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- The information and opinions contained in this presentation or in oral statements of the management of the Bank are provided as at the date of this presentation and are subject to change without notice.
- \* Legal disclaimer on Sberbank's international borrowings is given on a separate slide on p. 29

# Agenda

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Macroeconomic trends and Sberbank's market position	6
Structure and strategy	12
Balance sheet disclosure	18
Income statement highlights	30
Sberbank's shares	33

### **Key messages**

#### Sberbank is the largest player in the Russian banking sector with 168 years of history Sberbank is well positioned to weather the financial crisis **Domestic market position\*** Balance sheet strength\*\* 20.000 branches & 300 million individual accounts Investment level ratings #1 by assets (26.0% of total) Conservative loans to assets (68%) • #1 by retail loans (32.5% of total) Conservative loans to deposits (89%) • #1 by corporate loans (31.8% of total) Strong equity base (11.5% Tier 1, 18.1% Total Capital, 21.0% CBR N1 (as of March 1, 2010) #1 by retail deposits (48.8% of the total) Limited international borrowings (2.1% of total liabilities) #1 by corporate deposits (16.4% of the total) Strong government support (CBR owns 57.6% of charter capital) Asset and asset quality\*\* Strong operating performance for 2009\*\* Low exposure to securities, in particular to equities Net interest income (RUB 502.7 bn, +32.9% YoY) Diversified loan base (reflects Russia GDP) Net interest margin (7.8%, +0.7 p.p. YoY) • NPL ratio at 8.5% (from 1.8% yoy) Fees & commissions (RUB 105.7 bn, +17.2% YoY) Coverage ratio (LLP\*\*\*/NPL\*\*\*) of 1.2x (from 2.1x YoY) Operating income before provisions (RUB 648.1 bn, +44.2% YoY)

Source: Sberbank, as of February 1, 2010

<sup>\*\*</sup> Source: Sberbank's IFRS results for 2009

<sup>\*\*\*</sup> LLP — loan loss provisions, NPL — non-performing loans

### FY2009 IFRS results in summary

#### **Balance sheet highlights**

	31.12.2009 (RUB bn)	31.12.2008 (RUB bn)	Change
Assets	7,105.1	6,736.5	+5.5%
Loans to customers after LLP*	4,864.0	5,077.9	-4.2%
Customer deposits	5,438.9	4,795.2	+13.4%
Equity	778.9	750.2	+3.8%

#### **Profit and loss highlights**

	2009	2008	Change
Operating income before LLP*, RUB bn	648.1	449.5	+44.2%
Net profit, RUB bn	24.4	97.7	-75.0%
ROAE	3.2%	14.1%	-10.9 p.p.
ROAA	0.4%	1.7%	-1.3 p.p.
Cost to income ratio	35.4%	49.3%	-13.9 p.p.
Net interest margin	7.8%	7.1%	+0.7 p.p.
Earnings per ordinary share, RUB	1.1	4.5	-75.6%

\* LLP — loan loss provisions Source: Sberbank's IFRS results for 2009 © Investor Relations, SBERBANK

#### Selected balance sheet ratios

	31.12.2009	31.12.2008	Change
Total capital adequacy ratio — Basel 1	18.1%	18.9%	-0.8 p.p.
Tier 1 capital adequacy ratio — Basel 1	11.5%	12.1%	-0.6 p.p.
Provisions for loan impairment to loan portfolio	10.7%	3.8%	+6.9 p.p.
Net loans to total assets	68%	75%	-7 p.p.
Net loans to client deposits	89%	106%	-17 p.p.

#### **Key comments**

- Steady growth of major items of operating income
- Conservative approach to provisioning for loan impairment: provision charge for loan impairment for 2009 amounted to RUB 388.9 bn, which is 4 times higher than the amount for 2008
- Considerable increase in provision charge for loan impairment is the major driver for the decline in net profit for 2009 compared to the result of 2008
- Effective cost control and cost management: in 2009 the cost / income ratio declined to 35.4% compared to 49.3% for 2008
- Sberbank's balance sheet remains highly liquid: 17.4% of the total assets have the remaining expected maturity "on demand and less than 1 month"
- Strong capital adequacy ratio: the capital adequacy ratio calculated according to the Basel 1 Accord as of December 31, 2009, was 18.1%, significantly higher than the required minimum of 8%



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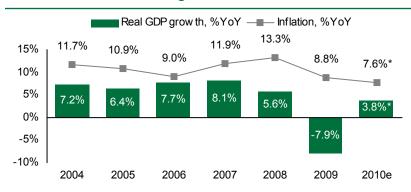


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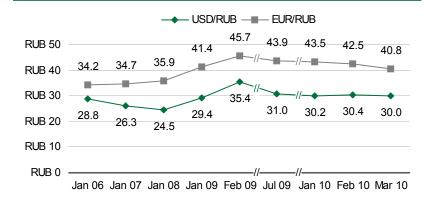
### Russia: macroeconomic trends

#### **Real GDP growth and inflation**



\* Estimates of Sberbank's Center of Macroeconomic Research Source: Russian National Statistics Office

