



ANALYST HANDOUT

01.07.2015 – 01.10.2015
quarterly

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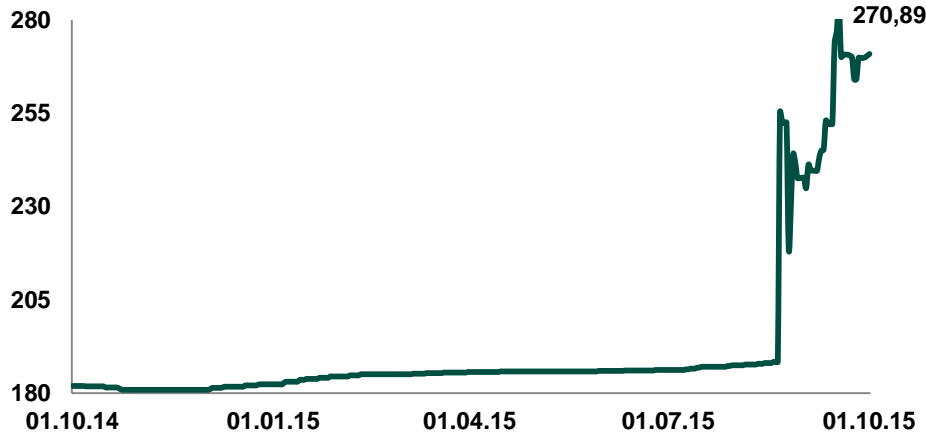


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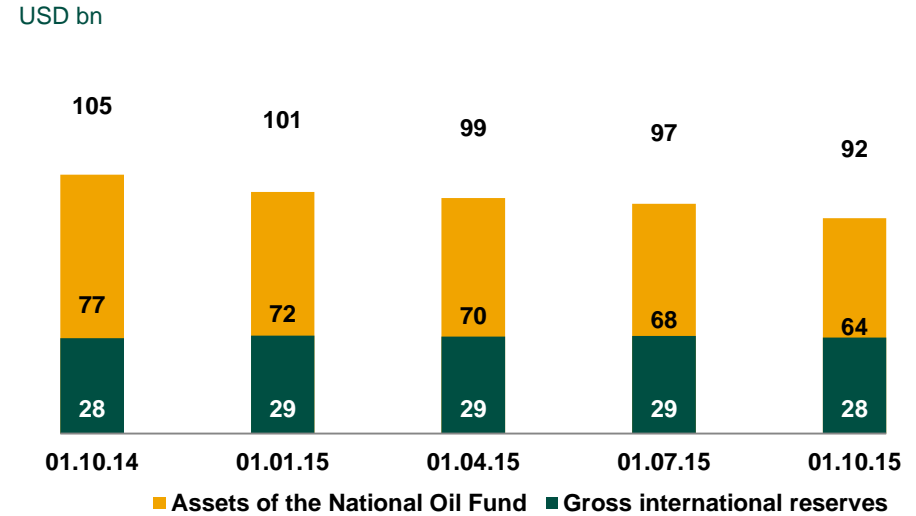


