

DEEP DIVE:

ESG Transformation

at Sber

29/11/2021



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Alexander Vedyakhin

First Deputy Chairman of the Executive Board

Stanislav Kuznetsov

Deputy Chairman of the Executive Board

Tatyana Zavyalova

Senior Vice-President for ESG Dzhangir Dzhangirov

Senior Vice President, CRO

Alexander Vedyakhin First Deputy Chairman of the Executive Board

Climate strategy

ESG integration by business lines

Sber's priorities for the ESG Policy



Create conditions for effective work and human capital development

Ensure respect for and protection of human rights, an inclusive environment, and equal access to products and services

Support of local communities and foster social development

Enhance practices for corporate governance, security, and ESG risk management, including in the supply chain

SDGs relevant for Sber





Results of greenhouse gas emissions assessment

SCOPE 1

direct emissions of a company due to operating activities using sources owned or controlled by the company.

SberBank

119 K tons, CO2-eqv \downarrow by 11% from 2019

Subsidiary banks and companies

11.5 K tons, CO2-eqv

SCOPE 2

 indirect emissions from the generation of consumed electricity and heat.

SberBank

478 K tons, CO2-eqv ↓ by 10% from 2019

Subsidiary banks and companies

84 K tons, CO2-eqv

Scope 1, total: 131 K tons, CO2-eqv in 2020

Scope 2, total: 562 K tons, CO2-eqv in 2020

23 out of 54 subsidiary companies where Sber has a 50%+ stake. In 2022, the remaining 31 subsidiary companies will be added to the scope

Emissions for Scope 1 and 2 are calculated based on GHG Protocol, ISO 14 064, IPCC Guidelines for National Greenhouse Gas Inventories, Order of Ministry of Natural Resources and Environment dated 30 June 2015 No 300 and dated 29 June 2017 No 330.

SCOPE 3

other indirect emissions
 including those associated with
 providing of financial services.

CALCULATION IN PROGRESS

Sber's greenhouse gas emissions: Scope 1

Sources of emissions:

- Burning fuel in stationary energy sources
- Burning fuel using corporate vehicles
- Cooling agent leak

Scope 1 boundaries:

- SberBank
- Subsidiary banks
- Other subsidiary companies

Sber emissions as per Scope 1, 2020, K tons, CO2-eqv



Factors influencing the volume of emissions:

- Large car fleet with more than
 20 mn liters of fuel consumed
- 13.6k branches in Russia

Comparative analysis of Scope 1 greenhouse gas emissions

Specific greenhouse gas emissions by Scope 1, 2020,



Source: companies' public data, Sber's analysis

Potential for decreasing greenhouse gas emissions by Sber for Scope 1



Optimizing routes and decreasing the number of facilities

Replacing corporate vehicles with hybrid and electric ones

Share of offset emissions (LS), %

For JSC Sberbank

Scope 1 emission reduction targets:

Net Zero by the end of 2030

Share of emissions compared to the base year (RS), %

Sber's greenhouse gas emissions: Scope 2

Sources of emissions:

- Purchased electricity
- Purchased heat

Scope 2 boundaries:

- SberBank
- Subsidiary banks
- Other SACs

Sber emissions as per Scope 2, 2020, K tons, CO2-eqv



Factors influencing the volume of emissions:

 Large number of offices and branches (13.6k) in Russia, which consume the purchased electricity and heat for lighting and heating.

Comparative analysis of Scope 2 greenhouse gas emissions

Specific Scope 2 emissions of greenhouse gas, 2020, tons of CO2-eqv / 1 employee



Source: companies' public data, Sber's analysis

Potential for decreasing greenhouse gas emissions by Sber for Scope 2



For JSC Sberbank

Scope 2 emission reduction targets:

Net Zero by the end of 2030

Sber's greenhouse gas emissions: Scope 3

The calculations are based on the GHG Protocol methodology

Upstream

(product creation chain)



Purchased goods and services

Fixed assets

Consumed heat and electricity (not in Scopes 1 and 2)

Transport and distribution of goods and services procured

Waste produced by the Bank

Business trips of employees and members of the Supervisory Board

Transportation of employees to their workplaces

Rented buildings and structures

Downstream

(product sales and use chain)

- Loan portfolio
- Franchises
- Product transportation and distribution
- Recycling of sold products
- Use of sold products
- Handling of sold products in the end of their life cycle

Equipment rental

data available for calculation

– insufficient data as of 2021

– not applicable according to GHG Protocol methodology

Industry breakdown of climate risk



Amount of funding

- Calculation in accordance with the GHG Protocol, PCAF methodology
- Scope includes PJSC Sberbank
- Based on industry average benchmarks

Responsible financing: lending

RUB 140.5 bn

ESG loans >RUB 65 bn



Credit products that contain requirements on improving non-financial conditions in the form of floating rate parameters and/or covenants.