#### **Exchange rates**

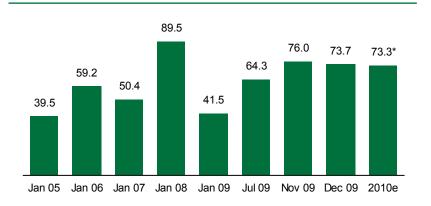


Source: Bank of Russia

#### **Economic environment**

- In 2009, Russian GDP contracted by 7.9% and inflation slowed to 8.8%
- Oil prices rebounded by more than 3/4 to USD 74/bbl by year-end
- Unemployment rate increased to 8.4% and real disposable income slowed to 1.9% growth
- In 2010, GDP growth is projected at 3.8%, still far from pre-crisis trend
- Inflation will moderate further to 7.6%
- Unemployment is expected to fall to 7.7% and real disposable income growth is seen at 2.4%

#### Urals, USD/bbl



\* Estimates of Sberbank's Center of Macroeconomic Research Source: Reuters



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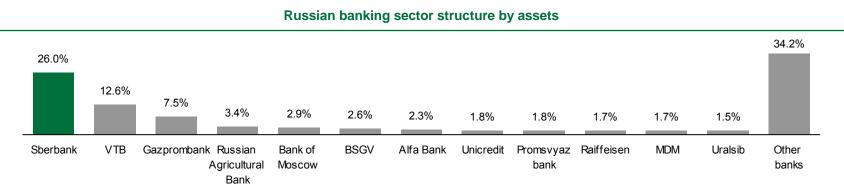
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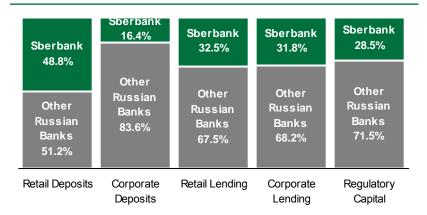
### Russian banking sector and Sberbank's position



- Russian banking sector assets of RUB 28,196 bn were divided among 1,005 banks
- The concentration of assets in the top 10 banks is high (63%), meanwhile there is a very long tail of smaller banks

Source: CBR, as of February 1, 2010

#### Sberbank's market position



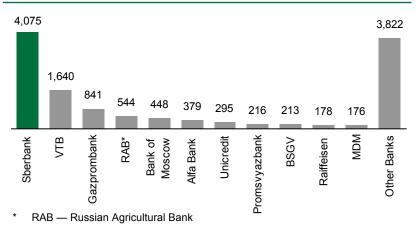
Source: Sberbank, as of February 1, 2010

#### Russia's #1 bank

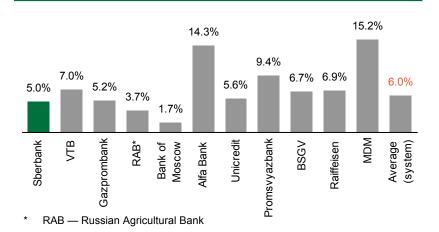
- Sberbank is the largest bank in Russia and CIS in terms of assets
- Sberbank is the largest and oldest player in the Russian banking sector with 168 years of history
- Sberbank's banking network consists of 18 Regional Head Offices, which have about 20,000 branches and 22,907 ATMs
- Coverage across all regions of Russia. Spanning 9 time zones
- Nationwide brand recognition
- 300 million individual accounts in a 142 million population country
- Sberbank's public & private ownership exemplifies a proper balance between sustainability and profitability

### Sberbank's market position (1/2)



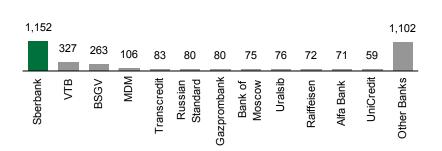


Top Russian banks' 1-day overdue corporate loans, % in corporate loan book

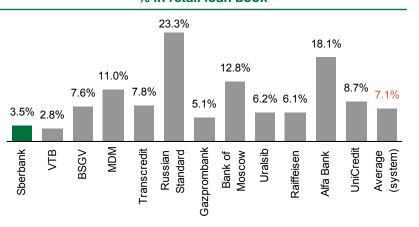


Source: Bank of Russia, as of February 1, 2010, Russian accounting standards

Top Russian banks by retail lending, RUB bn



Top Russian banks' 1-day overdue retail loans, % in retail loan book











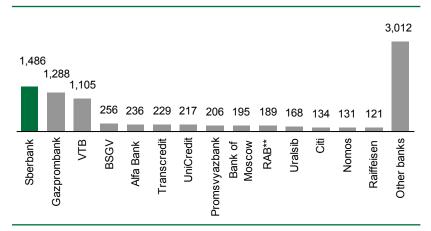




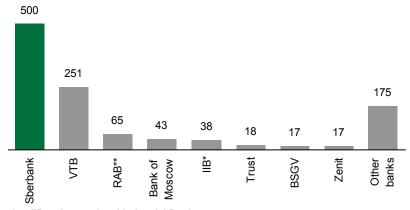


### Sberbank's market position (2/2)

#### Top Russian banks by corporate deposits, RUB bn



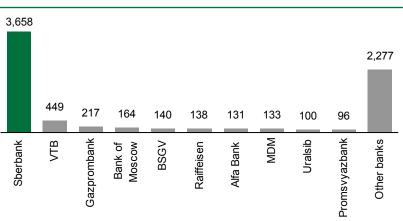
#### Top Russian banks by CBR funding, RUB bn



