



Kazkommertsbank

1H 2014 financial results presentation

6 October 2014



■ Acquisition of BTA

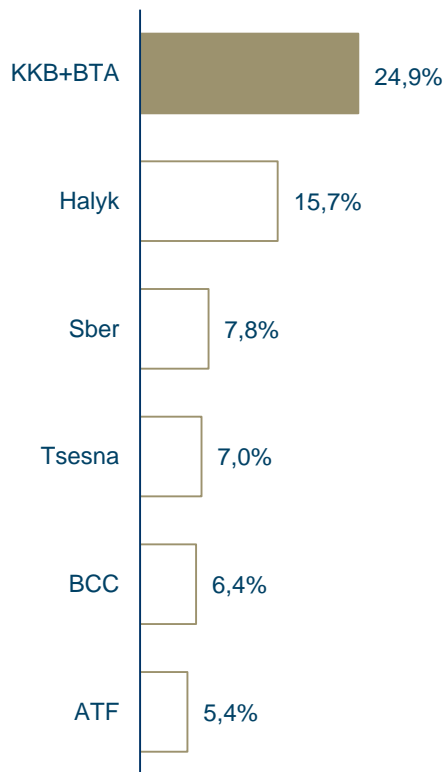
- 30 June 2014 completed purchase of a 46.5% stake in BTA
- Samruk-Kazyna transferred its remaining 4.26% in BTA to KKB under a trust agreement providing the Bank with operational control of BTA Bank
- BTA acquisition completed on last day of the reporting period, thus it affected only the consolidated balance sheet as of 30 June 2014
- Targeted operating model for the integrated operations and post-acquisition legal structure of the Group is being developed and is expected to be completed in 4Q14

■ Consolidation with BTA resulted in:

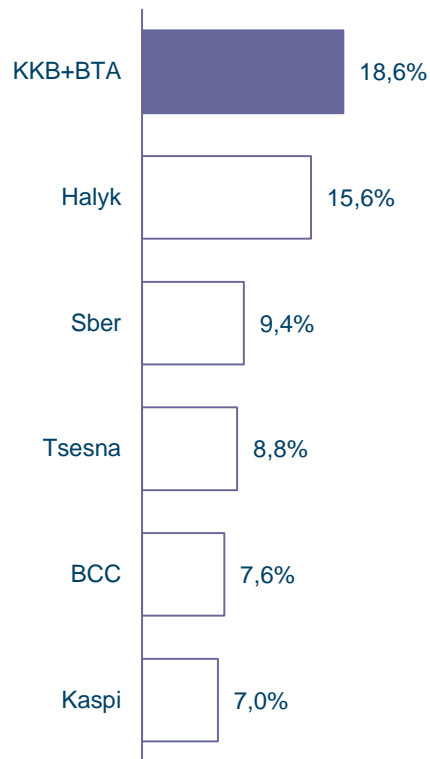
- Consolidated liquid assets almost doubled
- Deposits increased while their industry concentration decreased
- Share of retail loans and deposits increased