Customers can ask to include ESG covenants in the credit contract. Green loans >RUB 75 bn





Investment lending or project funding deals where loans are used for implementation of green projects. 3

Goal for 2021: RUB 200 bn



Direct subsidy mechanism for interest rates of green and ESG loans

Additional effect — > RUB 100 bn

Responsible financing: Debt instruments

Consulting on the strategies and instruments for raising capital

Preparing and issuing bonds on debt capital markets





POCATOM

Green bonds

RUB 10 bn 2021



Social bonds

RUB 4.5 bn 2021



Infrastructure bonds (national projects)

> RUB 10 bn 2021



Green bonds

RUB 25 bn 2021

Sber's Green bonds

Green bond infrastructure:

- Green bond concept based on green bond principles ICMA
- Third-party verifying organization for green bond assessment
- Green bond program, up to RUB 250 bn

RUB 25 bn

the first issue of green bonds

- Rate 8.8%, maturity period 2 years
- Level of meeting ICMA GR1 principles (highest)
- Number of investors: more than 7.5K

Loans for building 8 solar power stations refinanced

75 MW

180 MW

Unified power system station of mid-Volga Region

five unified power system stations of the Southern Region

Total emission reduction – around 80K tons of CO2

50 MW

two unified power system stations of the Urals

Green certificates

Sber blockchain platform for trading in green certificates

Green certificates:

- confirm that the energy comes from renewable sources
- allow to partially offset carbon footprint of the buying company

Application of blockchain platform:

- unites all market participants: power generating companies, power sales companies, regulators and buyers
- guarantees the authenticity of green certificates
- the transaction security for participants
- drives down the risks of greenwashing and reporting manipulations

renewable energy sources in Russia are 40 % represented on Sber's blockchain platform (2021)

629 000







certificates were sold in 2021

Buyers of certificates on the platform:





Sber's ESG client

Potential growth of ESG client base



The ESG client meets the following criteria:

- Protects the environment/lead a responsible lifestyle
- Deliberately chooses responsible goods and services
- Cares about education, health and economic growth
- Takes action against poverty and hunger, supports vulnerable groups
- Committed to reducing inequalities, maintaining peace and building efficient institutions

Sber's ESG products

Product analysis pilot based on the ESG profile

NPV assessment for a number of products subject to the ESG profile effects

Prioritizing the promotion of products with a strong ESG profile in distribution channels



Plans for ESG integrations in retail business



Green mortgage

A new product for residential purchases in green facilities (houses construction using energy efficient technologies) Special mortgage conditions for green facilities



Inclusion

For people with special needs

29 к 60% of all selfservice terminals self-service terminals with solutions for visually impaired clients



For foreign clients



consultations in the sign language are provided upon videocalls at Sberbank Online



Public guidance on adapting services for people with disabilities



Sber is a number one in the Central Bank's ranking for quality of servicing people with visual and hearing impairments and muscle-skeleton disorders (Source: NAFI Center)



Bronze Stevie Winner in the Most Valuable Corporate **Response category**

active foreign **4** mn clients

On self-service terminals, operations are available in 10 foreign languages



"Guide for Foreigners" - tips on how to adapt



A resource related to products, services and adapted channels for non-natives



Golden award at FinAward21 for adapting channels of the Bank for non-native clients

Wealth management and insurance

Trust management strategy "Responsible Investments" in Sberbank Online:

>13 K clients RUB 1.42 bn AUM

Range of insurance products for ESG-responsible clients:

- environmental insurance
- bundled products "Green Umbrella"

ESG-C rating:

- Dobrynia Nikitich Equity Fund
- Sber Electric Power Fund

Enhancing financial literacy of retail customers:

SberClever

- a digital educational platform for financial literacy
- 265K unique users since start in September 2021

Our own range of ESG indices:

- SPB (Sber Private Banking) Green Transition Index
- _ Solactive SPB Foodtech Index
- SPB Women Impact Index Europe
- Solactive SPB Circular Economy

"How to become an investor"

personal financial management programs for clients

ESG initiatives implemented in Sber's Ecosystem companies

Sber EApteka:

Eco-friendly packaging for orders to be delivered

Recycling of recyclable materials



Regular inventory of collection sites: more than 22 thousand points with indication of containers for waste collection in Moscow

Information on clothing collection points



A separate category of products packaged with recycled plastic

Free-of-charge insurance for couriers



Citymobil CityDrive:

Recruiting partner for drivers with hearing impairments.

COVID-19: supporting doctors and donors (free rides, promo codes for volunteers and donors)

"Good kilometers" — a charitable project that allows users to transfer a certain percentage of their checks



Reduced their average use of packages in delivery in 2021: from 7.5 to 4 packages per order

We buy packages produced with 25% recyclable materials added



Soyuzmultfilm:

Launch of TV series with an ecological and social agenda: Luddville, Martyshkins, 8 Paws, Umka



Dzhangir Dzhangirov

Senior Vice President, CRO

Integrated approach to ESG risks

ESG risk on the Group Risks Map

Credit risks	Market risks	Operational risks	Liquidity risk
 ✓ Credit risk Securitization risk 	Market risk of the trading book Interest rate risk of the banking book	 Operational risk ✓ Behavioral risk Legal risk 	o Liquidity risk
Country risk	Debt securities' liquidity risk Market credit spread risk Stock market risk of the banking book	Technology risk Regulatory risk Compliance risk Cybersecurity risk	
	Commodity risk of the banking book Currency risk of the banking book		

Business risks

Other risks

- Regulatory change risk
 Reputational
- ✓ Strategic risk
 - Risk of participation and forced support
- ✓ Reputational risk
- ✓ Model risk
- ✓ ESG risk
- o Investment risk
- Insurance risk
- Taxation risk
- Real estate risk
- Commercial credit risk

ESG in corporate credit risks

Exposure review	Analysis of management practice			
Credit strategies and policies	ESG scoring			
Portfolio markup by ESG risk levels	External ESG ratings			
and lending goals	Digital monitoring tools			
Industry-specific guidelines				
Physical risk models				
Loan portfolio stress testing				



Data collection pilot: 1200 questionnaires

1. The company has received a complex ecological permit (CEP) for facilities that have adverse environmental impacts (AEI) of Category 1		2. The company is engaged in investing activities related to projects implying natural resource use for which licensing documents required by Russian law must be received			 s engaged in activities requirements of foreign or any other ory requirements iny's environmental 5. The company has designed documents that govern its environmental 			
6. The company m to improve their environmental eff		7. The company fulfills its voluntary obligations on environmental impact	8. The company keeps of its own carbon footp		financing for sar compensation e	rbon footprint vents	,	ears, the company has ad evaluation of its ESG ting
11. The company assesses risks and opportunities related to climate change under the TCFD methodology					Percentage of waste of the complities that has been sent for recy in t		. Share of women the company's anaging bodies	
17. The company is environmental is standard (OHSAS 18001 and/or ISO 45001)					22. The company had settled claims from its employees for breaking labor laws		23. Share of women in the company's managing bodies	
Human Rights Policy comp regu impa		25. There are final judgments against the company due to its non-compliance with regulatory requirements related to the impacts of its products and services on the customers' health and safety						company's ownership
29. The Board of Directors is elected in the company	Committee headed by a	stablished the Board of Directors Audit n independent member of the Board of nation (HR) Committee and/or the ee	32. The company prepares consolidated financial statements under IFRS	33. The company discloses non- financial statements	coordinate its ac	y has established separate s tivities under the risk mana system and ensure its opera	gement and	35. The company has established the following corporate documents

ESG scoring

The model is based on the

best-in-class principles, comparing clients in regard to the maturity of their ESG agenda

The model includes:

- 30 ranking ESG factors
- Industry clusters
- Negative screening of ESG risk factors



2021

- Data collected
- Model developed

Q1 2022

- Scoring is available to all corporate clients of the Bank
- Rating assignment allows for receiving a set of recommendations