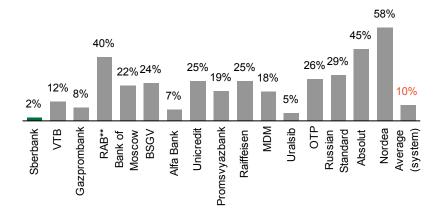
- IIB International Industrial Bank
- \*\* RAB Russian Agricultural Bank

Source: Bank of Russia, as of February 1, 2010, Russian accounting standards

Top Russian banks by retail deposits, RUB bn



Top Russian banks by international borrowings, % in liabilities





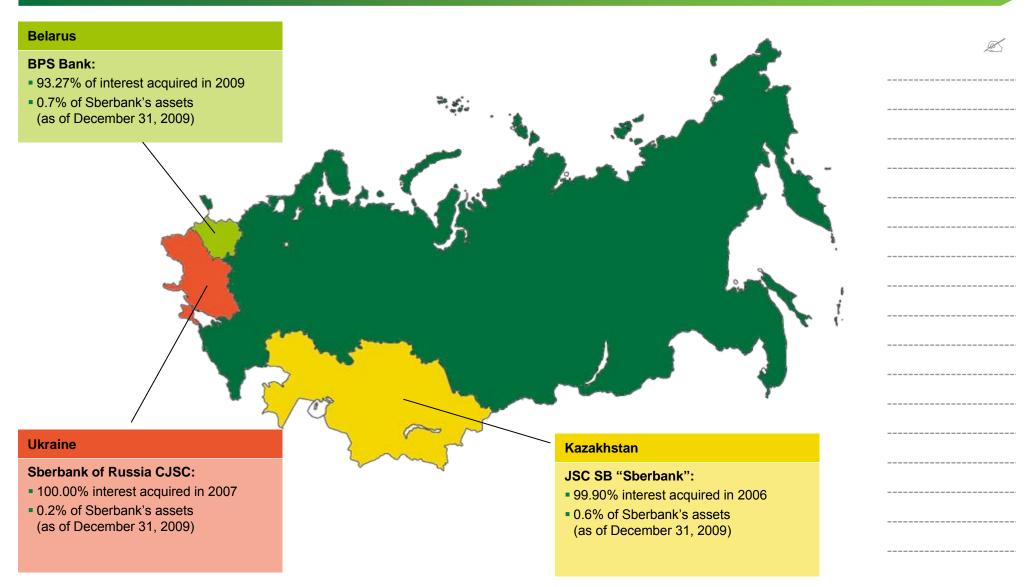
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### Subsidiary banks abroad



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### **Corporate governance architecture**

#### We form up a team committed to making the world a better place to live

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#### **Governance bodies**

#### **General Shareholders Meeting**

#### **Supervisory Board**

Chairman of the Supervisory Board:

Sergei M. Ignatiev, Chairman of the Bank of Russia (since 2002)

Bank of Russia Representatives of the Federal Government and the Russian President

and the Russian President Sberbank

Independent directors

Committees of the Supervisory Board

6 representatives

5 representatives

2 representatives

4 representatives

Audit committee
HR and compensation committee
Strategic planning committee

#### The Board

Chairman of the Board and CEO: Herman Gref

(since November 2007)

#### **Central Head Office**

18 Regional Head Offices

Over 20,000 branches within the Russian Federation

#### **Key comments**

- New management team appointed in late 2007 and 2008
- Hiring the best people from the market
- Reorganization in order to improve efficiency and ensure further development of Sberbank's operations

#### Improving the organizational model

- Establishment of the vertically integrated business blocks responsible for retail and corporate operations. These blocks will formulate strategy and be responsible for financial results in specific customer groups
- Implementing a customer-focused approach to have a holistic understanding of customer needs
- Consolidation of operational functions, risk management and information technology
- Establishment of the appropriate functional reporting lines
- Review and standardization of organizational structures and management standards

### **Key businesses** — assets and contribution

### Universal commercial bank with the full range of banking services Sberbank **Retail banking** Corporate banking **Financial markets** Operations with securities Retail current accounts Corporate current accounts Term deposits from individuals Operations on money markets Corporate deposits Consumer loans and mortgages Overdrafts Long-term funding received on Loans and other credit facilities Debit and credit cards capital markets Foreign currency and derivative Custody Trade finance products on financial markets

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### Sberbank's Development Strategy by the year 2014\*

#### Sberbank in 2014 is a solid foundation of the Russian banking system, one of the leading global financial institutions

#### **Market position**

- Substantially strengthened competitive position in the majority of markets in which we operate
- Maintained dominant position in retail deposits
- Hold 25%–30% of banking assets

#### Qualitative indicators

- Market leading skills and capabilities (account management, risks, SPS — Sberbank's Production System, performance)
- Strong corporate culture appropriate for the goals set
- Highly qualified employees
- Effective and reliable systems and processes
- Strong brand and loyal customers

#### Financial results

- After tax profits increased 2.5–3 fold vs. 2008
- Cost to income ratio decreased from 46% to 40% (Russian Accounting Standards)
- Headcount of 200–220 thousand employees
- ROAE > 20%

#### International markets

- Share of ~5–7% of net income from international operations
- Built foothold in Chinese and Indian markets
- Achieved market share of 5% or more in Ukraine, Kazakhstan and Belarus

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Approved by the Supervisory Board on October 21, 2008

