital¹



Supervisory Board Composition²

- The number of independent directors increased from 1³ to 8 (out of 17) or from 6% to 47% of the Supervisory Board
- Audit committee chaired by independent director

Board Composition



Source: Company's website (www.sberbank.ru), Bank of Russia website (www.cbr.ru)

Notes: (1) As of 1-October-2012. Share capital includes ordinary and preference shares. (2) Post 1-Jun-2012 annual shareholders' meeting (3) Post 26-Jun-2007 annual shareholders' meeting (4) Including employees of state-owned companies

Experienced and Dynamic Management Team



Herman Gref
CEO, Chairman of the Executive Board
Minister of Economic Development and
Trade of Russia in 2000-07



Stanislav Kuznetsov
Deputy Chairman of the Board



Maxim Poletaev
First Deputy Chairman of the Board



Bella Zlatkis
Deputy Chairman of the Board



Andrey Donskih
Deputy Chairman of the Board



Vadim Kulik
Deputy Chairman of the Board



Alexander Torbakhov
Deputy Chairman of the Board



Denis Bugrov
Senior Vice-President



Alexander Morozov
Deputy Chairman of the Board



Alexander Bazarov
Senior Vice-President



Igor Artamonov
Deputy Chairman of the Board



Olga Kanovich
Senior Vice-President



Sergey Gorkov
Deputy Chairman of the Board

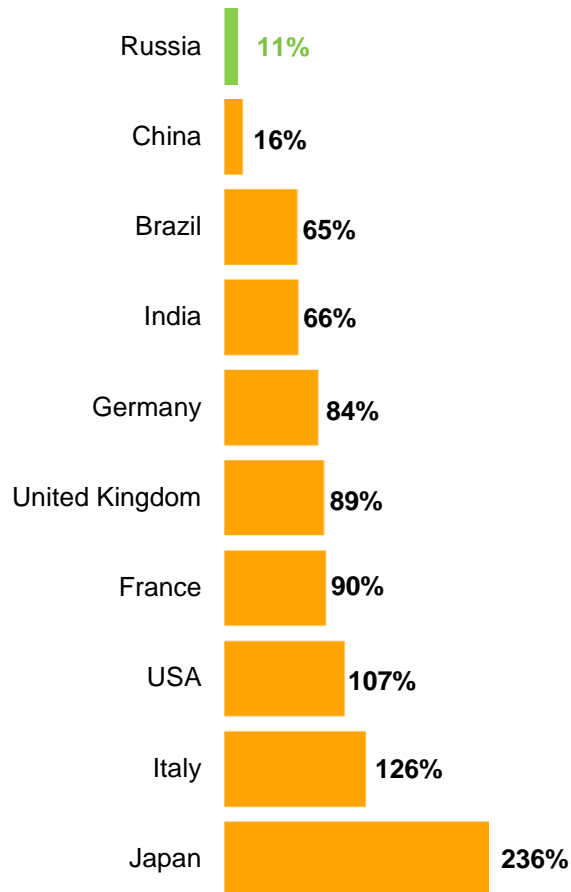


Nikolay Tsekhomskiy
Vice-President

Russia is in a Good Position Defensively during Global Macro Volatility

Solid Fiscal Position

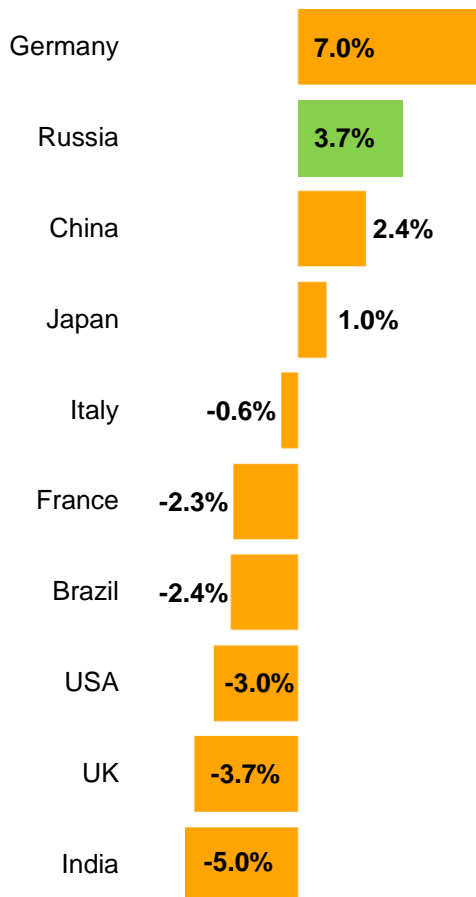
2012 Government Debt/GDP



Source: Euromonitor

Healthy Trade Surplus

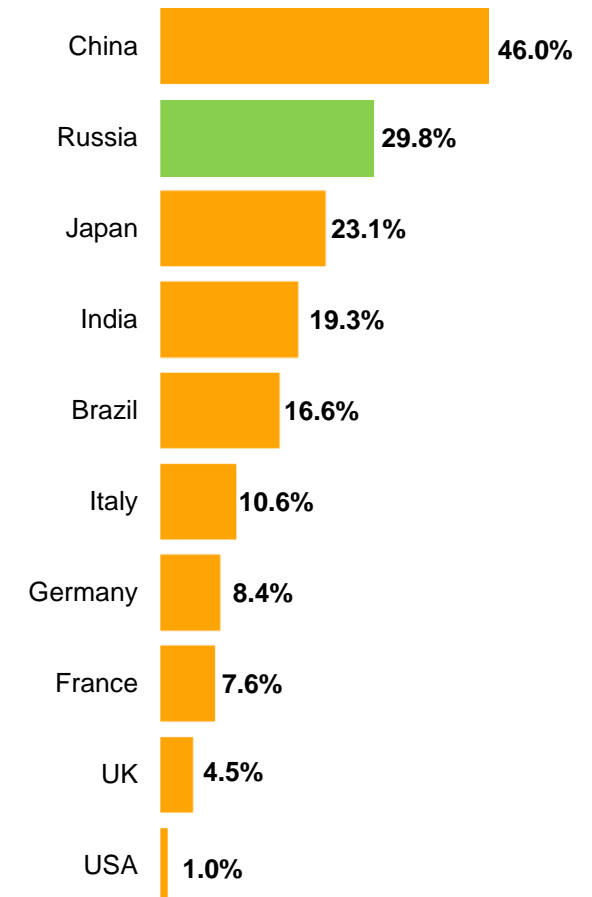
2012 Current Account Balance/GDP



Source: Euromonitor

Large International Reserves

2012 International Reserves (excl. gold) /GDP



Source: Euromonitor

Broad Geographical Coverage

Central & Eastern Europe

Sberbank Europe (Former "VBI")

- 100.0% stake
- 2.6% of Group's assets
- Headquartered in Austria; 280 branches in 8 countries: Croatia, Czech Republic, Slovakia, Bosnia-Herzegovina, Hungary, Slovenia, Serbia and Ukraine

Ukraine

Sberbank of Russia JSC - to be merged with VBI Ukraine

- 100.0% stake
- 0.7% of Group's assets
- #10 by assets
- 2.6% market share by assets

Belarus

JSC BPS-Sberbank

- 97.9% stake