Macroeconomic Data of Kazakhstan

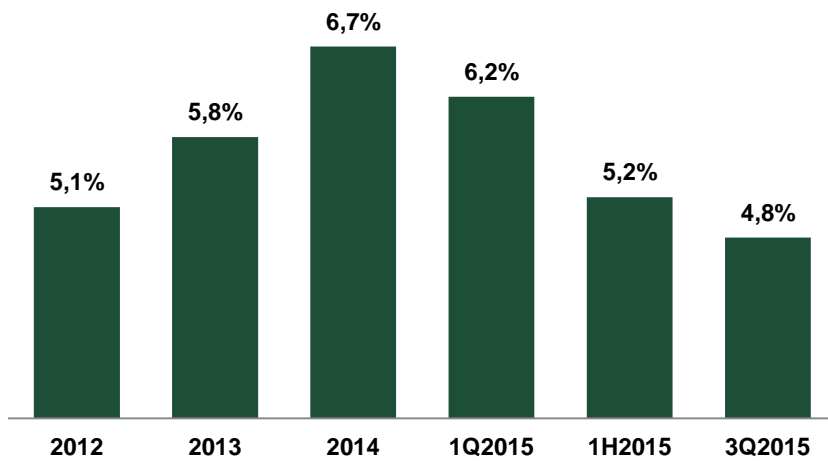
USD/KZT Exchange Rate



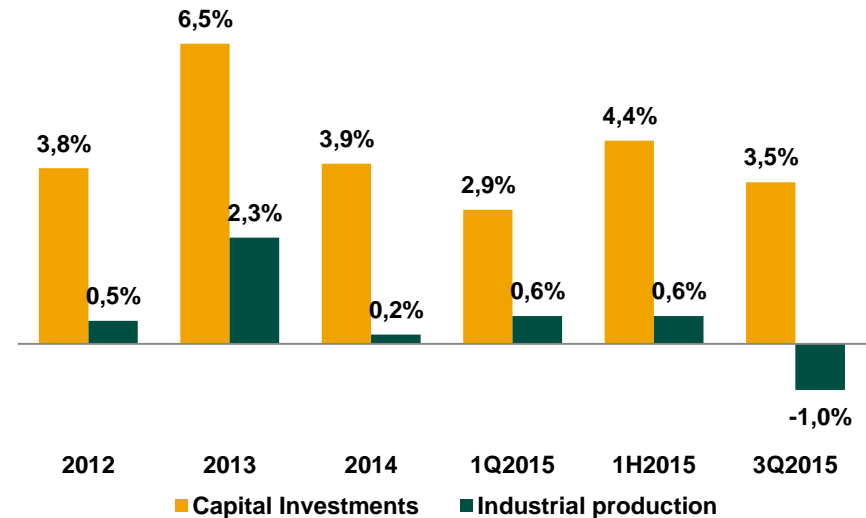
International Reserves



Inflation



Selected Macroeconomic Indices

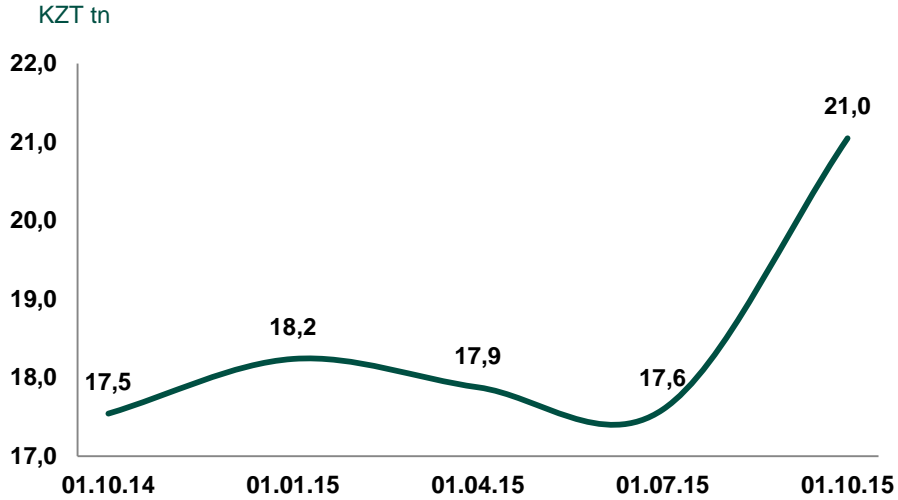


Source: National Bank of Kazakhstan

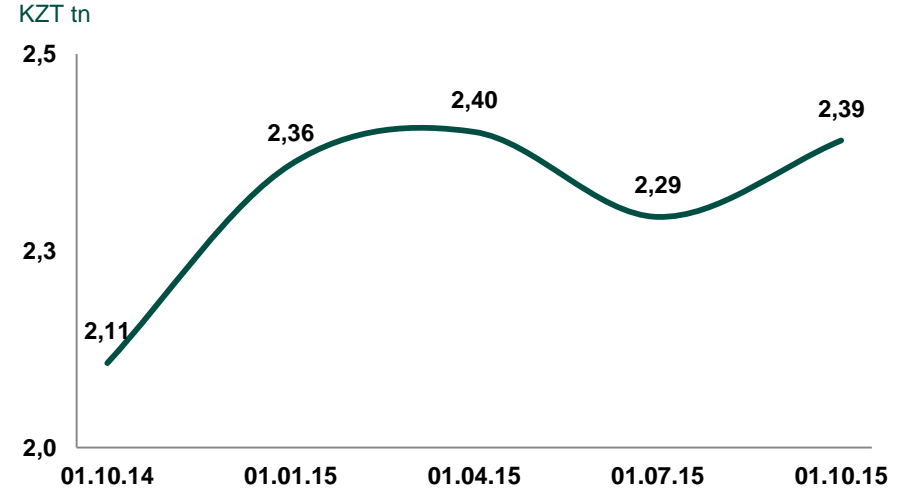
Banking Sector of Kazakhstan



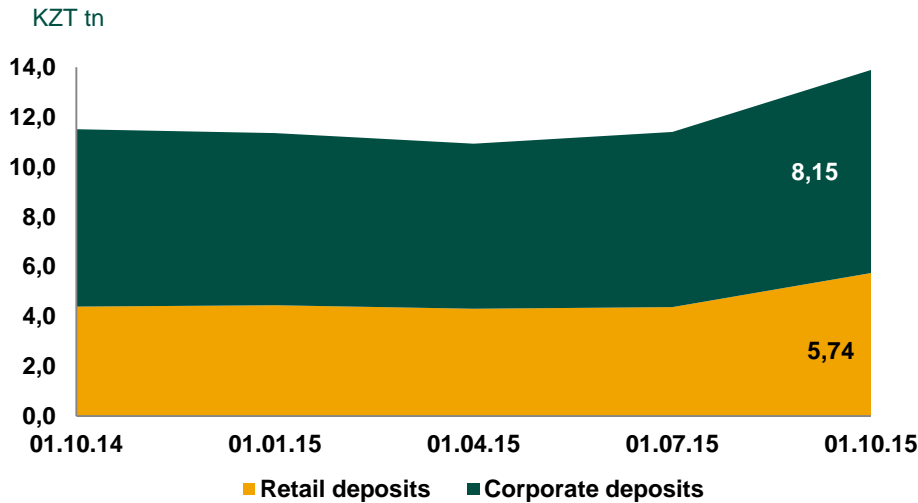
Total Assets



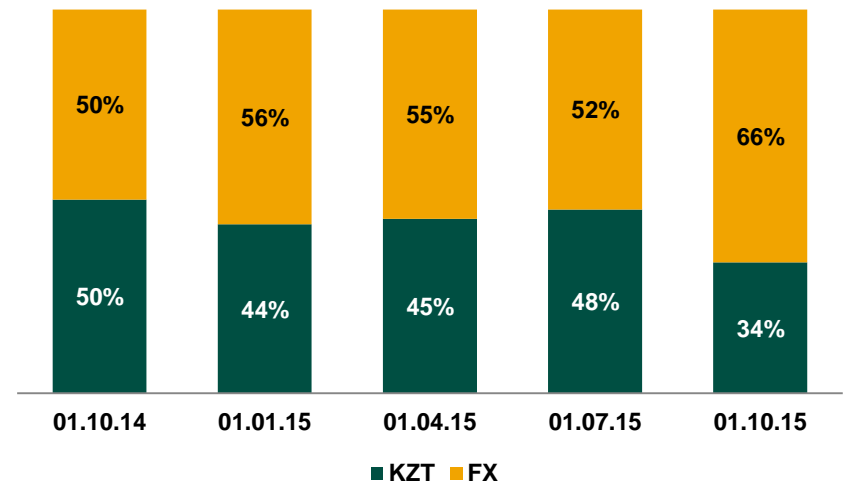
Equity



Total Deposits



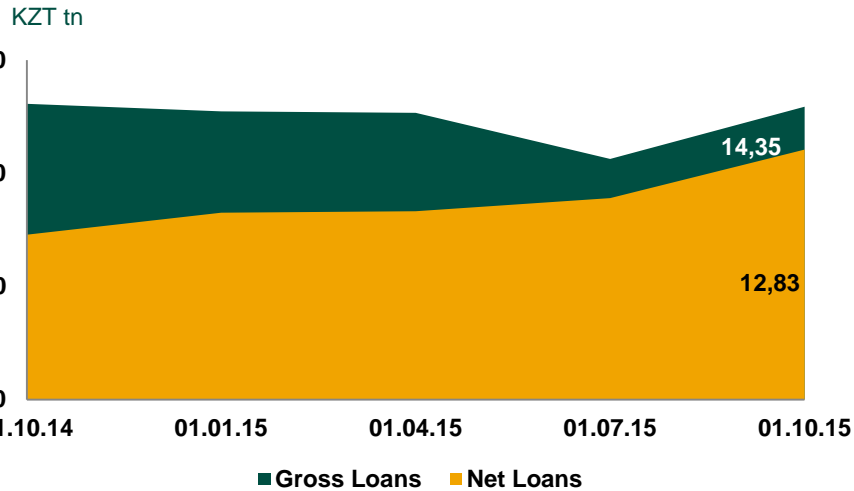
Deposits by Currency



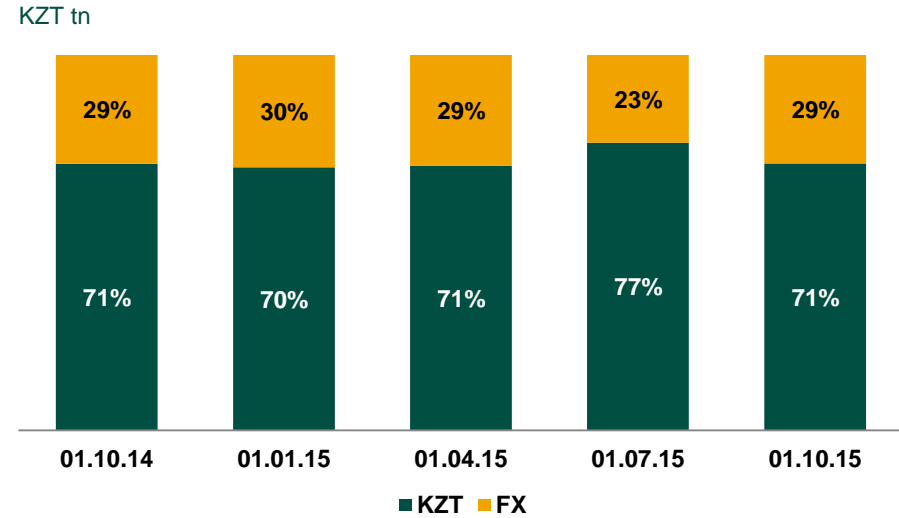
Banking Sector of Kazakhstan



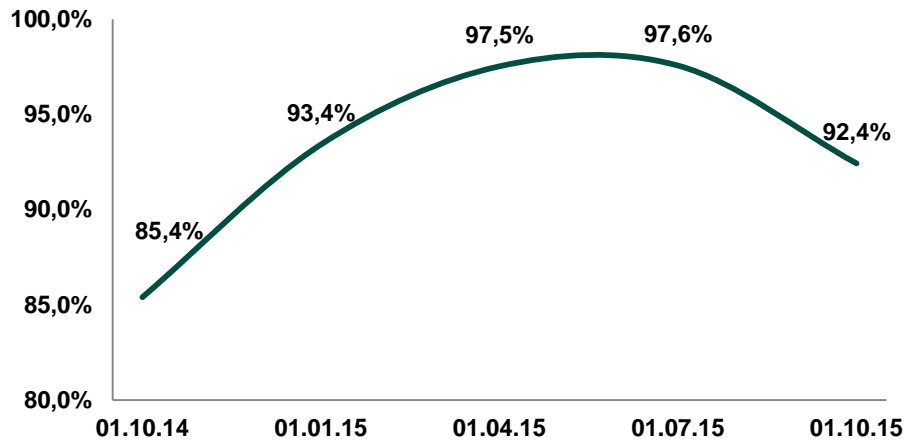
Loan Portfolio



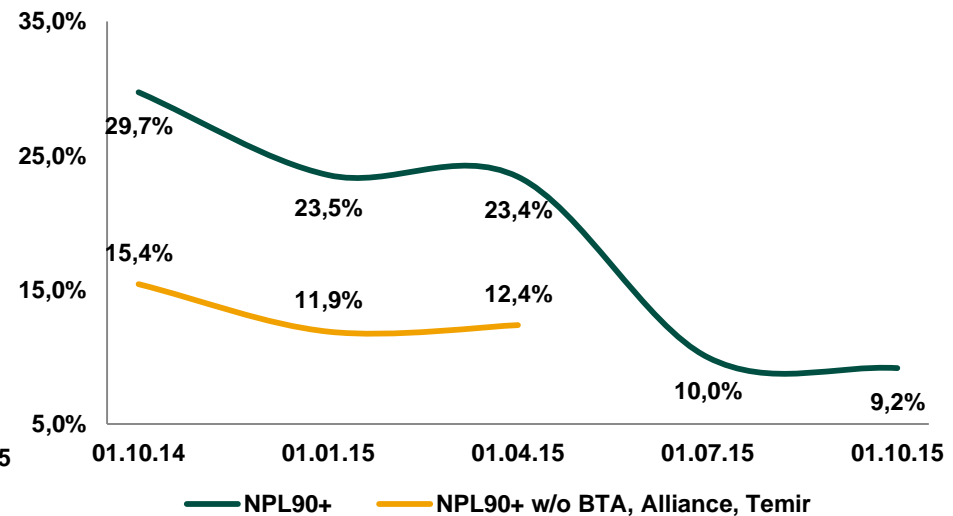
Loans by Currency



Loan to Deposit Ratio



NPLs 90+



Ratings, 01.10.2015



Sovereign Credit Ratings of Kazakhstan

Moody's Investors Service

Country Ceiling: Foreign Currency Debt	Baa2/P-2
Country Ceiling: Foreign Currency Bank Deposits	Baa2/ P-2
Government Bonds	Baa2
Outlook	Stable

Fitch Ratings

Long Term Issuer Default Rating	BBB+
Short Term Issuer Default Rating	F2
Local Currency Long Term Issuer Default Rating	A-
Country Ceiling	A-
Outlook	Stable

Standard and Poor's

Foreign Long Term	BBB
Foreign Short Term	A-2
Local Long Term	BBB
Local Short Term	A-2
Outlook	Negative

Credit Ratings of Halyk Bank

Moody's Investors Service

Long Term Bank Deposits Rating	Ba2
Short Term Bank Deposits Rating	Not prime
Bank Financial Strength Rating	D-
Outlook	Negative

Fitch Ratings

Long Term Issuer Default Rating	BB
Short Term Issuer Default Rating	B
Viability Rating	bb
Support Rating	4
Outlook	Stable

Standard and Poor's

Long Term Rating	BB+
Short Term Rating	B
Outlook	Negative

Industry Ranking – Top 5 Kazakhstan Banks



Total Assets, 01.10.2015	Amount, KZT bn	Market share	Total Deposits ⁽¹⁾ , 01.10.2015	Amount, KZT bn	Market share	Total Liabilities, 01.10.2015	Amount, KZT bn	Market share
1 АО "КАЗКОММЕРЦБАНК"	4 350,58	20,7%	АО "КАЗКОММЕРЦБАНК"	2 921,08	21,0%	АО "КАЗКОММЕРЦБАНК"	3 948,11	21,2%
2 АО "Народный Банк Казахстана"	3 435,47	16,3%	АО "Народный Банк Казахстана"	2 197,94	15,8%	АО "Народный Банк Казахстана"	2 962,27	15,9%
3 ДБ АО "Сбербанк"	1 655,70	7,9%	ДБ АО "Сбербанк"	1 196,10	8,6%	ДБ АО "Сбербанк"	1 511,60	8,1%
4 АО "Цеснабанк"	1 610,23	7,6%	АО "Цеснабанк"	1 183,07	8,5%	АО "Цеснабанк"	1 488,12	8,0%
5 АО "Банк ЦентрКредит"	1 311,37	6,2%	АО "Банк ЦентрКредит"	905,53	6,5%	АО "Банк ЦентрКредит"	1 221,85	6,5%
<i>(1) excluding SPV deposits</i>								
Gross Loans, 01.10.2015	Amount, KZT bn	Market share	Total Corporate Deposits, 01.10.2015	Amount, KZT bn	Market share	Equity, 01.10.2015	Amount, KZT bn	Market share
1 АО "КАЗКОММЕРЦБАНК"	3 446,54	24,0%	АО "КАЗКОММЕРЦБАНК"	1 739,25	21,3%	АО "Народный Банк Казахстана"	473,20	19,8%
2 АО "Народный Банк Казахстана"	2 093,84	14,6%	АО "Народный Банк Казахстана"	1 004,42	12,3%	АО "КАЗКОММЕРЦБАНК"	402,47	16,8%
3 АО "Цеснабанк"	1 339,93	9,3%	АО "Цеснабанк"	800,36	9,8%	АО "ForteBank"	166,33	7,0%
4 ДБ АО "Сбербанк"	1 049,76	7,3%	ДБ АО "Сбербанк"	783,44	9,6%	ДБ АО "Сбербанк"	144,10	6,0%
5 АО "Банк ЦентрКредит"	971,26	6,8%	АО "Банк ЦентрКредит"	471,42	5,8%	АО "Цеснабанк"	122,12	5,1%
Net Loans, 01.10.2015	Amount, KZT bn	Market share	Total Retail Deposits, 01.10.2015	Amount, KZT bn	Market share	Net Income, 3Q 2015	Amount, KZT bn	Market share
1 АО "КАЗКОММЕРЦБАНК"	2 986,90	23,3%	АО "Народный Банк Казахстана"	1 193,51	20,8%	АО "Народный Банк Казахстана"	80,52	36,4%
2 АО "Народный Банк Казахстана"	1 805,21	14,1%	АО "КАЗКОММЕРЦБАНК"	1 181,83	20,6%	АО "Ситибанк Казахстан"	27,78	12,6%
3 АО "Цеснабанк"	1 259,74	9,8%	АО "KASPI BANK"	555,85	9,7%	АО "KASPI BANK"	16,98	7,7%
4 ДБ АО "Сбербанк"	981,45	7,6%	АО "Банк ЦентрКредит"	434,11	7,6%	АО "Цеснабанк"	13,58	6,1%
5 АО "Банк ЦентрКредит"	818,10	6,4%	ДБ АО "Сбербанк"	412,67	7,2%	АО "Жилстройсбербанк Казахстана"	11,86	5,4%

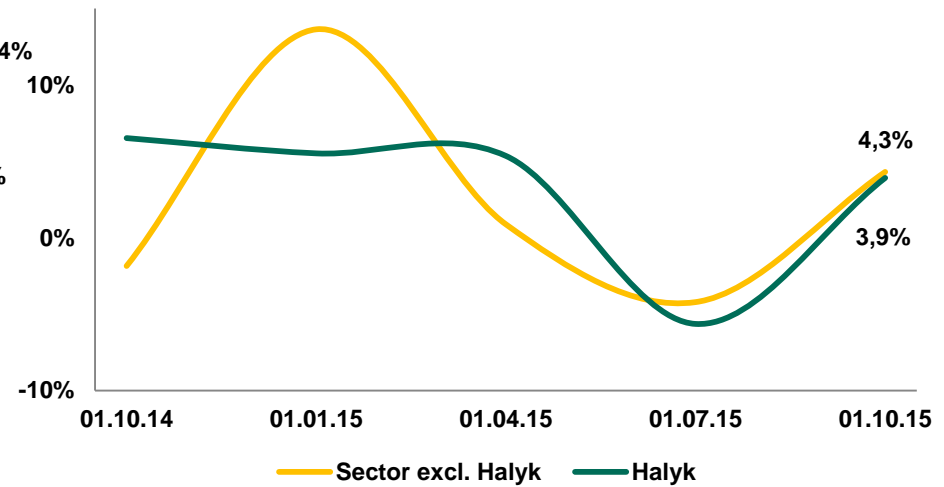
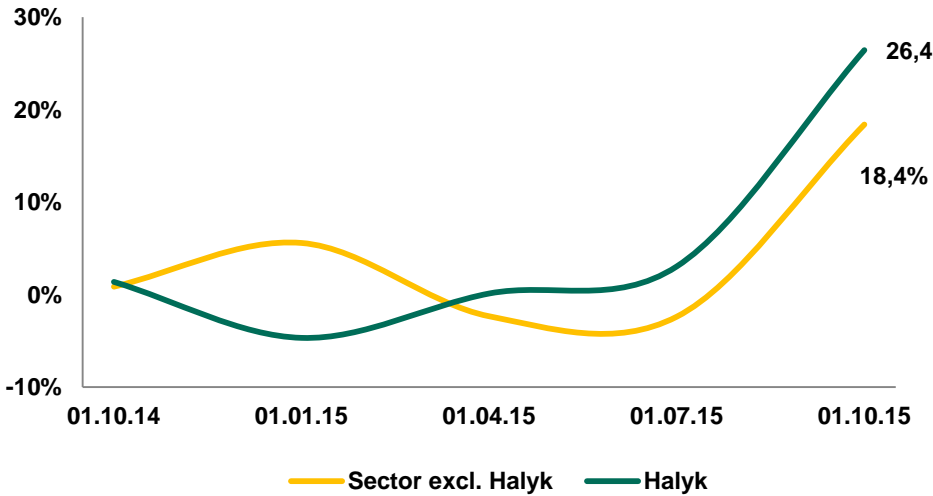
Source: National Bank of Kazakhstan, unconsolidated, KAS



