



ANALYST HANDOUT

01.01.2016 – 01.04.2016
quarterly

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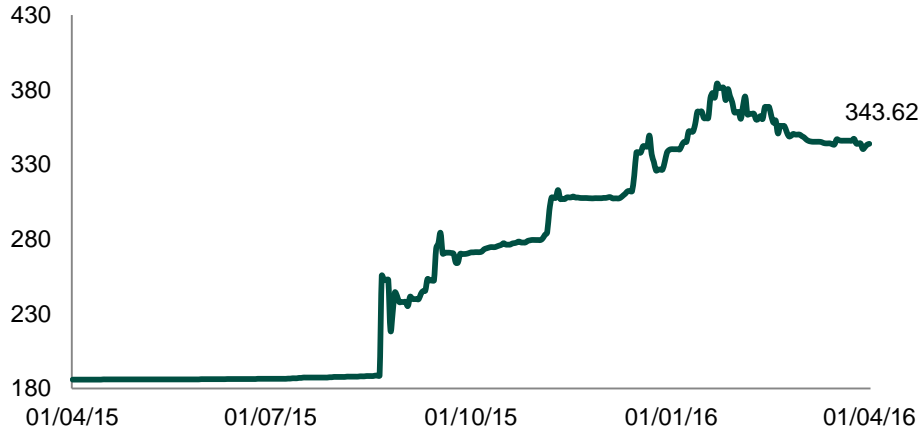


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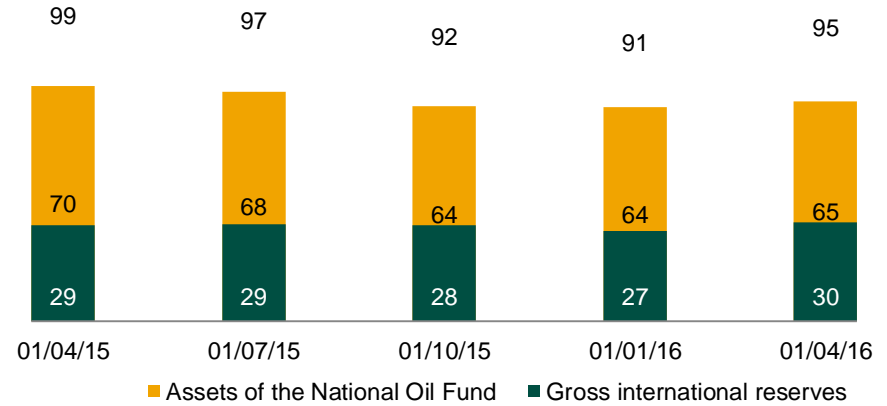
Macroeconomic Data of Kazakhstan