### Selected operational targets and performance metrics by 2014

	Indicator	Current status (2009, RAS)	Reference target (by 2014)	Œ.
	1. Net Profit	1. Down 67% YoY	1. Grow 2–3 fold vs. 2007	Famil
Finance and	2. Return on equity	2. 4.63%	2. At least 20% per annum	
Operations	3. Share of total banking assets	3. 26.2% (as of Jan 01, 2010)	3. 25–30%	
	4. Cost/Income (under RAS)	4. 34.2%	4. Maximum 40%	
	5. Headcount	5. Down by 7.2% YoY*	5. 200,000–220,000	
	Products per client (depth of client relations)	1. 1.7	1. Not less than 3	
Retail business	2. Share of remote channels in the structure of transactions	2. 40% for transactions	2. 75% for transactions	
	3. Labor productivity level	3. 30% improvement	3. 50% improvement	
	<ol> <li>Reduced time for decision making/ disbursement of funds to individuals after their loan applications (time to cash)</li> </ol>	4. 1–3 days depending on the product (20% of applications)	4. 1–3 days depending on the product (80% of applications)	
	<ol><li>Qualitative indicators of client perception of the bank</li></ol>	<ol><li>55% of clients "satisfied, loyal, ready to recommend to friends"</li></ol>	<ol><li>65–70% of clients "satisfied, loyal, ready to recommend to friends"</li></ol>	
Corporate	Client coverage	1. 59.25% for large and medium businesses (57.8% in 2008)	At least 65% for large and medium businesses	
business	2. Time to review loan application	2. > 1 month	2. 1.5–3 times less, varying across the segments compared to 2007	
	Consolidation of transaction processing offices (back and middle office)	Consolidation in Moscow and St. Petersburg	Consolidate to a maximum of 18 support / shared services centers	
Other areas	2. Consolidation of IT infrastructure	2. Planning to start early 2010	One principal and one backup data centers	
	<ol> <li>Operations labor productivity (transactions / employee)</li> </ol>	3. On track	3. 100% improvement	

<sup>\*</sup> The actual headcount was 249.8K as of December 31, 2009

### Crisis-related measures undertaken by Sberbank

# "Back to basics" on underwriting

- More conservative approach to evaluation of client creditworthiness and debt capacity both in retail and corporate
- Tighter requirements vis-à-vis quality and liquidity of the collateral
- Focus on priority areas when developing lending operations

### Extra attention to monitoring workout and collection

- Increase in the level and quality of control over responsible behavior of lenders (owners and managers)
- Ongoing monitoring of exposures for early identification of potential repayment problems of borrowers
- More intense and systematic workout

# Proactive collaboration with the Government

- Sberbank has been proactively cooperating with the Russian authorities on measures to improve the situation of the domestic market
- Direct involvement of Sberbank experts in applying mechanisms and measures to stabilize the economy
- Active ongoing consultation with relevant authorities

#### Aggressive efficiency drive

Aggressive cost optimization program in place

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### **Credit ratings**

#### Sberbank's credit ratings by Moody's

	Long-term	Short-term	Outlook
Deposit rating in foreign currency	Baa1 (Jul 16, 2008)	Prime-2 (Oct 25, 2005)	Stable
Deposit rating in local currency	A3 (Feb 24, 2009)	Prime-2 (Feb 24, 2009)	Stable
Financial strength rating	D (May 04	)+ 1, 2007)	

### Sberbank's credit ratings by FitchRatings

	Long-term	Short-term	Outlook
Issuer default rating in foreign currency	BBB (Feb 04, 2009)	F3 (Feb 04, 2009)	Stable
Individual rating	C/D (Feb 04, 2009)		

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### Key comments

- Investment level ratings
- On a par with the sovereign ratings of the Russian Federation (Fitch and Moody's)

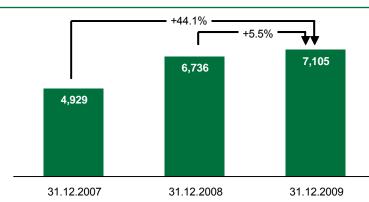
#### Sovereign ratings of the Russian Federation

	Long-term	Short-term	Outlook
Fitch			
Issuer default rating in foreign currency	BBB (Feb 04, 2009)	F3 (Feb 04, 2009)	Stable
Issuer default rating in local currency	BBB		Stable
Moody's			
Debt rating in foreign currency	Baa1 (Jul 16, 2008)	Prime-2 (Jul 16, 2008)	Stable
Debt rating in local currency	Baa1 (Jul 16, 2008)		Stable

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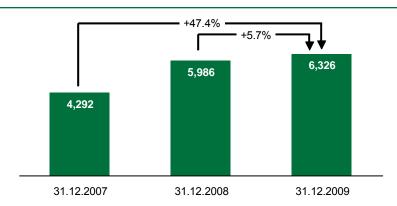
### Asset and funding profile (1/2)

#### Asset growth, RUB bn



The proportion of working assets in total assets remained stable over 2009 at 85%

#### Liability growth, RUB bn

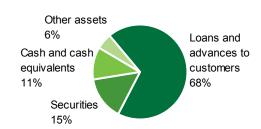


Retail deposits dominate Sberbank's source of funding.
 For 2009 they grew by 21.7%

Source: Sberbank's IFRS results for 2009

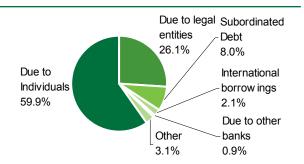
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#### Asset structure, %