Halyk Bank vs. Sector

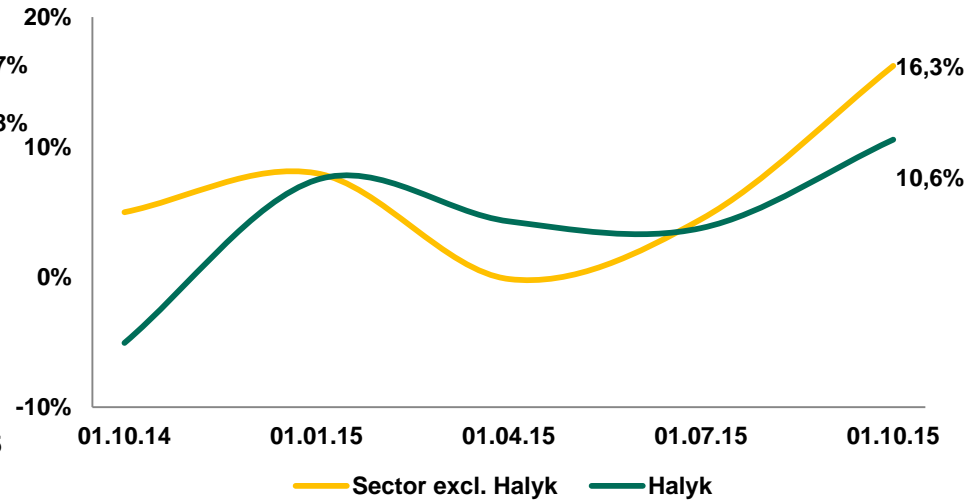
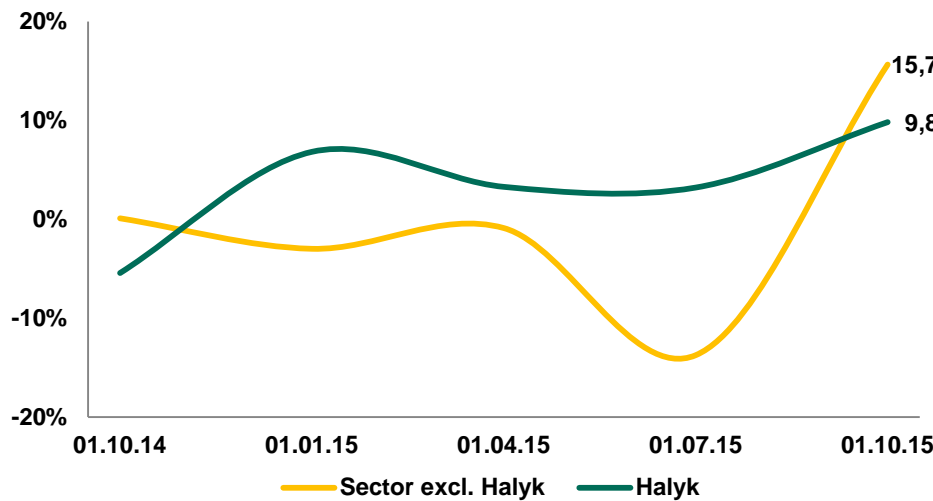
Growth Rate of Total Assets