USD/KZT Exchange Rate

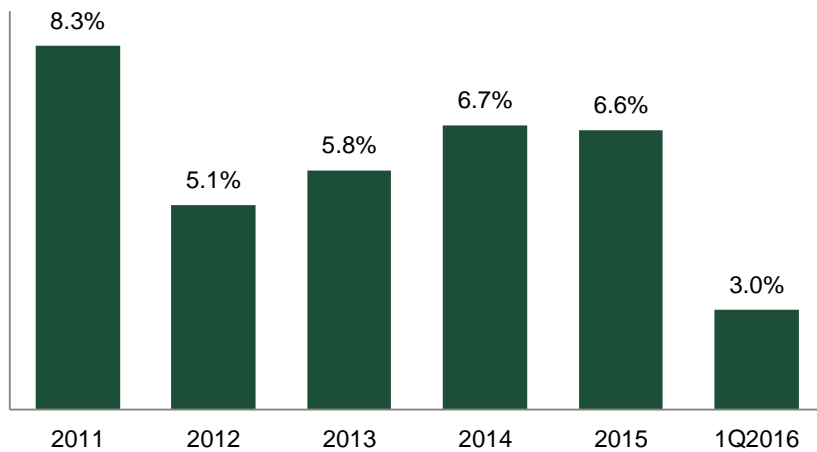


International Reserves

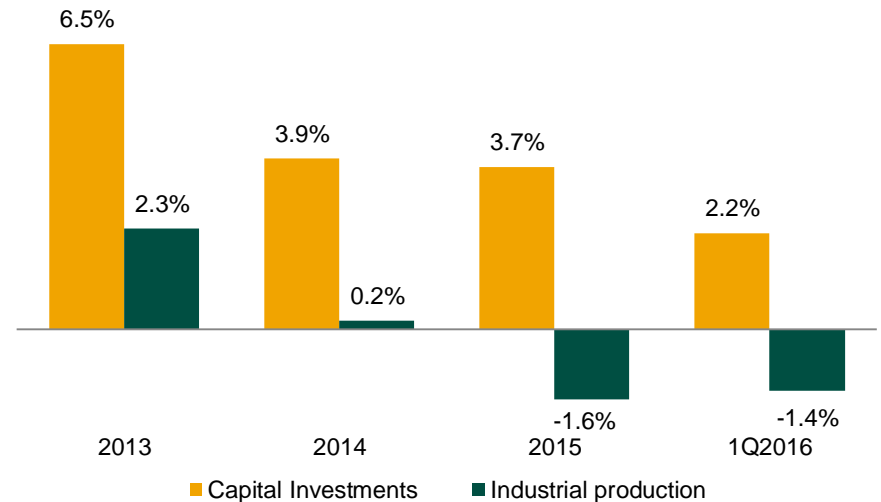
USD bn



Inflation



Selected Macroeconomic Indices

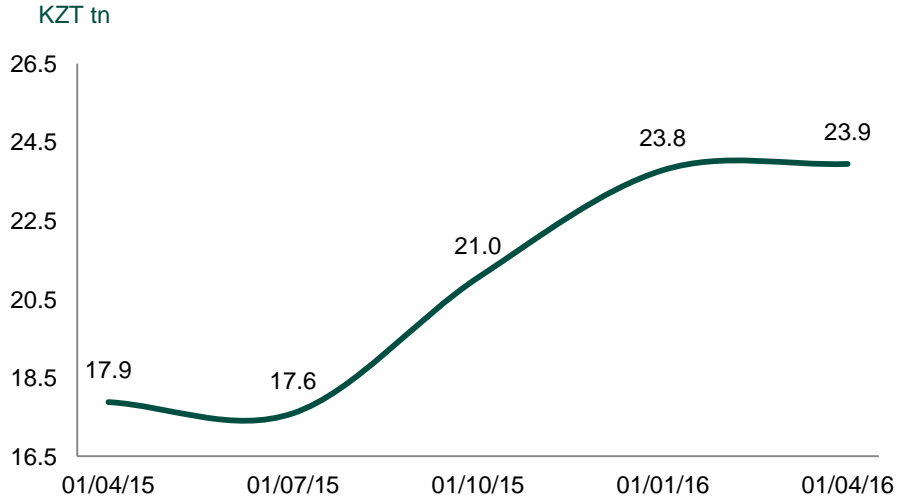