 The assets structure changed: the proportion of loans and advances to customers in total assets decreased in 2009 from 75% to 68% while the share of securities increased from 7% to 15%

#### Liability structure, %



- In 4Q 2008 Sberbank received a subordinated loan of RUB 500 bn from CBR. As of December 31, 2009, its amortized cost was RUB 504.3 bn
- As of December 31, 2009, borrowings from international capital markets amounted to RUB 129.7 bn, (2.1% of total liabilities)



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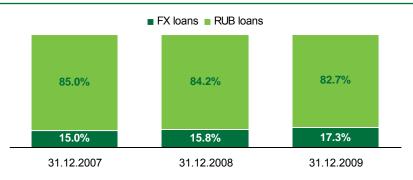


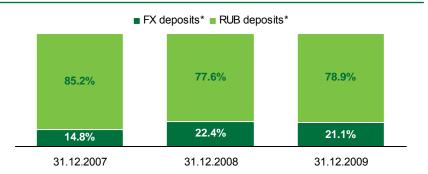
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### Asset and funding profile (2/2)



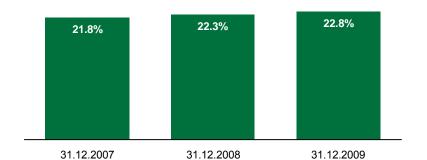




Due to individuals and legal entities

Source: Sberbank's IFRS results for 2009

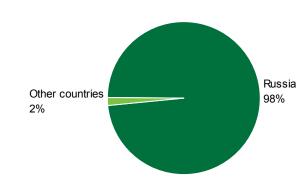
#### Loan portfolio concentration: 20 largest borrowers\*\*



<sup>\*\* %</sup> of the total gross loan portfolio

Source: Sberbank's IFRS results for 2008 and for 2009

#### Asset structure by country

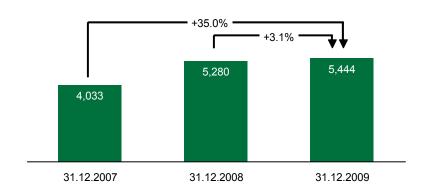


Russian regions are the core fields of activity for Sberbank



### Loan portfolio (1/3)

#### Loan portfolio (before provision for loan impairment), **RUB** bn

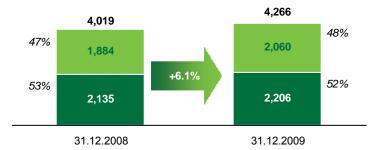


#### **Key comments**

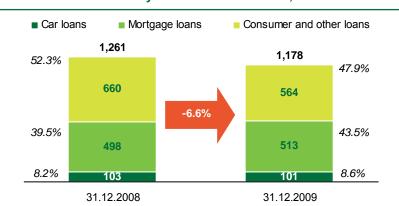
- Sberbank's loan portfolio grew by 3.1% during 2009
- Corporate loans grew by 6.1%, the structure of corporate loan portfolio remains stable
- Lending to individuals decreased by 6.6% due to lower consumer demand for loans
- Mortgage loans remained stable during 2009 compared to the beginning of the period

#### Structure and dynamics of corporate loans, RUB bn

- Investment and construction project financing, contract and developers' financing
- Commercial loans



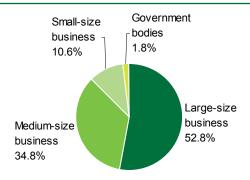
#### Structure and dynamics of retail loans, RUB bn





### Loan portfolio (2/3)

#### Corporate loan portfolio structure by business size\*

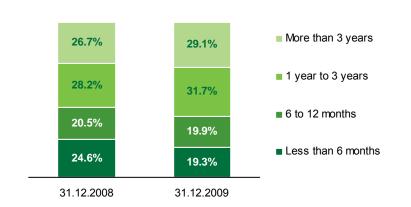


\* % of corporate loan portfolio Source: Sberbank, as of July 01, 2009

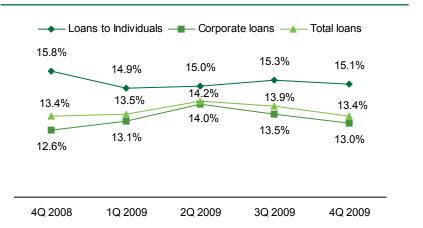
#### **Key comments**

- Sberbank services half of large and medium sized companies and a quarter of small businesses in Russia
- Sberbank lends to a wide cross-section of Russian corporates, from blue chips such as Gazprom and Transneft, to SMEs
- Maturity breakdown shows some extension of maturity of Sberbank's loan portfolio in 2009
- Yield on lending operations decreased in 2H 2009 from 14.2% to 13.4% that reflects market trends toward reduction in interest rates (substantially for corporate customers) and high competition for good borrowers

#### Corporate loan portfolio structure by maturity

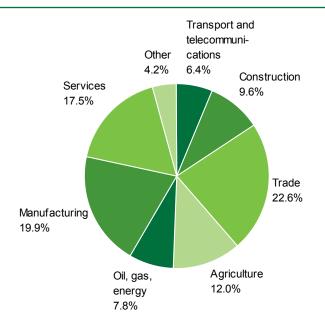


#### Average loan yields, %



### Loan portfolio (3/3)

#### Composition of Sberbank's corporate loan portfolio

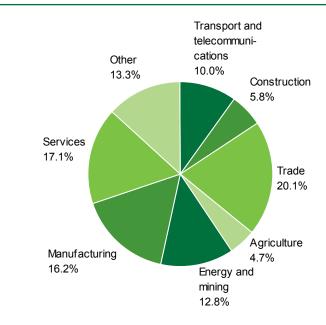


Source: Sberbank's IFRS results for 2009

#### Sberbank is not overly exposed to any one segment of the economy

- The corporate loan portfolio reflects the structure of Russian GDP
- Corporate loans represent 78% of Sberbank's loan portfolio (22% is represented by retail loans)