Growth Rate of Equity



Growth Rate of Gross Loans

Growth Rate of Net Loans

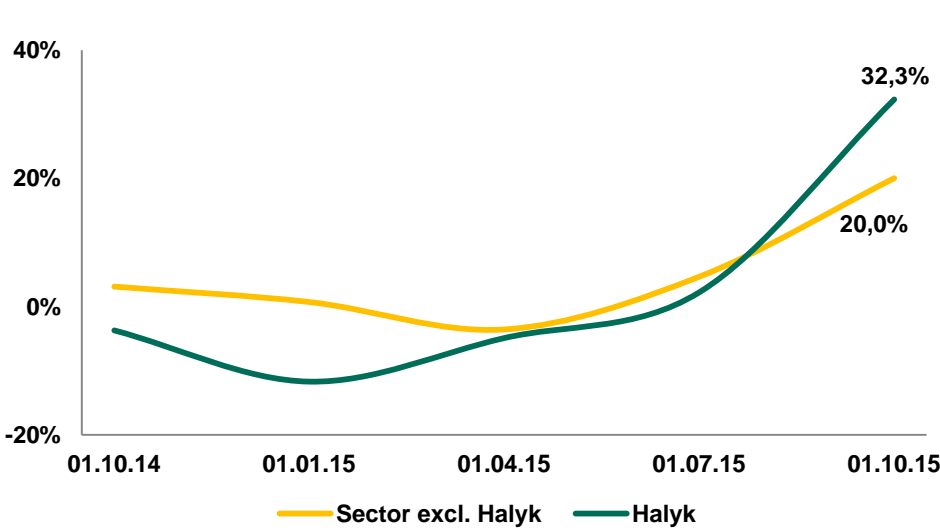


Source: National Bank of Kazakhstan, unconsolidated, KAS

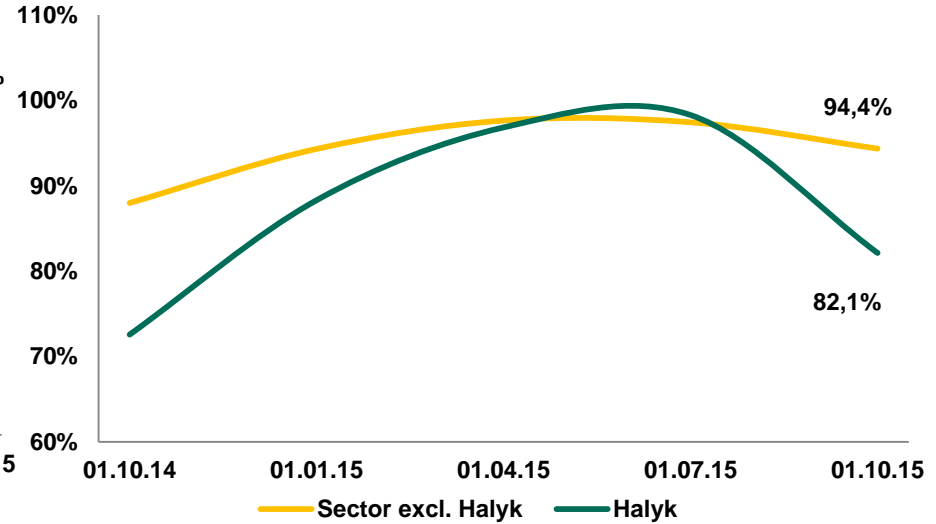


Halyk Bank vs. Sector

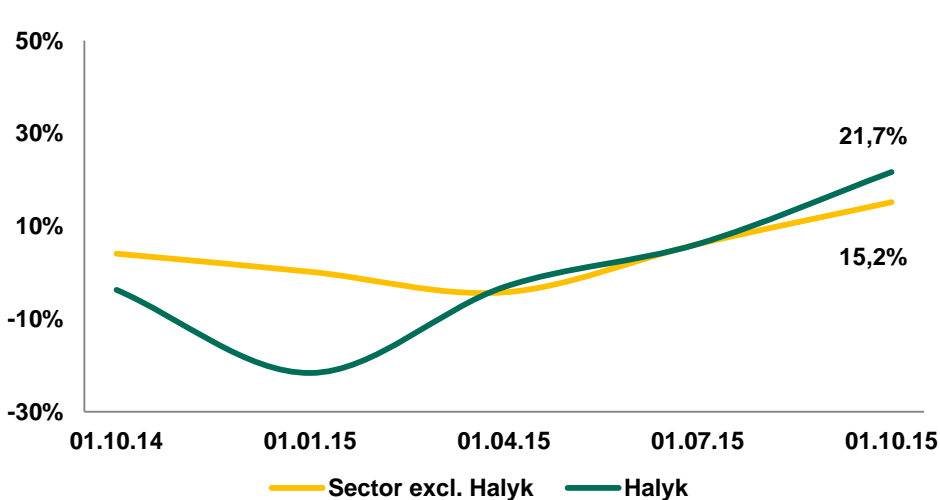
Growth Rate of Total Deposits



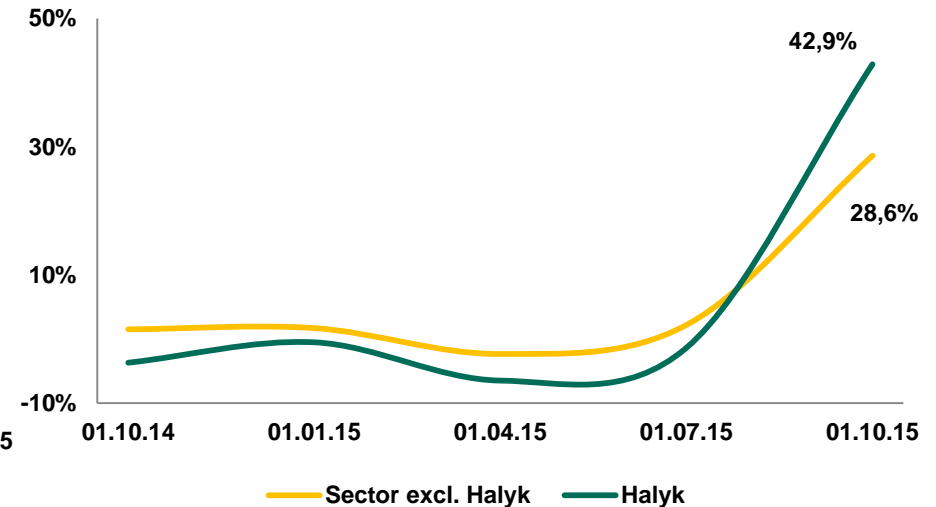
Loan to Deposit Ratio



Growth Rate of Corporate Deposits



Growth Rate of Retail Deposits

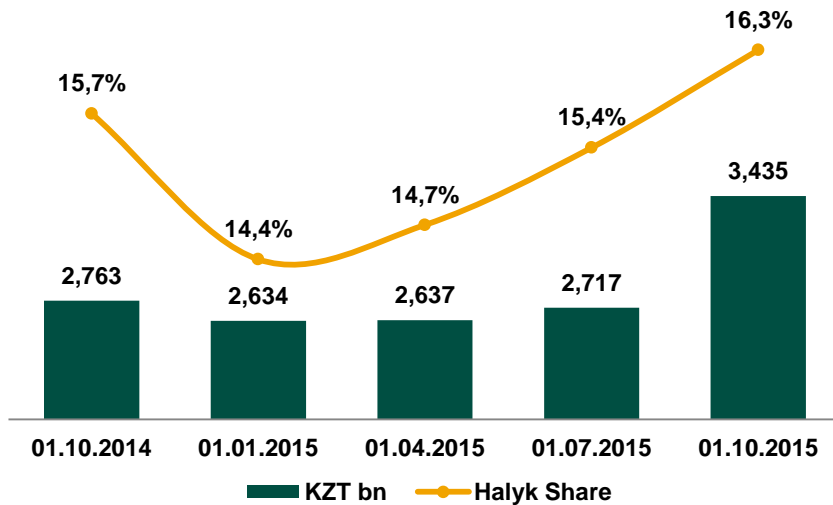


Source: National Bank of Kazakhstan, unconsolidated, KAS

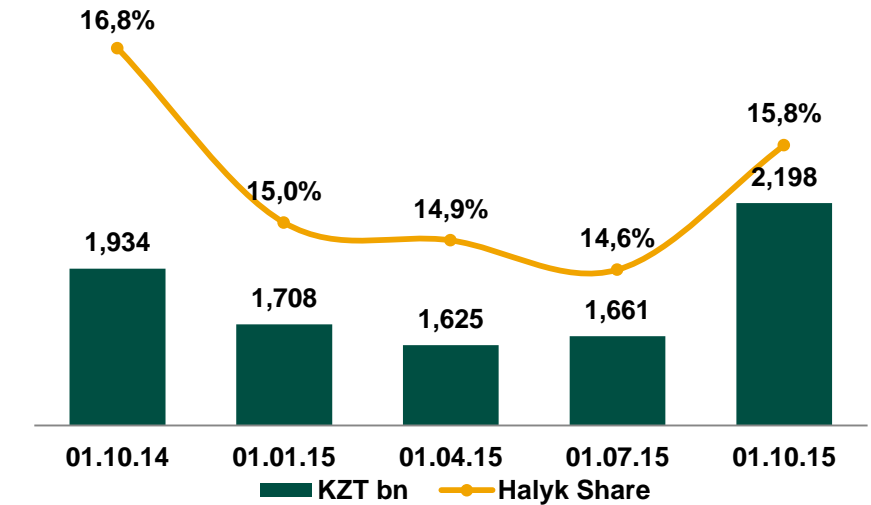
Market Position of Halyk Bank



Total Assets

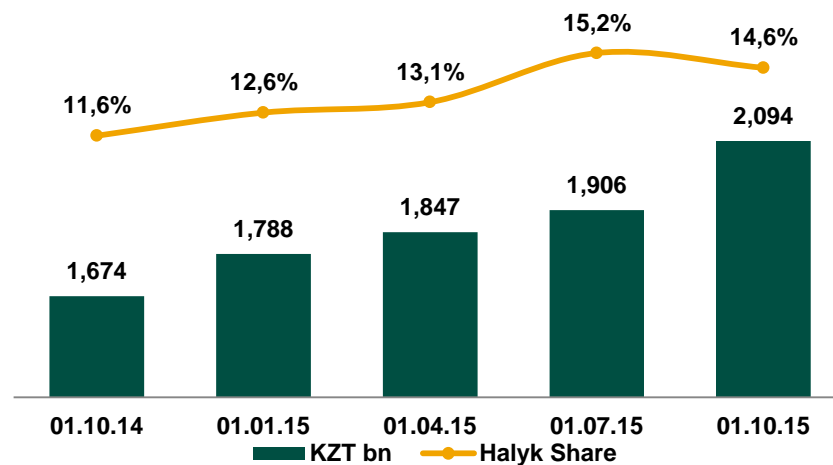


Total Deposits ⁽¹⁾

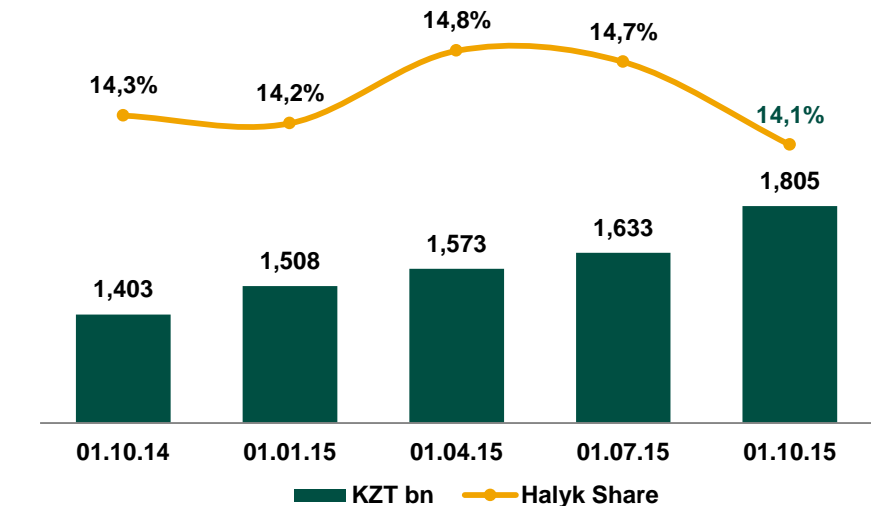


⁽¹⁾ excluding SPV deposits

Gross Loans



Net Loans

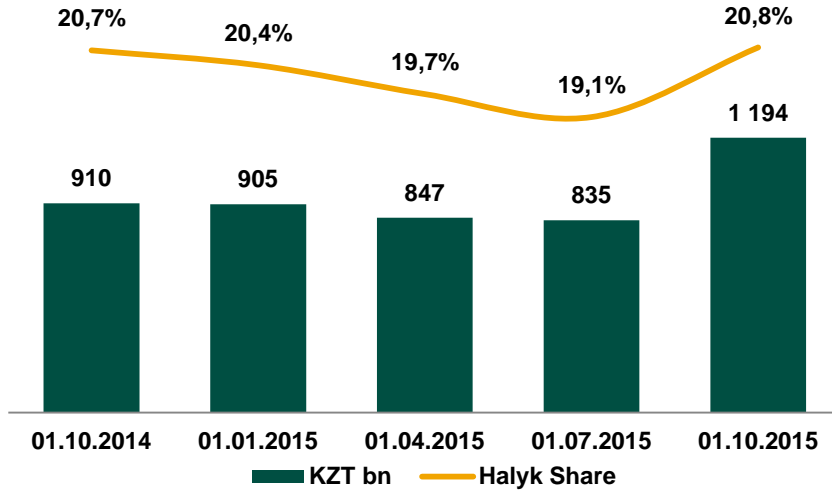


Source: National Bank of Kazakhstan, unconsolidated, KAS

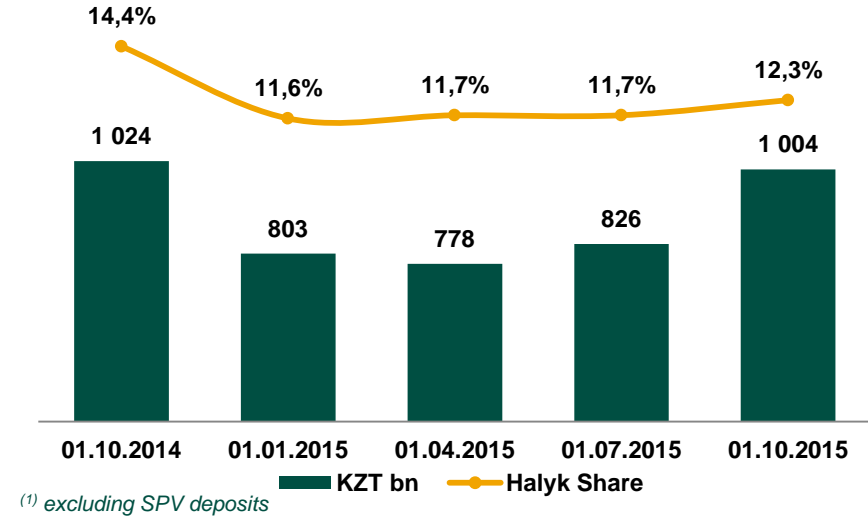
Market Position of Halyk Bank



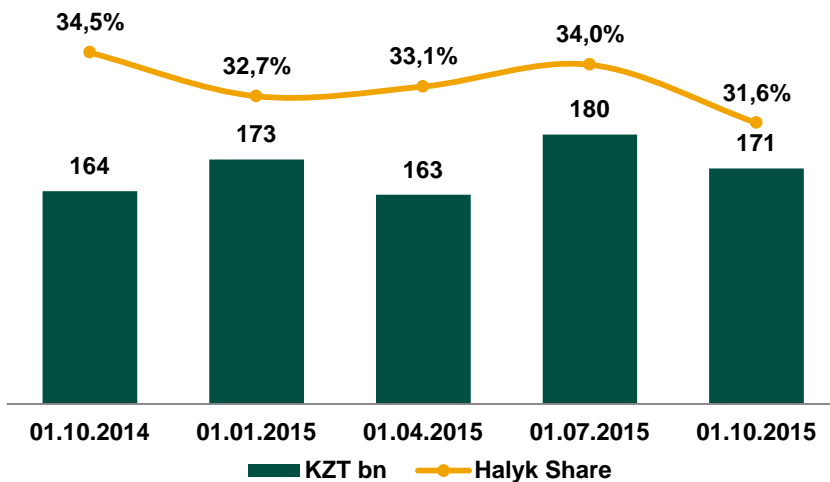
Total Retail Deposits



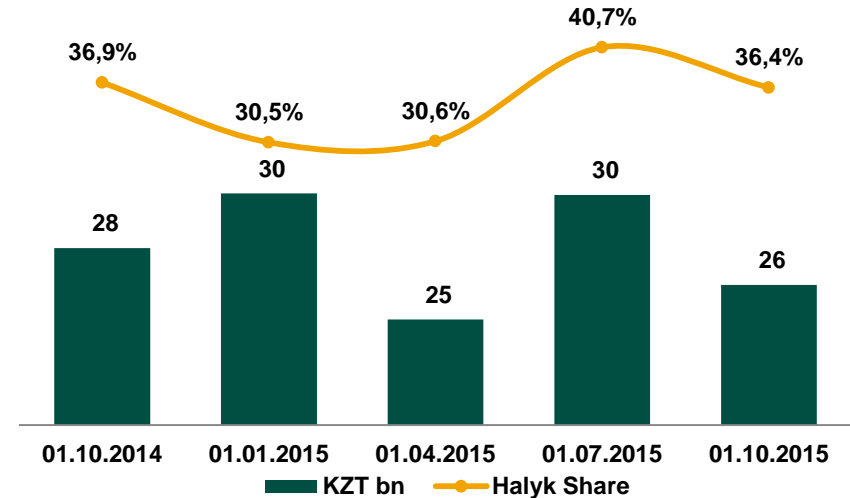
Total Corporate Deposits ⁽¹⁾



Retail Current Accounts



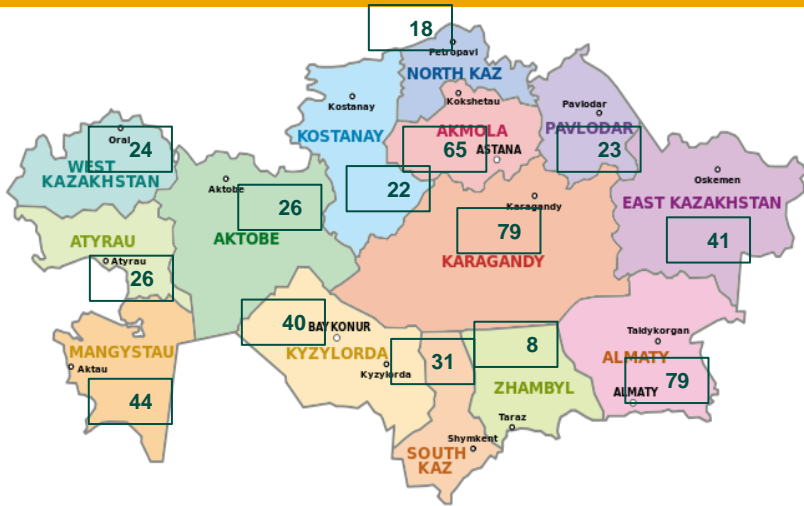
Net Income



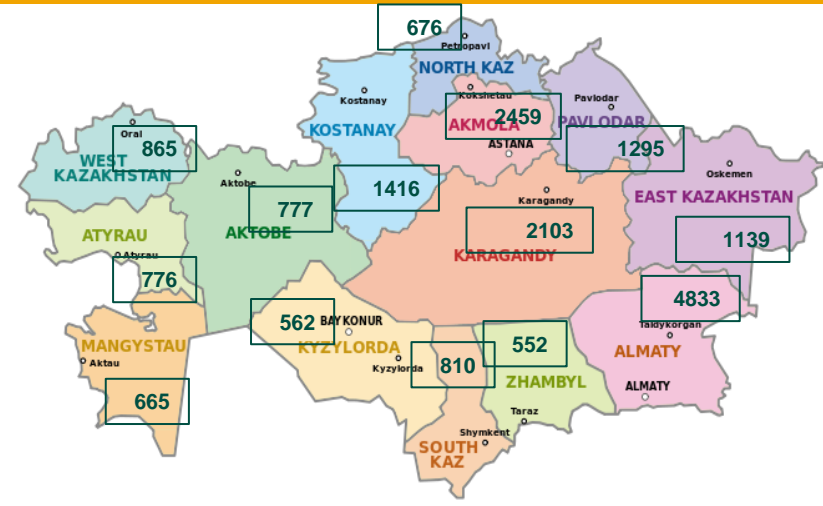


Market Penetration of Halyk Bank

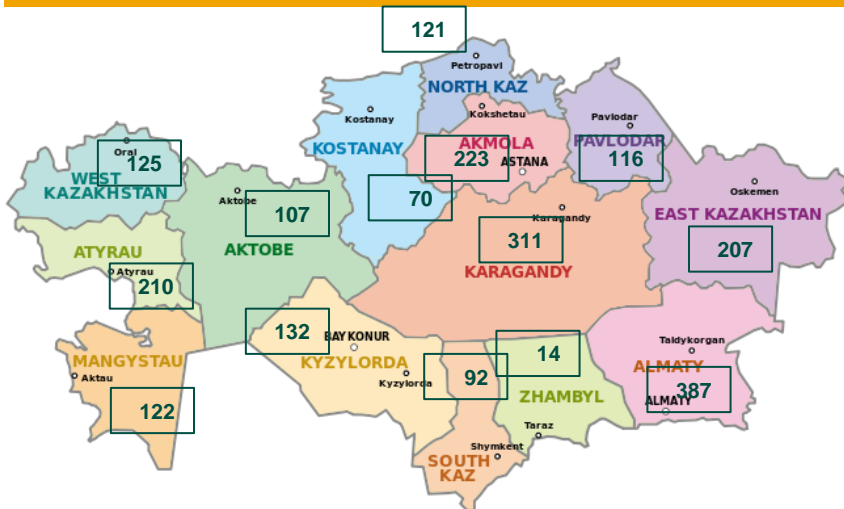
Outlets (total - 526), 01.10.2015



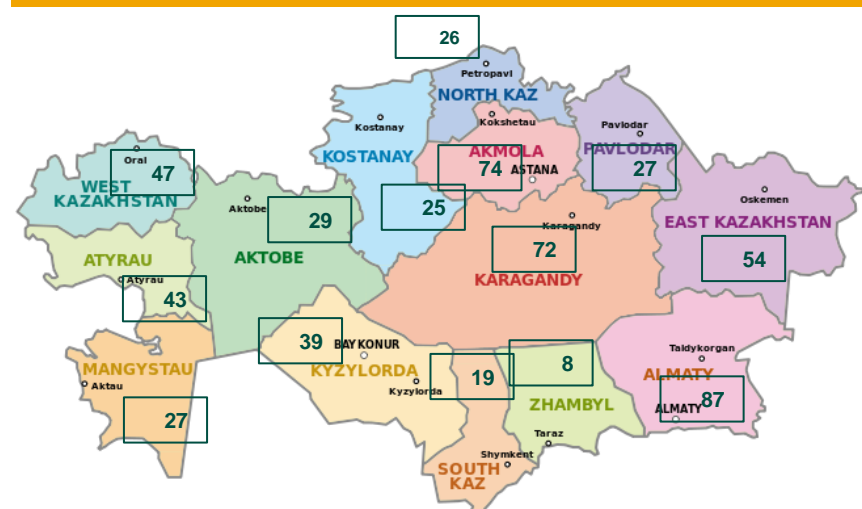
POS-terminals (total - 18 928), 01.10.2015



ATMs (total - 2 257), 01.10.2015



Multikiosks (total - 577), 01.10.2015



Shareholder Structure of Halyk Bank, 01.10.2015



№	Name	Total number of shares owned	Total shares owned as % of total shares outstanding (on consolidated basis)	Common shares owned (NIN KZ1C33870011)	Common shares owned as % of total shares outstanding (on consolidated basis)	Preferred shares owned (NIN KZ1P33870117, KZ1P33870216)	Preferred shares owned as % of total shares outstanding (on consolidated basis)
1	JSC Holding Group ALMEX	8,024,149,068	73.4%	8,003,381,500	73.4%	20,767,568	99,8%
2	JSC Single Accumulative Pension Fund	716,281,746	6,6%	716,281,746	6.5%	-	0,0%
3	Held through GDR program	1,839,724,120	16.8%	1,839,724,120	16.9%	-	0,0%
4	Other	350,545,036	3.2%	350,499,117	3.2%	45,919	0,2%
5	Total outstanding (on consolidated basis)	10,930,699,970	100,0%	10,909,886,483	100,0%	20,813,487	100,0%

Board of Directors and Management Board



Board of Directors of Halyk Bank, 01.10.2015

Alexander Pavlov

Chairman, Independent Director

Umut Shayakhmetova

Chairperson of the Management Board

Arman Dunayev

Independent Director

Franciscus Cornelis Wilhelmus Kuijlaars

Independent Director

Christof Ruehl

Independent Director

Ulf Wokurka

Independent Director

Mazhit Yessenbayev

JSC Holding Group Almex representative

Management Board of Halyk Bank, 01.10.2015

Umut Shayakhmetova

Chairperson of the Management Board

Marat Almenov

Deputy Chairman: Retail Banking

Dauren Karabayev, CFA

Deputy Chairman: International Activities, Treasury and Subsidiaries

Aliya Karpykova

Deputy Chairperson: Finance and Accounting

Murat Koshenov

Deputy Chairperson: Corporate Banking

Aslan Talpakov

Deputy Chairman: SME Banking

Askar Smagulov

Deputy Chairman: Operating Activity and information Technologies

Aivar Bodanov

Deputy Chairman: Security and Bad Loan Recovery

Zhannat Satubaldina

Deputy Chairperson, Relations with Government and National Companies

Ertay Salimov

Deputy Chairman, Operations and Treasury

Kuat Kusainbekov

Deputy Chairman, Information Technologies

Financial Overview of Halyk Bank



Balance Sheet (KZT mln)

	01.10.2014	01.01.2015	01.04.2015	01.07.2015	01.10.2015
ASSETS	2 844 357	2 809 782	2 787 304	2 955 475	3 792 718
Cash and cash equivalents	744 926	540 537	517 112	620 350	1 020 355
Obligatory reserves	51 980	48 225	48 146	41 290	56 425
Financial assets at fair value through profit or loss	2 252	15 727	15 869	11 129	123 677
Amounts due from credit institutions	35 958	27 095	44 271	46 264	44 035
Available-for-sale investment securities	375 342	386 423	335 270	307 520	379 026
Investments held to maturity	-	-	-	-	-
Precious metals	1 446	1 385	1 449	1 453	2 050
Loans to customers	1 515 908	1 648 013	1 671 765	1 758 560	1 967 181
Property and equipment	63 378	79 564	79 586	90 893	23 162