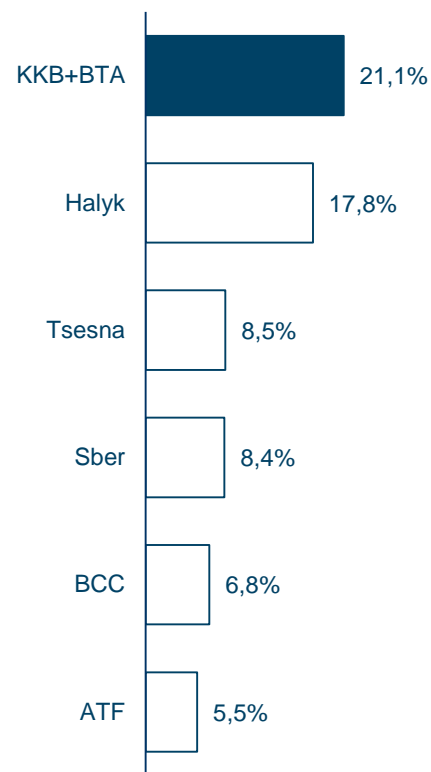
Total Assets



Net Loans



Total Deposits

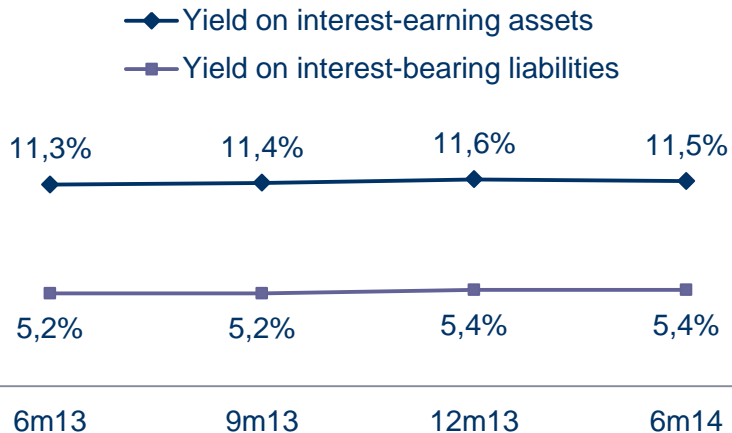


Combined bank to be the largest in Kazakhstan in terms of total assets, net loans and deposits

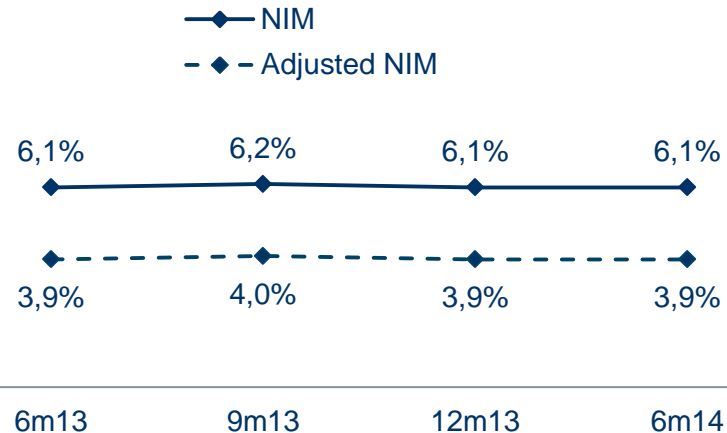
*Based on the National Bank data as of 1 July 2014
KKB+BTA figures are pro-forma information