- 0.8% of Group's assets
- #3 by assets
- 9.7% market share by assets

Kazakhstan

SB JSC Sberbank

- 100.0% stake
- 1.0% of Group's assets
- #6 by assets
- 5.3% market share by assets

Turkey

DenizBank AS

- 99.85% stake
- 6.9% of Group's assets
- Headquartered in Turkey
- ca. 623 branches; 3,357 ATMs; 126,863 POS terminals

- Sberbank has unparalleled geographical footprint in Russia, which remains its key focus and accounts for 85% of the Group's assets



Representative offices:

- Germany
- China

Trading platforms:

- London
- New York

Branch:

- India

Wholly-owned subsidiary:

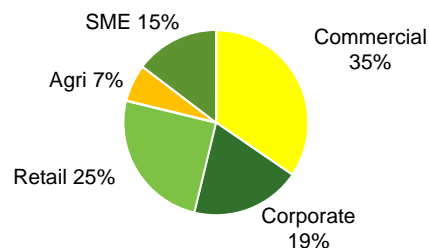
- Sberbank (Switzerland) AG

Source: Sberbank's unaudited quarterly IFRS financial statements for 2012, Sberbank's operational data as of 1-Apr-2013, Sberbank's and subsidiaries' ranks and market shares based on the respective central banks' data

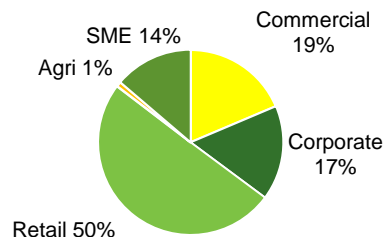
Strategic Targets

- Asset growth: CAGR ~21% till 2018
- Main drivers:
 - SME and retail business
 - Entering the market of large corporates including those with Russian ties
 - Strong focus on cutting-edge technological banking solutions and platforms
- Strategic ROE: to pursue “mid-teens” return on equity
- To further improve efficiency to reduce C/I ration below 50%
- To ensure resilience of business-model and sustain self-funding pattern

Net loans by business¹



Deposits by business¹



¹ Consolidated BRSA figures (1Q2013)

Key financials

	1Q2013 (TL mln)	1Q2013 (USD mln)
Net loans	42,154	23,306
Total assets	59,847	33,089
Deposits	37,275	20,609
Shareholders' equity	5,803	3,208
Net interest income	812	456
Net fees and commissions	152	85
Operating income before provisions	1,181	663
Provision charge	-329	-185
Operating income after provisions	852	479
Operating expenses	-439	-246
Income before tax	414	232
Net income	313	176

Net loans / deposits ratio	113.09%
Capital adequacy ratio	12.49%
Net interest margin	6.48%
Cost / income ratio	37.13%
Cost of risk	2.20%
RoAE	21.85%

Exchange rate of TL1.780627USD used for P&L; exchange rate of TL1.8087/USD used for Balance Sheet

Source: Consolidated BRSA accounts

Investor Relations Contact Details

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