Assets held for sale	8 717	8 798	11 608	8 779	11 442
Goodwill	3 085	4 954	4 954	4 954	4 954
Intangible assets	5 006	8 664	8 342	7 958	8 628
Insurance assets	19 403	20 320	23 132	29 371	27 090
Other assets	16 956	14 393	15 890	17 080	35 551

Balance Sheet (USD mln)

	01.10.2014	01.01.2015	01.04.2015	01.07.2015	01.10.2015
ASSETS	15 637	15 409	15 014	15 873	14 001
Cash and cash equivalents	4 095	2 964	2 785	3 332	3 767
Obligatory reserves	286	264	259	222	208
Financial assets at fair value through profit or loss	12	86	85	60	457
Amounts due from credit institutions	198	149	238	248	163
Available-for-sale investment securities	2 063	2 119	1 806	1 652	1 399
Investments held to maturity	-	-	-	-	-
Precious metals	8	8	8	8	8
Loans to customers	8 334	9 038	9 005	9 444	7 262
Property and equipment	348	436	429	488	86
Assets held for sale	48	48	63	47	42
Goodwill	17	27	27	27	18
Intangible assets	28	48	45	43	32
Insurance assets	107	111	125	158	100
Other assets	93	79	86	92	131

Financial Overview of Halyk Bank



Balance Sheet (KZT mln)

	01.10.2014	01.01.2015	01.04.2015	01.07.2015	01.10.2015
LIABILITIES AND EQUITY	2 844 357	2 809 792	2 787 304	2 955 475	3 792 718
Amounts due to customers	1 966 780	1 848 213	1 728 948	1 839 855	2 489 658
Amounts due to credit institutions	130 047	107 192	115 991	119 063	156 067
Financial liabilities at fair value through profit or loss	280	3 131	2 532	73	7 944
Debt securities issued	220 490	311 009	365 902	439 822	528 022
Provisions	36	407	419	387	767
Deferred tax liability	9 274	10 673	10 467	10 601	30 214
Insurance liabilities	39 212	38 807	44 514	53 496	53 450
Other liabilities	16 006	15 129	17 636	16 887	20 448
Total liabilities	2 382 125	2 334 561	2 286 409	2 480 184	3 286 570
Share capital	143 695	143 695	143 695	143 695	143 695
Share premium reserve	1 490	1 439	1 442	2 075	2 055
Treasury shares	-78 993	-78 994	-78 994	-101 975	103 174
Retained earnings and other reserves	396 040	409 091	434 752	431 496	463 572
Non-controlling interest	-	-	-	-	-
Total equity	462 232	475 231	500 895	475 291	506 148

Balance Sheet (USD mln)

	01.10.2014	01.01.2015	01.04.2015	01.07.2015	01.10.2015
LIABILITIES AND EQUITY	15 637	15 409	15 014	15 873	14 001
Amounts due to customers	10 812	10 136	9 313	9 881	9 191
Amounts due to credit institutions	715	588	625	639	576
Financial liabilities at fair value through profit or loss	2	17	14	0	29
Debt securities issued	1 212	1 706	1 971	2 362	1 949
Provisions	0	2	2	2	3
Deferred tax liability	51	59	56	57	112
Insurance liabilities	216	213	240	287	197
Other liabilities	88	83	95	91	75
Total liabilities	13 096	12 803	12 316	13 320	12 132
Share capital	790	788	774	772	530
Share premium reserve	8	8	8	11	8
Treasury shares	-434	-433	-425	-548	381
Retained earnings and other reserves	2 177	2 243	2 342	2 317	1 711
Non-controlling interest	-	-	-	-	-
Total equity	2 541	2 606	2 698	2 553	1 868

Financial Overview of Halyk Bank



Income Statement (KZT mln)

	3Q 2014	4Q 2014	1Q 2015	2Q 2015	3Q 2015
Interest income	52 884	54 121	57 665	60 621	63 302
Interest expense	-20 003	-18 673	-20 990	-21 807	-24 455
Net interest income before impairment charge	32 881	35 448	36 675	38 814	38 847
Impairment charge	947	-6 974	1 662	-3 287	-6 916
Net interest income	33 828	28 474	38 337	35 527	31 931
Fees and commissions income	12 042	12 731	12 070	13 446	13 356
Fees and commissions expense	-2 032	-2 391	-2 171	-2 594	-2 931
Net gain from financial assets and liabilities at fair value through profit or loss	2 466	5 442	1 098	-831	107 186
Net realized gain from available-for-sale investment securities	260	-549	-1 204	-97	375
Net gain on foreign exchange operations	259	926	-236	4 012	-91 242
Insurance underwriting income	6 327	6 520	5 208	5 957	6 780
Other income	994	2 240	918	1 052	3 691
OTHER NON-INTEREST INCOME	10 306	14 579	5 784	10 093	26 790
Operating expenses	-14 934	-19 255	-16 008	-15 577	-17 179
Recoveries of provisions/(provisions)	-24	-12	-49	51	-236
Insurance claims incurred, net of reinsurance	-4 845	-5 218	-4 503	-5 833	-6 205
NON-INTEREST EXPENSES	-19 803	-24 485	-20 560	-21 359	-23 620
INCOME BEFORE INCOME TAX EXPENSE	34 341	28 908	33 460	35 113	45 526
Income tax expense	-6 380	-6 528	-6 488	-6 808	-8 828
NET INCOME	27 961	22 380	26 972	28 305	36 698

Income Statement (USD mln)