Source: National Bank of Kazakhstan

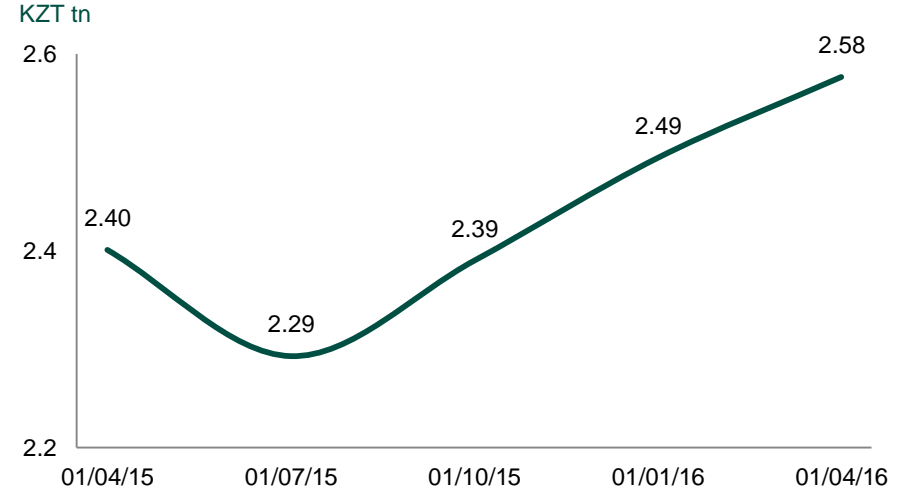


Banking Sector of Kazakhstan

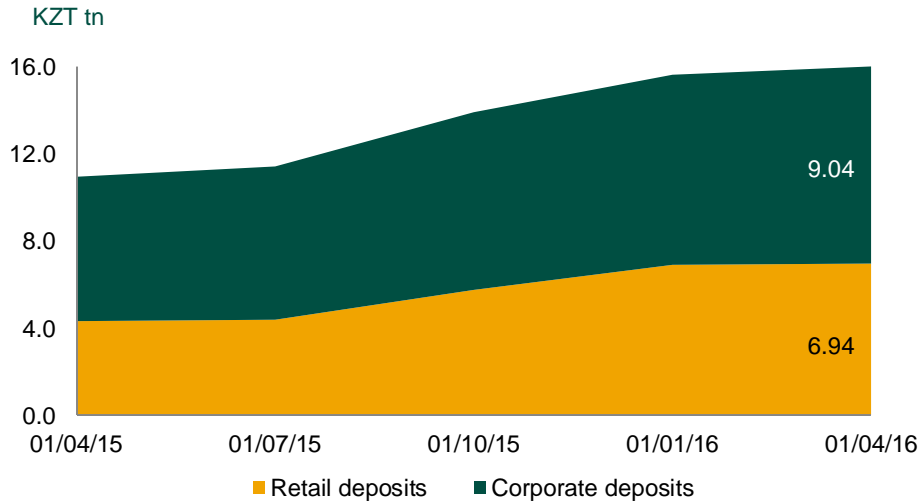
Total Assets



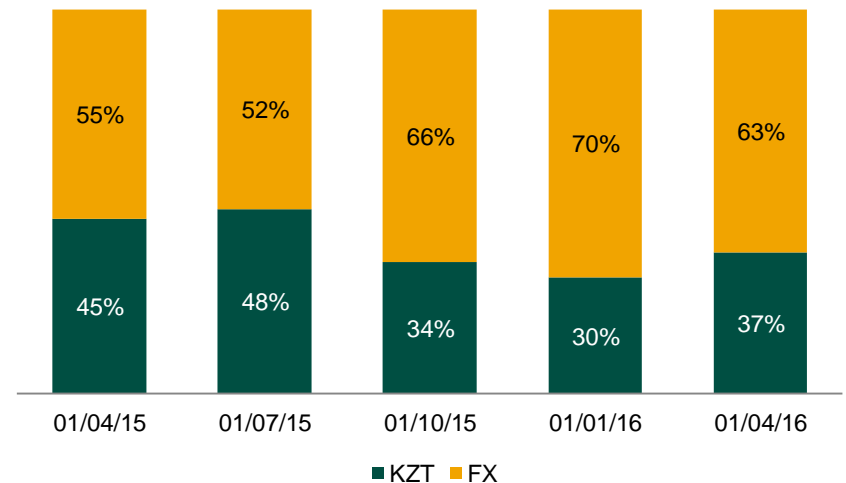