#### **Composition of Russian GDP**



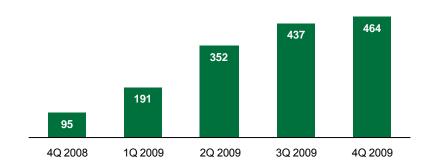
Source: Russian National Statistics Office, 2009 GDP Statistics



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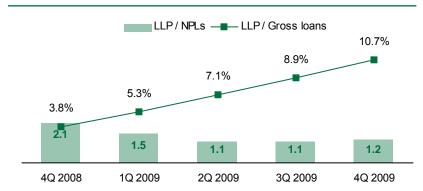
### **Loan quality**





\* Overall exposure, should there be any payments (principal and/or interest amounts) more than 90 days overdue as of the reporting date

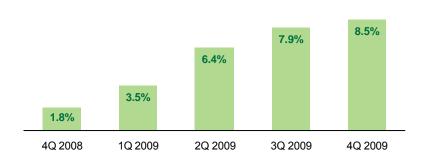
#### Provisions for loan impairment (LLP) and Coverage ratio\*\*



\*\* LLP — Loan loss provisions; Coverage ratio = LLP / NPLs

Source: Sberbank's IFRS results for 2009

#### Non-performing loans\* to total loans



\* Overall exposure, should there be any payments (principal and/or interest amounts) more than 90 days overdue as of the reporting date

#### **Key comments**

- Due to the deteriorating global and Russian economic environment the proportion of non-performing loans in the loan portfolio continued to increase in 4Q 2009, albeit at a slower pace than in the previous periods
- NPL coverage ratio increased slightly during 4Q 2009 to 1.2
- The majority of loans, including loans to individuals, are backed by collateral or guarantees



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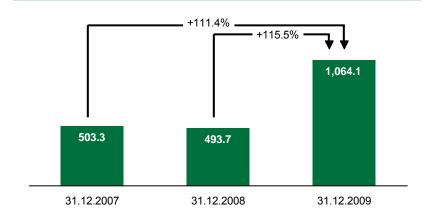
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### Securities portfolio

#### Dynamics of securities portfolio, RUB bn



2Q 2009

7.6

3Q 2009

5.0

#### 7.5% As of December 31, 2009

Russian

Federation

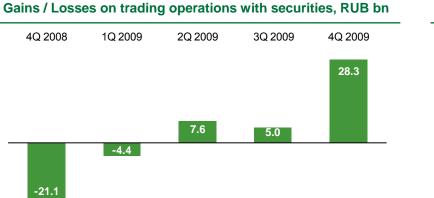
Eurobonds

Corporate

**Bonds** 25.4%

Municipal Bonds

9.9%



### **Key comments** While OFZ portfolio increased in 2009 by 28%, other types

Structure of securities portfolio Other 4.5%

**OFZ Bonds** 

31.9%

Bonds of the

Bank of

Russia

20.8%

- of securities (corporate bonds, bonds of the Bank of Russia etc.) grew at a much faster pace
- Corporate bonds portfolio is regarded by Sberbank as an alternative to corporate lending
- The proportion of stocks in total securities portfolio does not exceed 5% of the total and consists mostly of blue chips
- Upturn on the financial markets since 2Q 2009 generated income from trading operations and revaluation of investment securities, totaling RUB 36.5 bn for 2009



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Source: Sberbank's IFRS results for 2009

1Q 2009

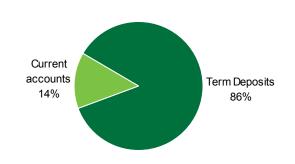
-4.4

4Q 2008

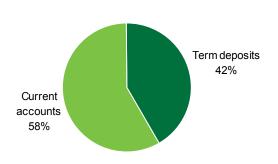
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### **Deposit base**

#### Retail deposits breakdown by account type



#### Legal entities deposits breakdown by account type

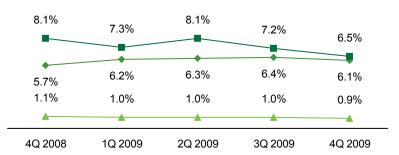


#### Cost of funds, %

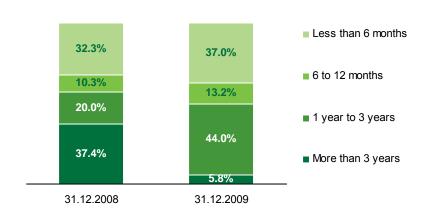
Deposits from individuals

—— Corporate term deposits

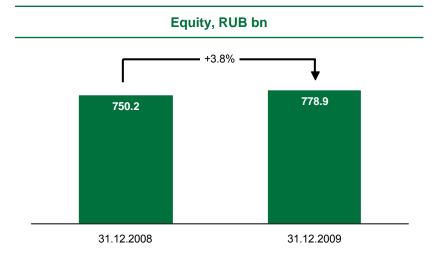
── Current / settlement corporate accounts