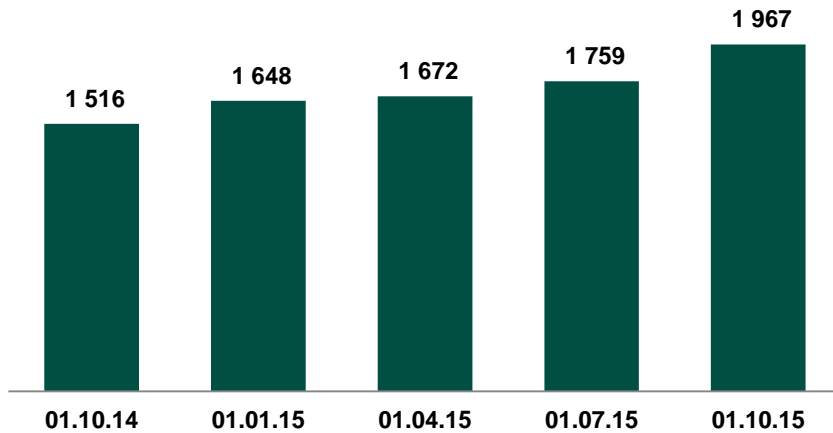
	3Q 2014	4Q 2014	1Q 2015	2Q 2015	3Q 2015
Interest income	291	297	311	326	234
Interest expense	-110	-102	-113	-117	-90
Net interest income before impairment charge	181	194	198	208	143
Impairment charge	5	-38	9	-18	-26
Net interest income	186	156	207	191	118
Fees and commissions income	66	70	65	72	49
Fees and commissions expense	-11	-13	-12	-14	-11
Net gain from financial assets and liabilities at fair value through profit or loss	14	30	6	-4	396
Net realized gain from available-for-sale investment securities	1	-3	-6	-1	1
Net gain on foreign exchange operations	1	5	-1	22	-337
Insurance underwriting income	35	36	28	32	25
Other income	5	12	5	6	14
OTHER NON-INTEREST INCOME	57	80	31	54	99
Operating expenses	-82	-106	-86	-84	-63
Recoveries of provisions/(provisions)	-0	-0	-0	0	-1
Insurance claims incurred, net of reinsurance	-27	-29	-24	-31	-23
NON-INTEREST EXPENSES	-109	-134	-111	-115	-87
INCOME BEFORE INCOME TAX EXPENSE	189	159	180	189	168
Income tax expense	-35	-36	-35	-37	-33
NET INCOME	154	123	145	152	135

Financial Overview of Halyk Bank



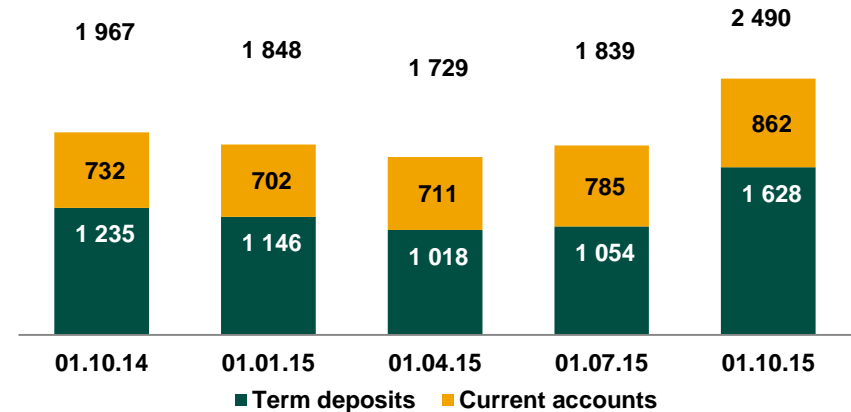
Net Loans

KZT bn



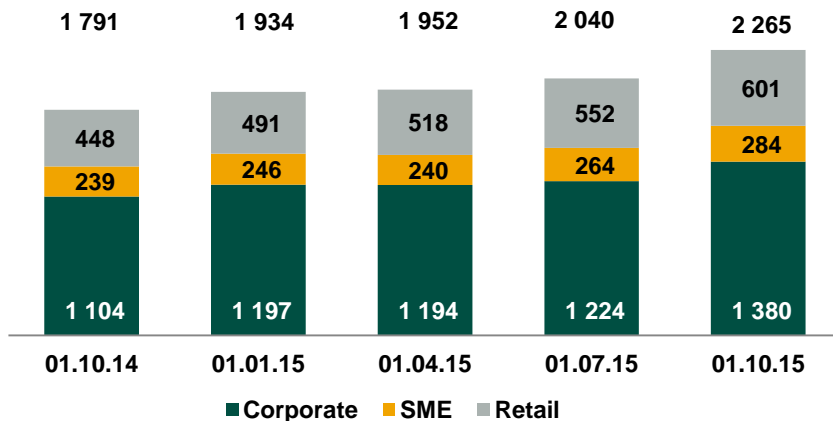
Deposits by Type

KZT bn



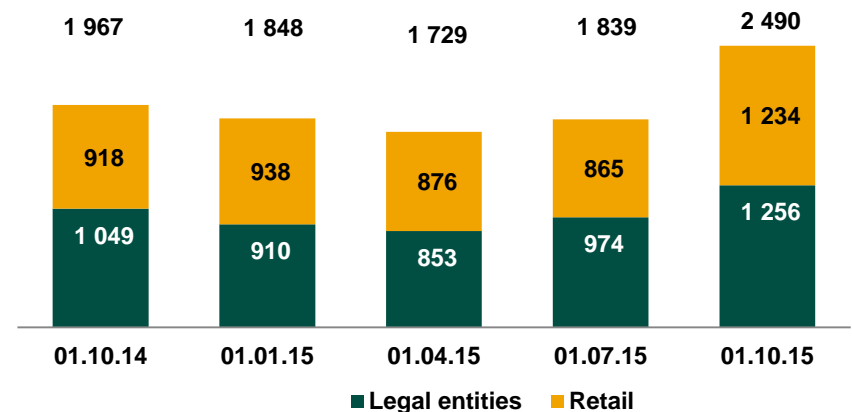
Breakdown of Gross Loans

KZT bn



Deposits by Type of Depositors

KZT bn



Financial Overview of Halyk Bank

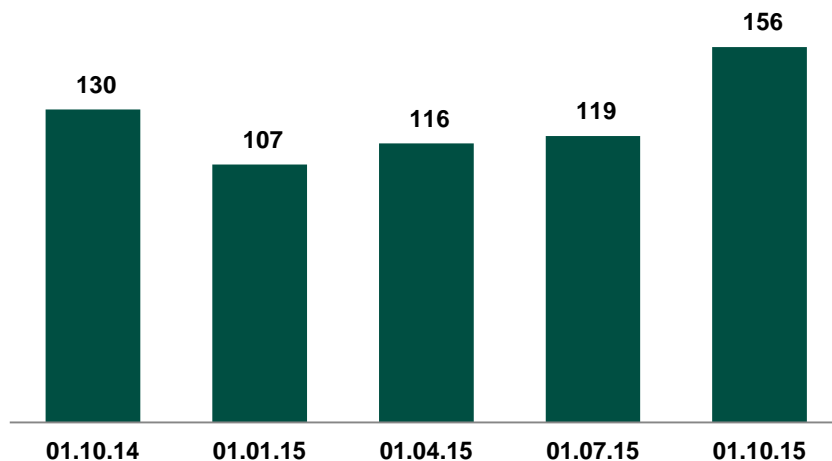


Bonds Outstanding

ISIN (NIN)	Currency	Issue Date	Maturity Date	Tenor, years	Initial Amount	Outstanding Amount, 01.10.2015	Coupon, 01.10.2015
KZ2C00000362 (KZPC7Y10B193)	KZT	02.11.2005	02.11.2015	10	5,000,000,000	4,470,000,000	Float
KZ2C00000370 (KZPC3Y10C018)	KZT	20.04.2006	20.04.2016	10	4,000,000,000	4,000,000,000	Float
KZ2C00000396 (KZP02Y10C592)	KZT	06.11.2008	06.11.2018	10	5,000,000,000	5,000,000,000	13.00%
KZP07Y10C591 (KZ2C00002855)	KZT	18.11.2014	18.11.2024	10	100,000,000,000	100,000,000,000	7.50%
KZP01Y10E855 (KZ2C00003077)	KZT	12.02.2015	12.02.2025	10	131,651,750,000	131,651,750,000	7.50%
XS0298931287 / US40430AAB98	USD	03.05.2007	03.05.2017	10	700,000,000	638,029,000	7.25%
XS0583796973 / US46627JAB08	USD	28.01.2011	28.01.2021	10	500,000,000	500,000,000	7.25%