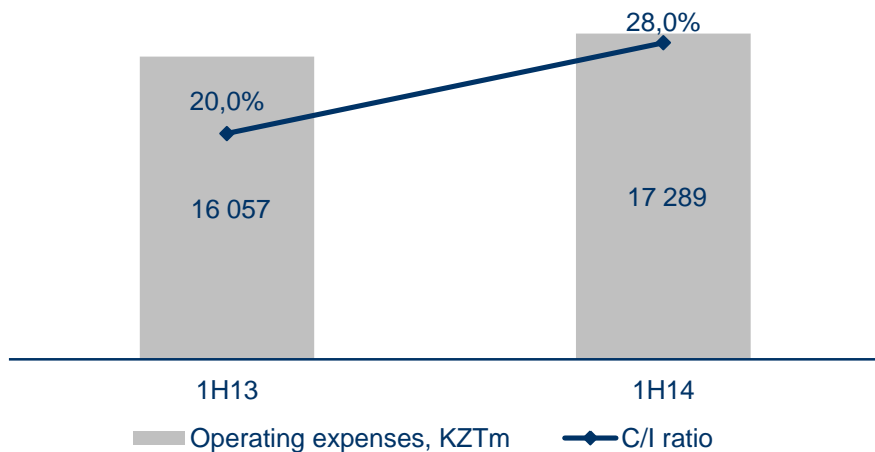
NIM components



Net interest margin



Operating expenses (KZTm) and C/I ratio**

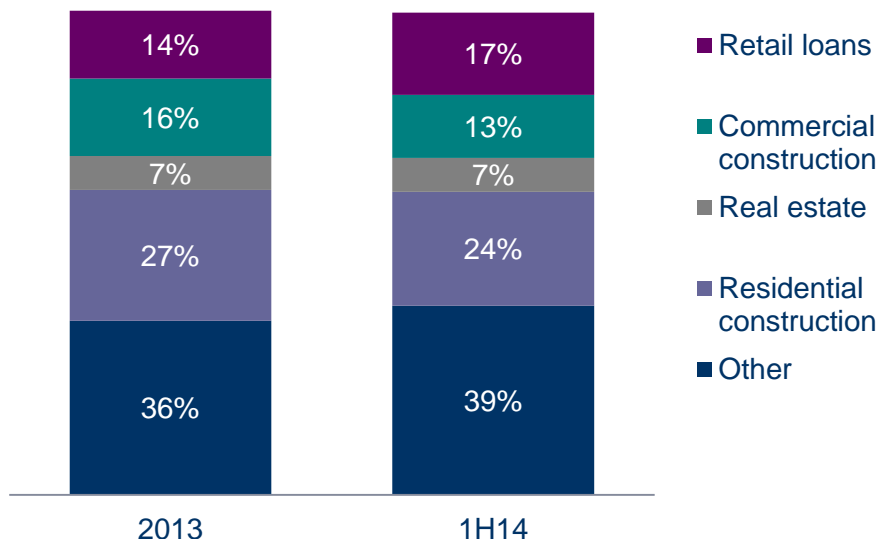


Comments

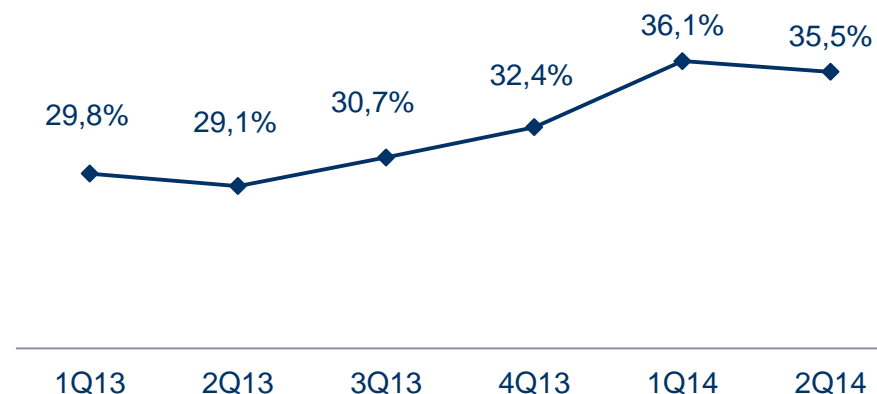
- Sustainable adjusted NIM maintained at 3.9%
- Core F&C income increased by 10.2% y-o-y
- Increase in operating expenses mainly resulted from increase in expenses related to problem loans workouts



Loan portfolio dynamics (% , net)