#### Deposit maturity breakdown



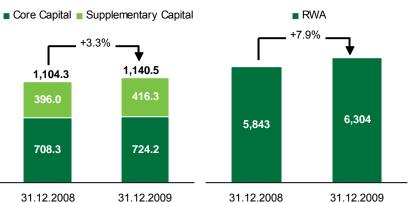
### **Capital management**



#### **Key comments**

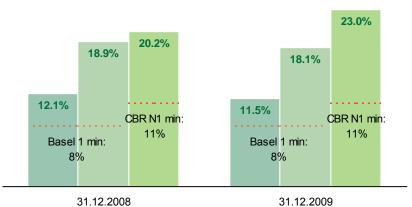
- The Bank's capital adequacy ratio is well above the Basel committee requirement of 8% and the CBR's requirement of 10% (11% for the participants of the deposit insurance system).
- In 4Q 2008 Sberbank received a subordinated loan from the Bank of Russia in the amount of RUB 500 bn, which substantially increased its Tier 2 capital
- The total capital adequacy ratio calculated according to the Basel 1 Accord, as of December 31, 2009, was 18.1%





#### Capital adequacy ratio, Basel 1 and CBR N1





### Legal disclaimer for Sberbank's international borrowings data on page 30

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### Sberbank's international borrowings

(Please read the legal disclaimer on p. 29 before proceeding)

Instrument	Total Amount	Outstanding Amount	Drawdown date	Maturity	Repayment	Interest rate, % p.a.
MTN Programme						
Series 1 (Loan participation notes)	USD 0.5 bn	USD 0.5 bn	15 May 2006	7 years	Bullet	6.48%
Series 2 (Loan participation notes)	USD 0.75 bn	USD 0.75 bn	14 November 2006	5 years	Bullet	5.93%
Series 3 (Loan participation notes)	USD 0.5 bn	USD 0.5 bn	02 July 2008	5 years	Bullet	6.468%
Instrument	Total Amount	Outstanding Amount	Drawdown date	Maturity	Repayment	Interest rate, % p.a.
Syndicated loan	USD 0.75 bn	USD 0.75 bn	18 December 2007	3 years (with an extension option for 2 years)	Bullet	LIBOR+0.45%
Syndicated loan	USD 1.2 bn	USD 1.2 bn	02 October 2008	3 years	Bullet	LIBOR+0.85%
Total	USD 3.7 bn	2.1% of Sberbank	'a tatal liabilities			

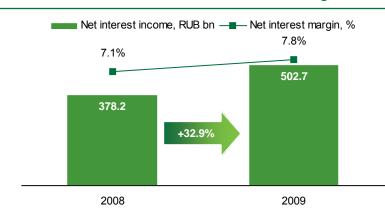
# Agenda

Key messages	3
Macroeconomic trends and Sberbank's market position	6
Structure and strategy	12
Balance sheet disclosure	18
Income statement highlights	30
Sberbank's shares	33

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### **Profit and loss profile (1/2)**

#### Net interest income and net interest margin

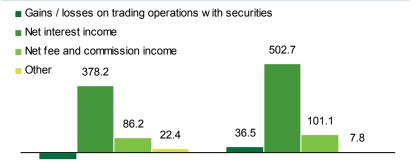


#### Administrative and operating expenses, RUB bn



Source: Sberbank's IFRS results for 2009

#### Operating income before LLP\*, RUB bn



\* LLP — loan loss provisions

2008

-37.3

#### **Key comments**

2009

- Net interest income increased by 32.9% for 2009 compared to 2008. Increased volumes and yields on lending operations were the drivers of this growth
- The main components of other operating income of RUB 7.8 bn earned by Sberbank for 2009 were gains from foreign exchange operations totaling RUB 16.2 bn and losses of RUB 15.0 bn from negative revaluation of premises
- Growth of other operating expenses resulted from implementation of Sberbank's strategy that includes investments into infrastructure
- Cost/Income ratio improved to 35.4% for 2009 vs. 49.3% for 2008
- The number of employees decreased by 7.2% for 2009 as a result of retirement, a hiring freeze and a staff optimization policy



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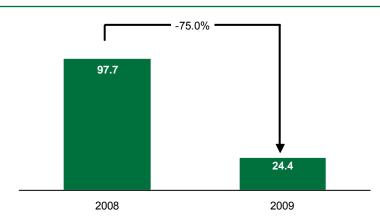
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### Profit and loss profile (2/2)

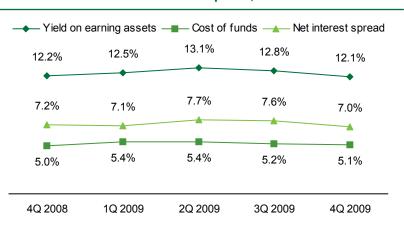




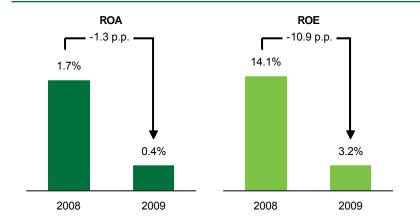
#### **Key comments**

- Decline in net profit for 2009 compared to 2008 was largely driven by a considerable increase in provisioning for loan impairment compared to previous periods
- Decrease of net interest spread came as a result of decreasing yields on earning assets that reflected the trends in the market in 2H 2009
- Sberbank's ROAA and ROAE decreased for 2009 on the back of lower net profit