Q2 2022

- Scoring is integrated into the lending process

Describe the level of development of the company's ESG practices



2023

- Scoring is developed in collaboration with WEB.RF
- Scaling the tool as a guidance for planning and implementation of ESG practices

Industry lending strategies

100% of corporate loan portfolio:

- Marked according to the VEB.RF Taxonomy criteria – green and ESG loans - Marked by level of exposure to ESG risks

ESG risk assessment included in industry strategies for 100% of industries

Carbon Intensive Industries provided with ESG risk identification tools

Individual assessment of ESG exposure based on industry guidelines

ESG risk summits:

- Oil and gas industry
- Metals and coal
- Chemical industry
- Energy
- Agriculture



Purpose of application:

- assessment of counterparty exposure to ESG risks
- mitigation of significant ESG risks using covenants to increase client resilience

Instrument structure:

Significant industry risks

- A shortlist of key industry ESG risk factors
- A quick reference for each factor



Risk exposure assessment

- 10 questions on selected parameters of key risk factors
- Completion results: a list of typical ESG conditions for mitigating the corresponding identified risks

ESG in Retail Risks



Responsible lending

100% of the portfolio has been marked up using debt load metrics







Credit policy with ESG risk

 Updated Credit Policy for retail loans taking into account ESG factors

Stress Testing Tools

Transient risks

3 stress tests at the level of the economy, industries and portfolio completed

Assumptions

Base-case scenario:

MJA Net Zero 2050 - reaching global neutrality by the world economy by 2050, replacing hydrocarbons in energy balances, developing renewable energy and electric transport

Addition to the base-case scenario: Green Deal EU

- Zero Pollution Plan и Chemical strategy reduction of toxic pollution to zero in the EU, -50% inorganic fertilizers, transparency and ecological footprint of supplies
- From farm to fork avoiding carbon-intensive imports of agricultural products

Physical risks

2 stress tests until the end of 2021: Impact on the retail portfolio, Impact on CIB corporate clients

Assumptions

Base-case scenario: NGFS scenarios, the impact of physical climate risks on industry, infrastructure and macroeconomic parameters

Addition to the base-case scenario: macroeconomic and regional effects for the Russian Federation. Stress Test horizon by 2035

A global scenario for stress testing of transient climate risks for the economy and industries has been developed:

- Taken into account in stress tests at the level of SberBank
- Taken into account in the low-carbon development strategy of the Russian Federation until 2050
- Used in stress tests of the VEB.RF portfolio in 2021

Tatyana Zavyalova

Senior Vice-President for ESG



ESG transformation management system



Fundamental codes and

- **Corporate Ethics Code of Sberbank**
- Sberbank Group Policy of Corporate Governance Standards and Principles
- ESG risk management policy
- **Remuneration policy**
- Personal data processing policy
- **Corporate Social Responsibility** Code for Procurement Activities
- Climate strategy

ESG Policy Implementation Action Plan: decomposition example

Expanding the capabilities of clients

A task set out in the ESG Policy:

- Development of a barrier-free environment
- 1.1. Ensuring the accessibility of Sber for all clients
 - 1.1.1. Adaptation of offices for people with limited mobility
- 1.1.2. Making online services digitally accessible for clients with disabilities
- 1.1.3. Adaptation of ATMs for people with visual impairments
- 1.1.4. Development of online video consultation in sign
- language for people with hearing impairment online

PROGRAMS

- 1.1.5. Adapting service processes for clients with mental disabilities
- 1.2. Training of bank employees in servicing people with disabilities and assistive technologies

KPI of the program for 2022: 46% of departments are equipped for people with special needs

> **Events under** the Program

122

programs

340

events

Create conditions for effective work and human capacity development

78% (+3 p.p.) — employee engagement index forecast for 2021

Inclusive employment

+43%

growth of the number of employees with disabilities - a platform with open positions for people with disabilities was launched

Opportunities for women

30% women

holding executive positions

Retraining programs

>13.7 K people

retraining programs for mass occupations

>10 positions

retraining programs for IT jobs in high demand

Self-realization

>20 K employees

used the service in 2021

Volunteers

>15 K volunteers at the volunteer platform >100 K employees of Sber and its Ecosystem are involved in eco activities 152 participant 17 winners of the 5th Social Projects Contest

Flexible formats

73% employees enjoy flexible working schedules
Support of local communities





Native window Indigenous minorities of Chukotka speaking only the indigenous language can use any service in their native language



Cart of Good Weekly support for single retirees in need and single parents with large families suffered from COVID-19

Sber's participation in the national and international ESG agenda Flagship events

Сбереги планету

Save the Planet

An umbrella program which unites different ESG initiatives and communications of Sber under the same brand. **sberegiplanetu.ru** and the program were launched in August 2021.