KKB NPLs

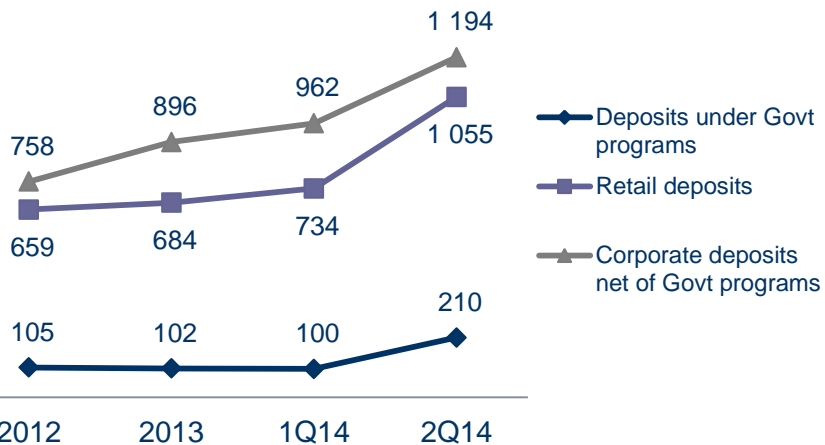


Comments

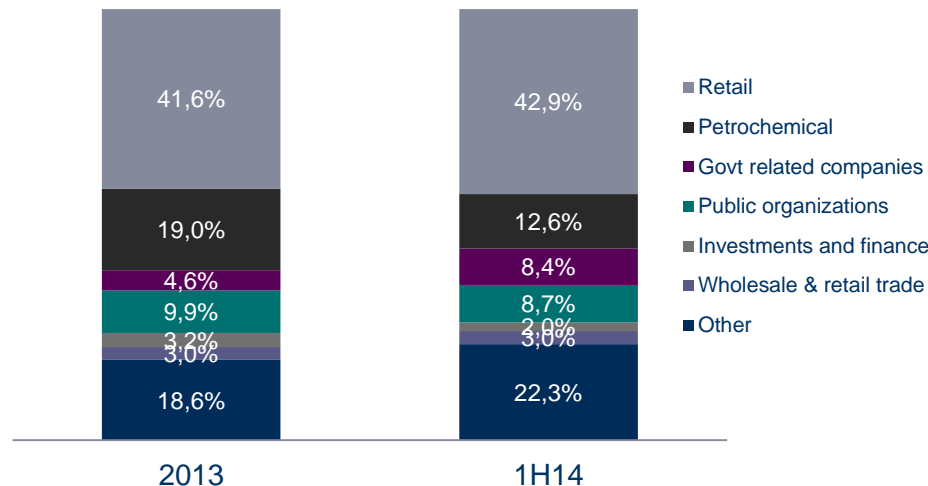
- Consolidated NPLs stood at 63%
- NPLs for BTA were 89%
- Consolidated provisioning rate stood at 59.6%
- NPLs are defined as total exposure to clients with overdue payments of 30 days and more for corporate clients, and 60 days and more for retail customers.



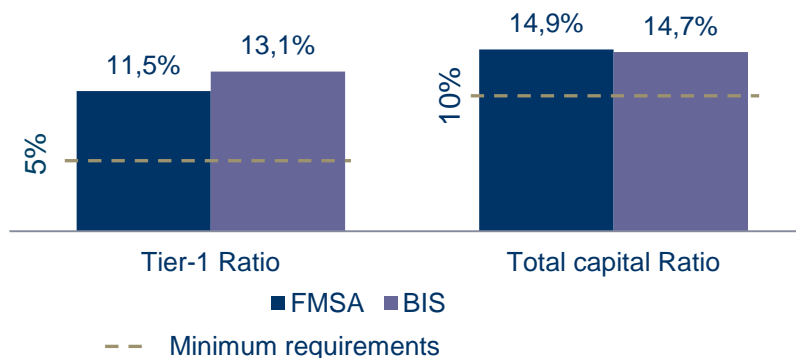
Deposit base (KZT bn)



Deposits by sectors (%)