#### Net interest spread, %



#### **ROA and ROE, %**



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# Agenda

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Balance sheet disclosure	18
Structure and strategy	12
Macroeconomic trends and Sberbank's market position	6
Key messages	3

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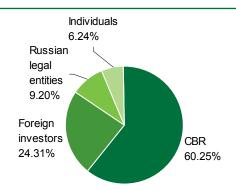
### Sberbank's shares (1/3)

#### **Share information**

	Ordinary shares	Preference shares
Shares in issue	21,586,948,000	1,000,000,000
ISIN	RU0009029540	RU0009029557
Par value	3	3
MICEX (main market) share code	SBER03	SBERP03
RTS share code	SBER	SBERP
Reuters symbol (main market)	SBER03.MM	SBER03_p.MM
Bloomberg symbol (main market)	SBER03 RX	SBERP03 RX

Source: Sperbank's IFRS results for 2009

#### **Shareholder structure**



Free float ≈ 40%

Source: Sberbank ordinary shares as of May 8, 2009

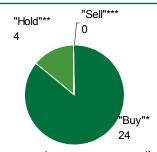
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#### **Valuation summary**

ltem	31.12.2009	31.12.2008	Change
Book value per share, RUB	35.68	34.55	+3.3%
Price-to-book value, x	2.29	0.66	+247%
Item	2009	2008	Change
Earnings per share, RUB	1.10	4.50	-75.6%
Dividends	2008	2007	Change
RUB per ordinary share	0.48	0.51	-5.9%
RUB per preference share	0.63	0.65	-3.1%

Source: Sberbank's IFRS results for 2009, Bloomberg

#### Sell-side analyst recommendations



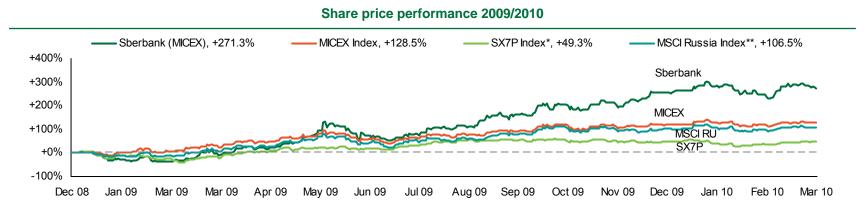
- Sberbank remains a very strong consensus 'buy' stock amongst sell-side analysts
- \* 'buy' or 'overweight' or 'outperform'
- \*\* 'hold' or 'equal-weight' or 'neutral'
- \*\*\* 'sell' or 'underweight' or 'underperform'

Source: Analyst reports, as of March 26, 2010

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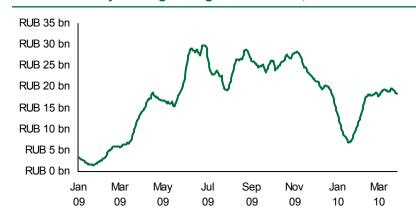
### Sberbank's shares (2/3)



- \* Dow Jones EU Banks Index
- \*\* Morgan Stanley Capital Index Russia

Source: Bloomberg, data until close March 26, 2010

# Sberbank's shares' (MICEX) volume analysis 2009/2010: 30-day moving average value traded, RUB bn



#### **Key comments**

- Global financial markets show signs of recovery
- Until February 2009 the Russian banking sector was influenced by the Russian ruble devaluation
- From February 2009 onwards, Sberbank outperformed the SX7P due to increasing risk appetite of investors on EMEA markets
- Volumes in Sberbank remain strong

Source: Bloomberg, data until close March 26, 2010

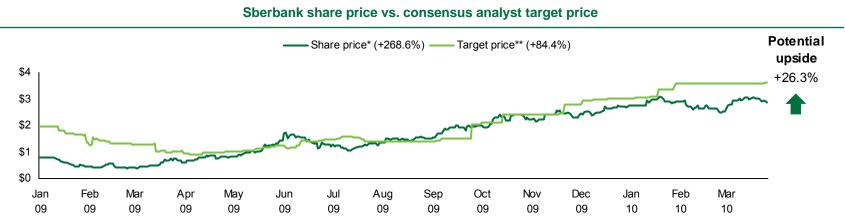
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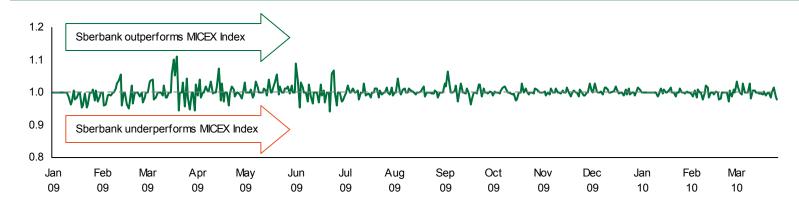
### Sberbank's shares (3/3)



<sup>\*</sup> Sberbank ordinary share price (at close, MICEX)

Source: Bloomberg, Analyst reports, data until close March 26, 2010

#### Sberbank / Micex ratio



Source: Bloomberg, data until close March 26, 2010

<sup>\*\*</sup> Sell-side analyst 12 months consensus target price

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## Thank you

Your comments and suggestions are welcome

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