Over 100 events in regional banks **150 mn people** – media coverage



Integration of the ESG agenda and events into the AI Journey conference program:

- 125 countries of the world
- 250+ speakers
- 52,000 participants

8,6 mn people have watched the broadcast of Sber's ESG sessions



COP26

Sber's flagship sessions:

#1: Climate agenda
and green finance market

#2: Russian sustainable and green finance market

#3: Decarbonization and energy transition in Russia

#4: ESG risks and ratings regarding funding for environmental and sustainability projects

64.8 mn people – media coverage

Supporting global ESG initiatives

2020: Sber joined global initiatives







2021: Sber ESG Report within the Annual Report 2020 complies with the requirements and recommendations set out in the international nonfinancial reporting standards





CDP

2022: Sber is planning to disclose the ESG Report in accordance with the TCFD recommendations

Sustainable Development (ESG) Report



TASK FORCE ON CLIMATE-RELATED FINANCIAL DISCLOSURES

Positions in ESG ratings

	ESG evaluation and ratings	20
S&P Global Ratings	S&P ESG Evaluation	6
S&P Global Sustainable1	S&P Global CSA	4 1 1
	Sustainalytics ESG Risk Rating	24
MSCI esg ratings	MSCI ESG Ratings	B
H CDP	CDP	; F



Stanislav Kuznetsov

Deputy Chairman of the Board



Cybersecurity at Sber





cybersecurity maturity *Fortune500 average is 4.0



services downtime due to cyberattacks



fraud basis points Best globally RUB thefts from the bank's account

ISO / IEC 27001

SWIFT CSCF

PCI DSS

PA-DSS

messages with offers to sell personal data and other criminal services are analyzed daily

* Maximum maturity level of cybersecurity— 5



24/7 protection for

clients

infrastructure

>100 mn of retail and business customers

of customers' money saved

600 business products protected

1.9 mn active acquiring terminals

> 1 mn ll personal data e analyzed daily **150** bn events are analyzed per day

150 _K protection tools

150 cyberthreats analyzed daily

50 protection systems and technologies

100 cyberattacks on infrastructure and services repelled daily

Protecting customers from fraud



share of social engineering via phone fraud

1	7		
		RUB bn	

worth of prevented fraud against elderly customers in 2021

Protection indicators			
Efficiency	99%	70%	
Fraud Basis Points*	0.13	6.5	

Increased monitoring over vulnerable population groups

- Close Ones By Your Side service •



VISA Global Service Quality Award «Lowest Gross Fraud»

IPMA[»]

IPMA Large- & Mega-Sized projects Golden award



Global Finance: The Best Information Security and Fraud Management Solution



SOC certified by BSI according to ISO / IEC 27001:2013



Acquiring services certified according to PCI DSS

Cybersecurity Data Mining Competition 2020



* Ratio of fraud transactions to total turnover – share of dollar losses in \$10 000



 Additional fraud monitoring algorithms and enhanced monitoring of transactions made in SberBank Online and our branches

• Special verification procedures for suspicious transactions



Cybersecurity services that protect from fraud and improve cyber literacy

Cybersecurity Services



- Incoming calls checks
- Checking whether a phone number and email were leaked
 - Blocking access to cards and deposits
 - Customers can share information on scammers with the Bank

Raising cyber literacy among our customers

Educational	comics	and	video
on the lates	t fraud	sche	mes











growth of audience, YTD



users

Cybersecurity settings



Product availability settings



Online payment limits



Settings for trusted devices



Cash withdrawal limits



SberBank Online access method settings

Improving personal data management skills

Nothing Personal, an information channel in SberBank Online







SberBankActive platform

National financial literacy week



National festival 'Big Break'



Central Bank, Financial Literacy Development Association, Ministry of Finance, universities