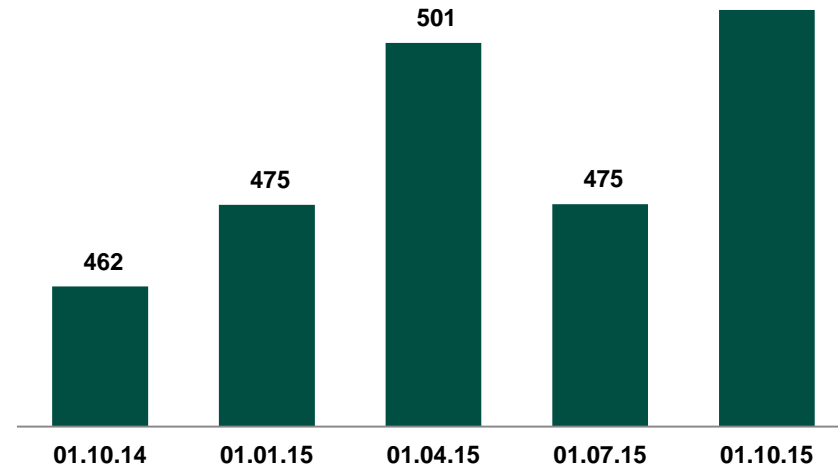
Amounts Due to Credit Institutions

KZT bn



Equity

KZT bn

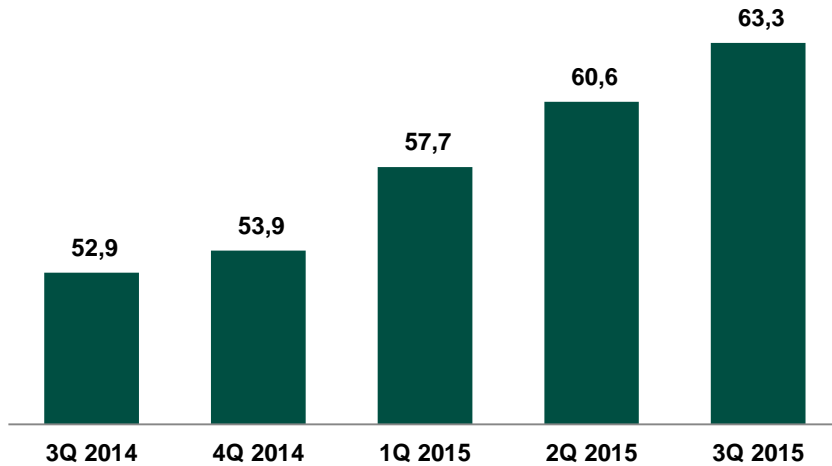


Financial Overview of Halyk Bank



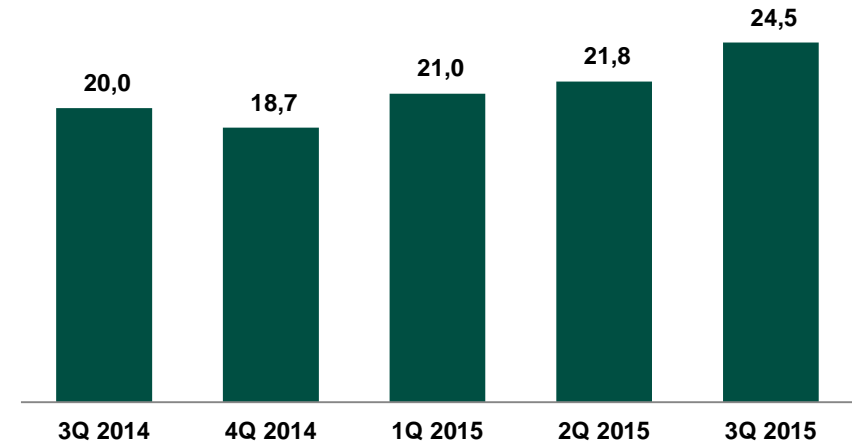
Interest Income

KZT bn



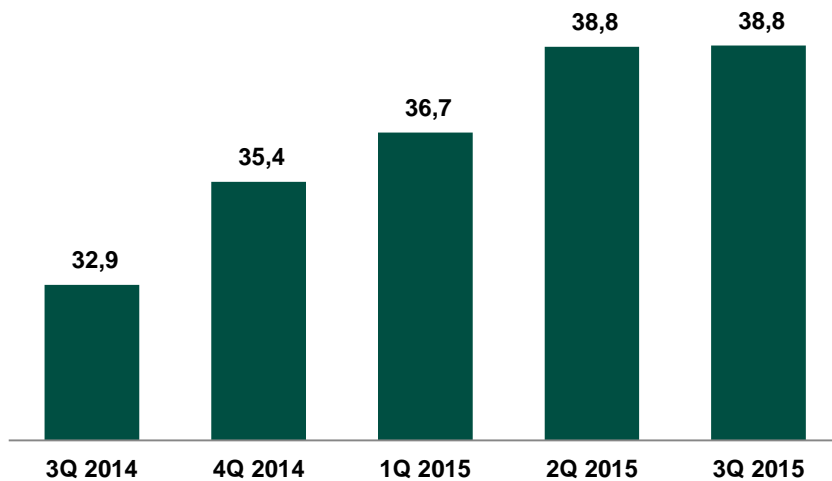
Interest Expense

KZT bn



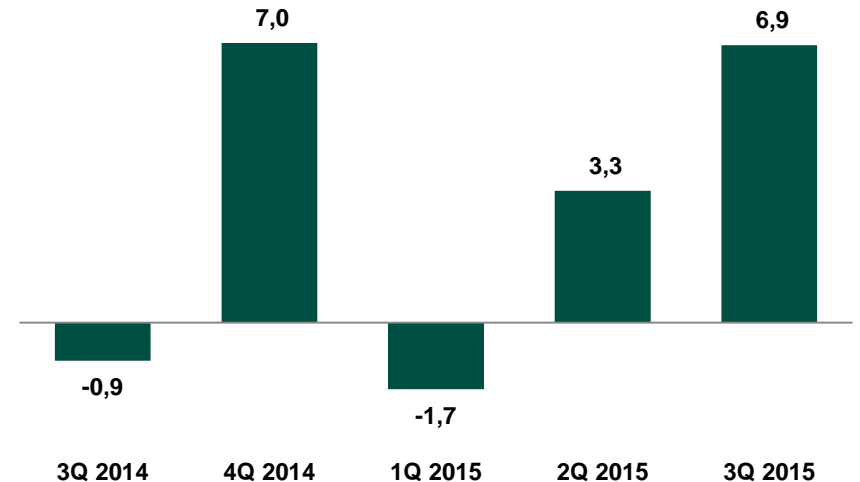
Net Interest Income before Impairment Charge

KZT bn



Impairment Charge

KZT bn



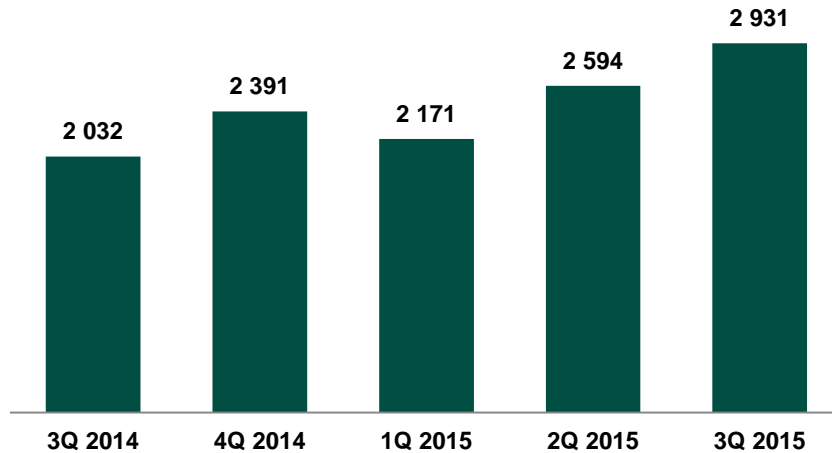
Source: National Bank of Kazakhstan

Financial Overview of Halyk Bank



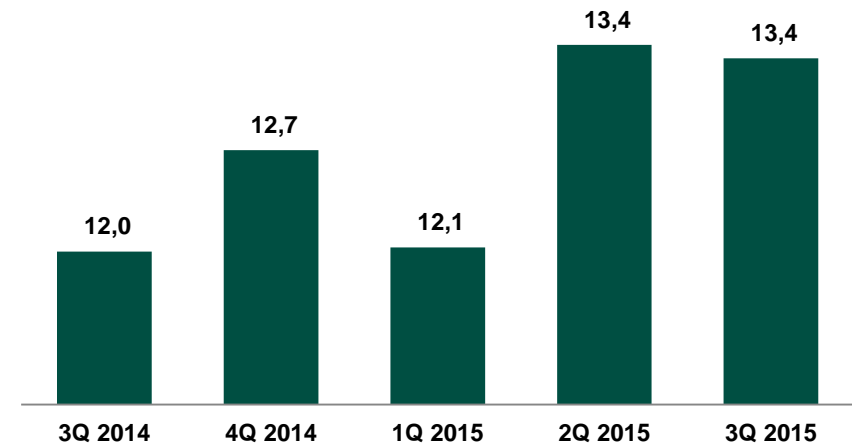
Fee and Commission Expense

KZT bn



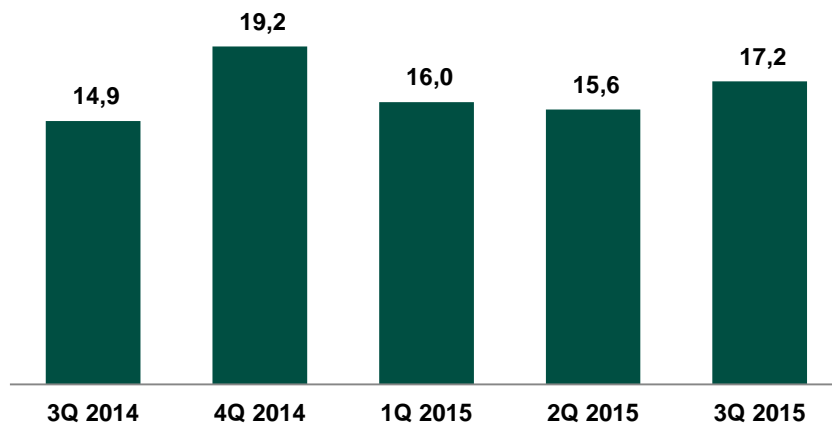
Fee and Commission Income from Transactional Banking

KZT bn



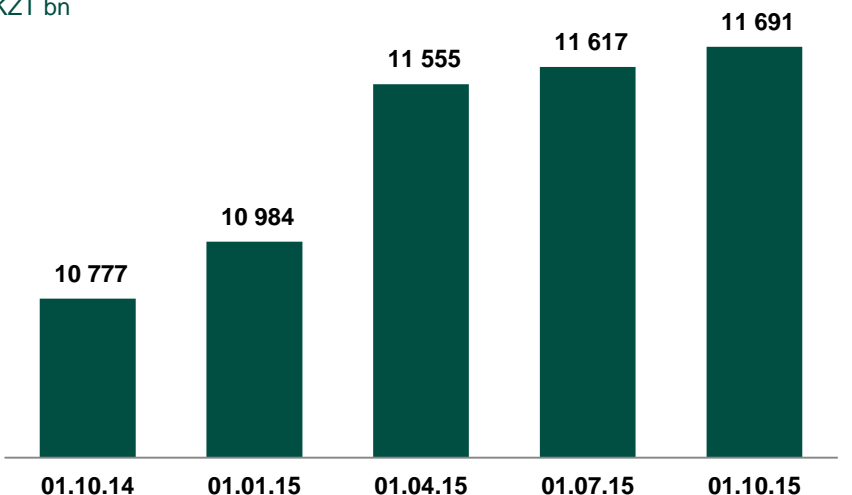
Operating Expenses

KZT bn



FTE (Full Time Employees)