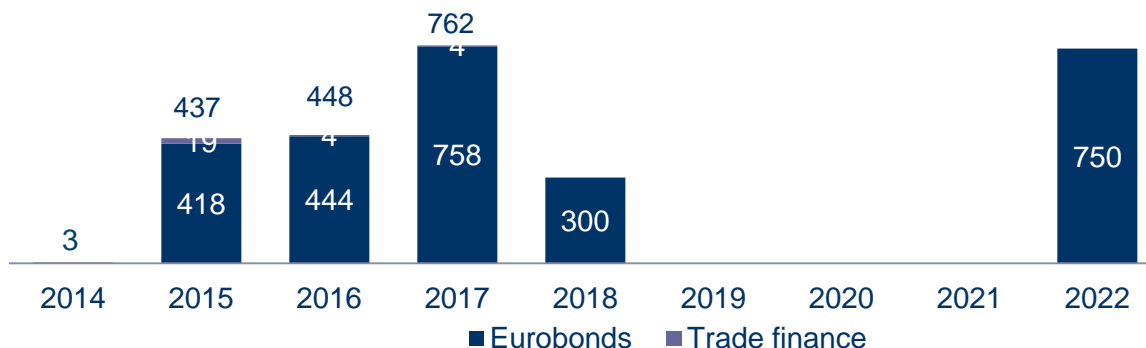


Capital adequacy ratios 1H 2014



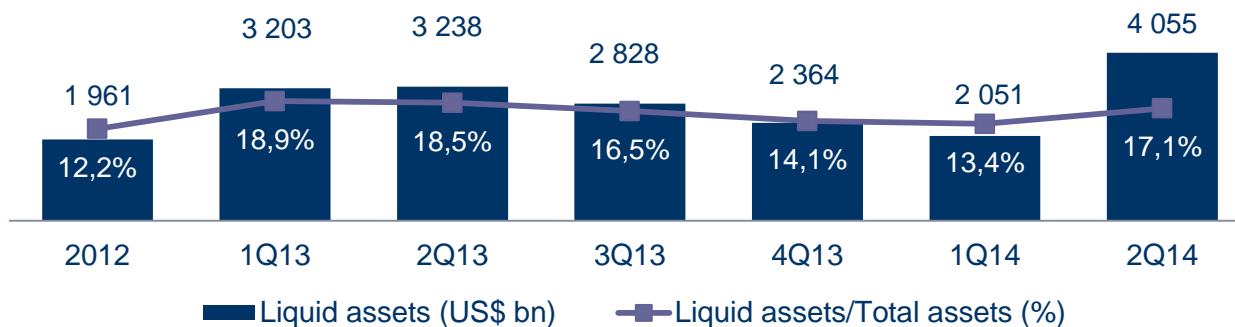


Redemptions*



*Outstanding principal amounts, excluding already repaid amounts prior to 30 September 2014, cancelled securities and repurchased debt
Liabilities in EUR were translated to US\$ at exchange rates of the KASE at 30 September 2014. BTA 2022 restructuring notes included

Liquid assets**



**Liquid assets include cash, precious metals, corr.accounts with National (Central) Banks, trading portfolio, short term loans and deposits with banks, excluding repos
Exchange rates US\$/KZT: 2011 - 148.40; 2012 - 150.74; 2013 - 154.06; 1H14 - 183.52



| Shareholder | Holding prior to buyback | Holding after buyback |
|--------------------------------------|--------------------------|-----------------------|
| JSC Central Asian Investment Company | 23.83% | 27.71% |
| N. S. Subkhanberdin | 19.09% | 22.20% |
| JSC Alnair Capital Holding | 28.76% | 33.43 % |
| JSC Samruk-Kazyna NWF | 21.26% | 12.77 % |
| Minority shareholders | 7.06% | 3.89% |
| Total | 100% | 100% |

Comments

- 22 July 2014 announcement of a two tranche buyback of common shares and GDRs, completed on 4 September 2014, resulting in the decrease of shares held by Samruk-Kazyna and minority shareholders
- 29 July 2014 KKB and Mr. Rakishev announced tender offer to purchase common shares and GDRs of BTA, resulting in the decrease of the BTA minority shareholders' stake from 2.74% to 0.91%



Nina Zhussupova

CEO



Askarbek Nabiyev

CFO



Sergey Mokrousov

MD, HR, Insurance and IR



Magzhan Auezov

MD

CEO, BTA Bank



Rustam Nabirov

MD, Risk Management



Investor relations

Ms. Aliya Nursipatova

Ms. Alma Buirakulova

Tel: +7 727 2 585 125,

Fax: +7 727 2 585 242

Email: investor_relations@kkb.kz

Website: <http://en.kkb.kz/>