Projects for orphanage graduates and students



Horoshkola



International Sirius Sochi Cup on financial literacy

Global cooperation



Founding Partner of the World Economic Forum Cybersecurity Center



Strategic partner of Interpol in cybercrime investigation



Cybersecurity Advisor to the International Committee of the Red Cross



The BI.ZONE-CERT Response Team is a full member of Incident Response and Cybersecurity Centers (FIRST)



Accredited member of the international organization **CREST**



Partner of the Geneva Dialogue international initiative to strengthen the security of the digital environment

Cyber Polygon

Unique international event BI.ZONE and Sberbank, which is held annually with the support of the **Cybersecurity Center** of the **World Economic Forum and Interpol**



Children protection in cyberspace



Children and students



- Lectures at schools and universities
- Special projects in social media with participation of popular bloggers
- Workshops and contests for teenagers





Unique participants in the project Be a Parent, Be a Cyber Protector





Teenagers learn the rules of cybersecurity in TikTok







Viewers of the cybersecurity videos in teen blogs



Special section for children and parents on the Sber website

Raising user cyber literacy among our customers



Middle-aged audience

Coverage

mn

- Financial and digital literacy projects
- Videos about fraud schemes
- Your Security section on Sber's website
- Blogs on popular platforms



60+ audience

Coverage

users of in-SBOL cybersecurity services

- Media publications and TV appearances
- Consultation in branches
- Information campaigns on the Active Age website





SBER – secure territory

Vaccinated





Guaranteed uninterrupted customer service at branches and online



Organized vaccination sites for employees at Sber premises



IPMASber created app, AntiCovid, awarded witha golden medal IPMA Global Project Excellence Awards



Herd immunity



Created all the necessary conditions for safe communications with clients

92%/222 K employees



Introduced direct support measures for sick employees and their families

Responsible procurement





>55% Procurement payments

carried out by SME businesses

Adopted corporate Social Responsibility Code in procurement activities

96% procurement

carried out in accordance with ESG principles









Supporting local communities

suppliers registered in the Russian Federation



Emphasis on ESG in outlining procurement requirements

Priority for 2022 in responsible procurement

Environment and responsible waste management





of waste is recycled In 2023 the amount should exceed 40%

Organized separate waste and plastic sorting

1230_{offices} / 137_{centers} 6.3

Conduct waste separation

180 K

Planted during the Green Marathon 2021







Collected for recycling



Reduced paper consumption since 2019, saving 160K trees

Efficient use of energy



3400 facilities are equipped with remote control systems

Energy consumption

-15%

Reduced electricity consumption by means of remote management

Electricity costs

230 mn RUB per year

Saved on electricity costs thanks to remote management



TELEMETRY AND REMOTE MANAGEMENT OF ENERGY RESOURCES

Upgraded lighting systems



Equipped with energy efficient LED lighting

Green standards in construction



Certified by eco-standards





In 2023, at Sber green energy will account for 30%

Green energy from renewable sources

In 2021, energy supplied from renewable sources exceeded 87 mn kWh

Green certificates I-REC

The volume of consumption covered by green certificates I-REC will amount to 160 mn kWh in 2022



Energy generation projects

Pilot projects in two regional baselar panels

20%



2021

The total electricity consumption today is 900 mn kWh per year at Sber.



Pilot projects in two regional banks, Yugo-Zapadny and Povolzhsky, to equip branches with





HQ in Moscow, Vavilova 19

SberCiti Moscow, Kutuzovskiy prospect 32



Sber's ESG goals 2023



Sber's strategic ESG goals by 2023

Climate

by 5% reduction in Scope 1 emissions*

by 15% reduction in Scope 2 emissions*

Scope 1 and Scope 2 carbon neutrality by 2030

* Relative to the base year of 2019

Reduction of our own footprint

40% share of recycled waste

30% share of green energy in the overall consumption

66%

share of digital sales to clients (individuals)

Responsible financing

RUB 500 bn green and ESG loan portfolio

100% of SME loan portfolio is labelled under the ESG criteria

Employees

75% employee engagement index

30% employees work I n flexible formats

Clients

99%

effectiveness of anti-fraud protection of client funds

81% CSI of customers (individuals)

74% CSI of customers (legal entities)

KPIs of the Executive Board



KPIs of the top management (Board -1)