KZT bn

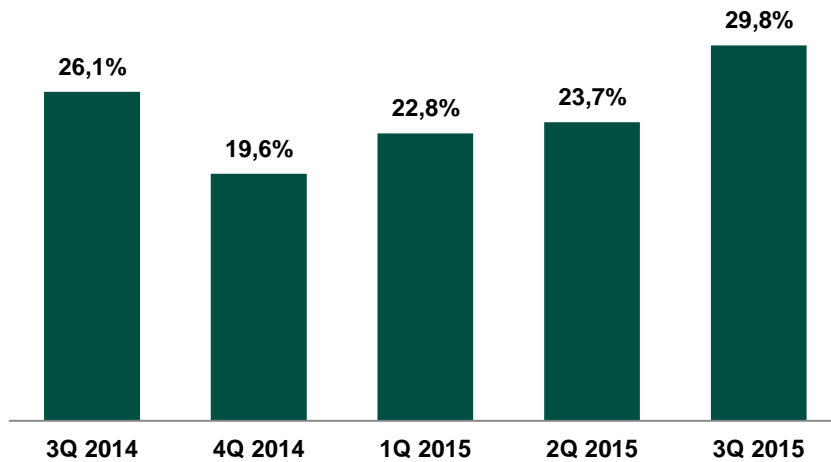


Source: Halyk Bank's Consolidated Financial Statements

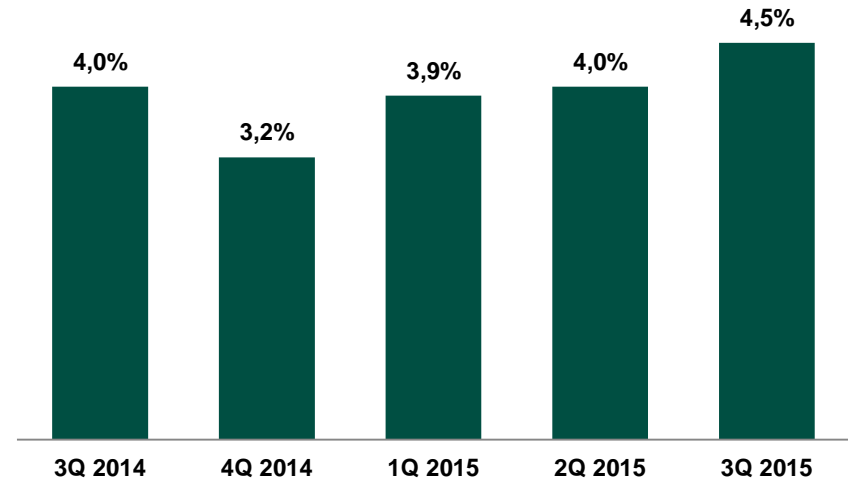
Financial Overview of Halyk Bank



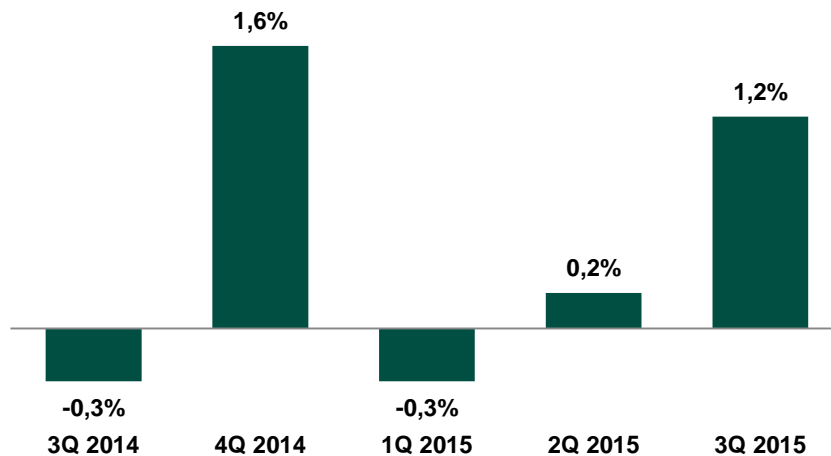
RoAE ⁽¹⁾



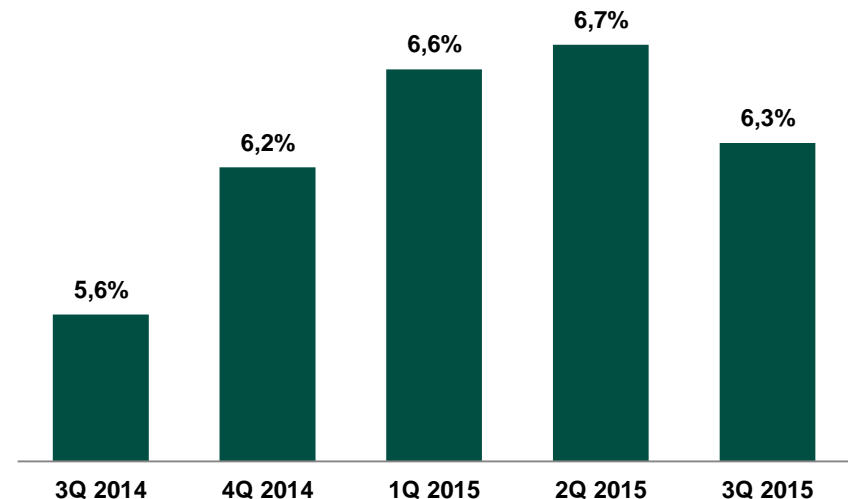
RoAA ⁽¹⁾



Cost of Risk ⁽¹⁾



NIM ⁽¹⁾



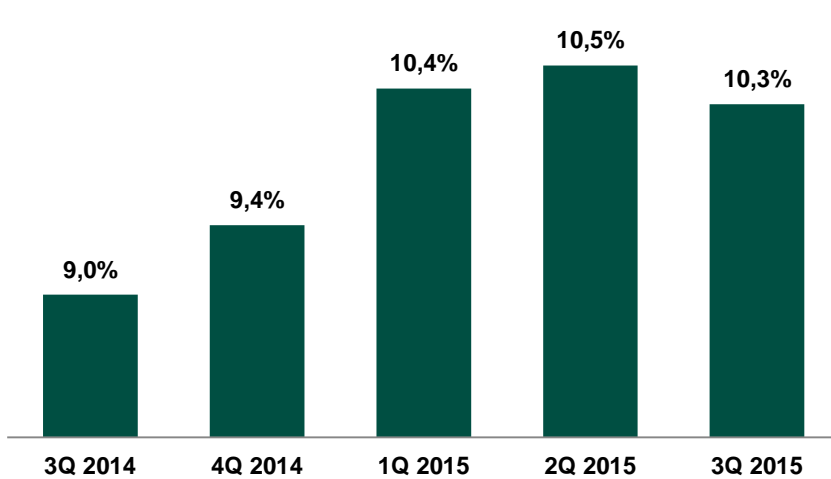
⁽¹⁾ annualised

Source: Halyk Bank's Consolidated Financial Statements

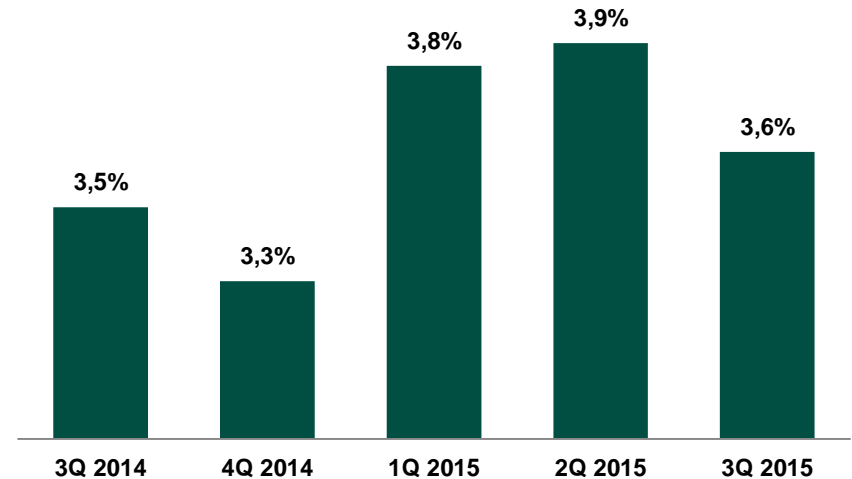
Financial Overview of Halyk Bank



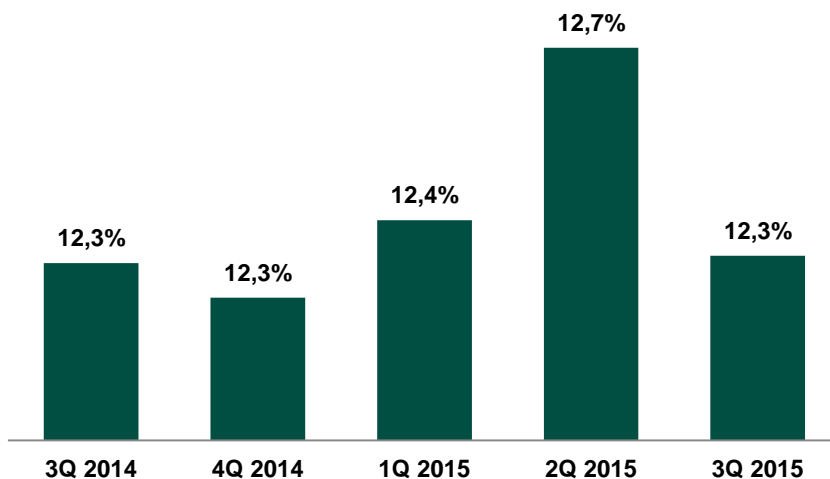
Average Interest Rates on Interest-Earning Assets ⁽¹⁾



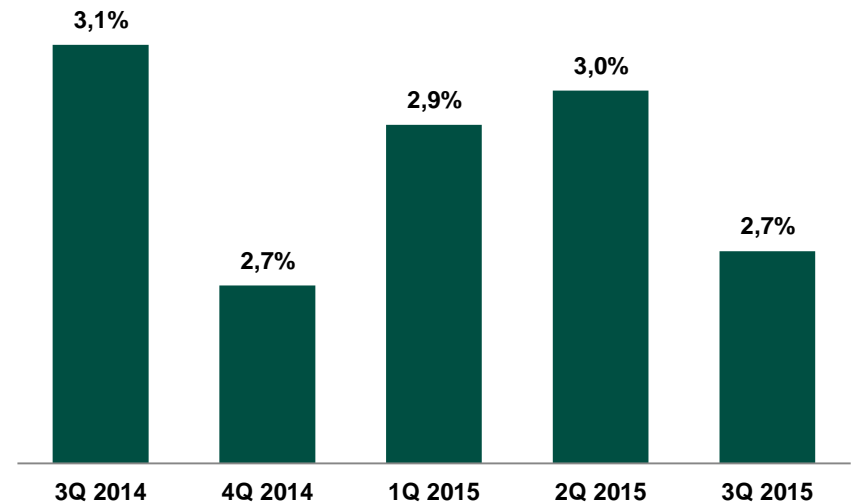
Average Interest Rates on Interest-Bearing Liabilities ⁽¹⁾



Average Interest Rates on Loans ⁽¹⁾



Average Interest Rates on Deposits ⁽¹⁾



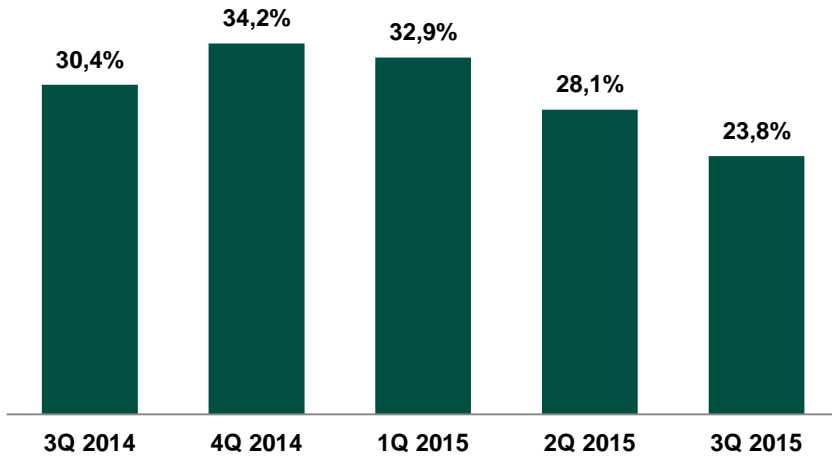
⁽¹⁾ annualised

Source: Halyk Bank's Consolidated Financial Statements

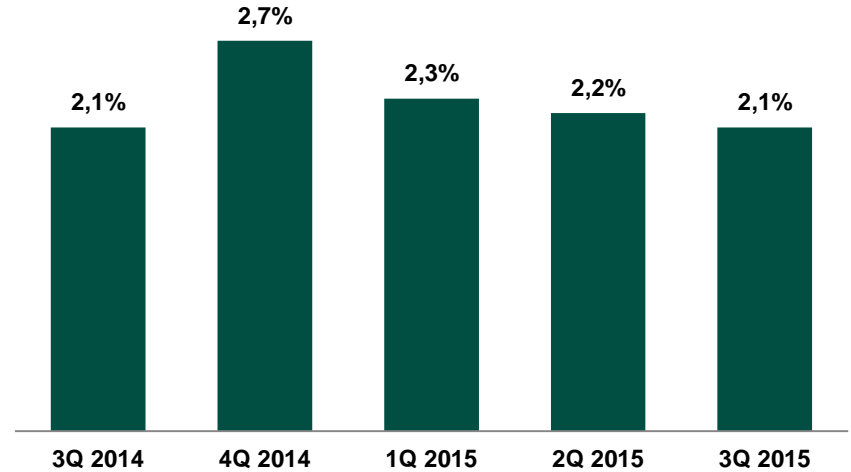
Financial Overview of Halyk Bank



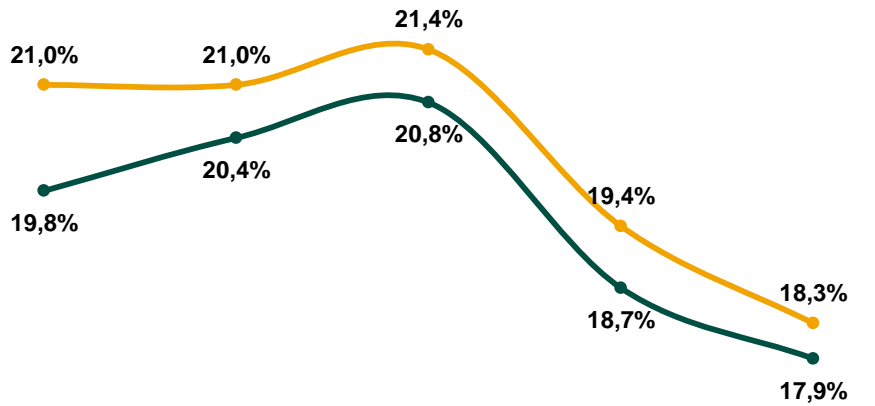
Cost-to-Income



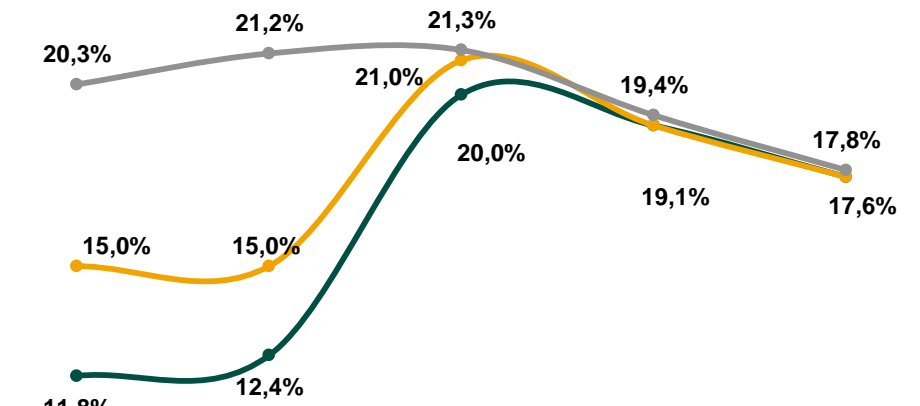
Cost-to-Average Assets ⁽¹⁾



Basel Capital Adequacy Ratios



NBK Capital Adequacy Ratios



● Tier 1 capital adequacy (min 4%) ● Total capital adequacy (min 8%)

● k1-1 (min 5%) ● k1-2 (min 5%) ● k2 (min 10%)

⁽¹⁾ annualised

Source: Halyk Bank's Consolidated Financial Statements, National Bank of Kazakhstan

Disclaimer



Certain information contained in this presentation may include forward-looking statements. Such forward-looking statements are not guarantees of future performance. These statements are based on management's current expectations or beliefs as of the date of this presentation and are subject to a number of factors and uncertainties that could cause actual results to differ materially from those described in the forward-looking statements. The Bank disclaims any intention or obligation to publicly update or revise any forward-looking statements.

Basis of calculation: all figures in this presentation are based on IFRS audited financial statements or financial statements reviewed by auditors unless stated otherwise.