Equity



Total Deposits



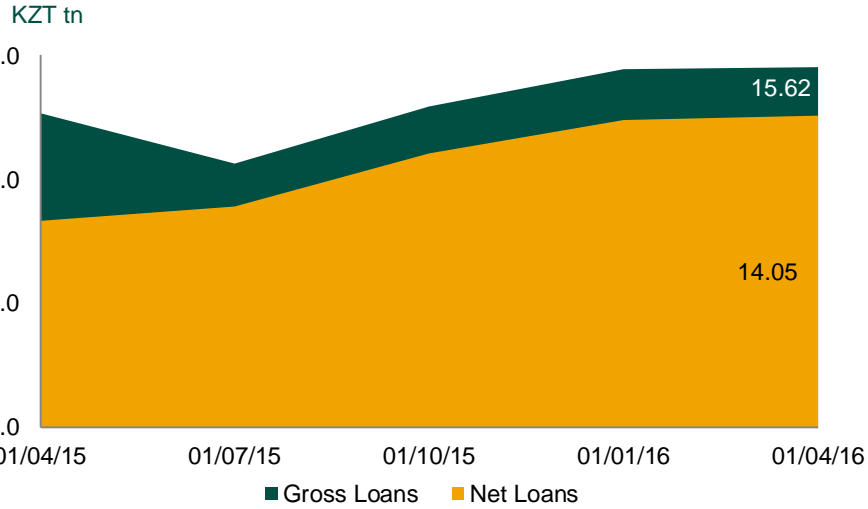
Deposits by Currency



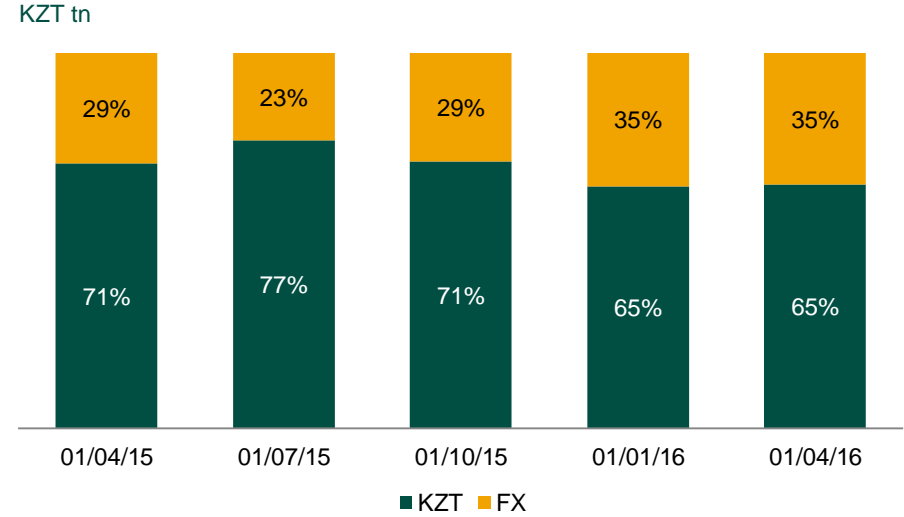


Banking Sector of Kazakhstan

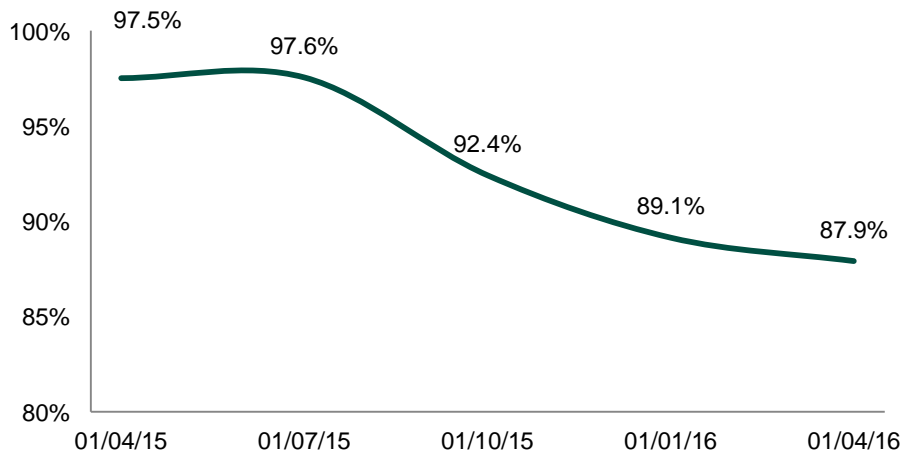
Loan Portfolio



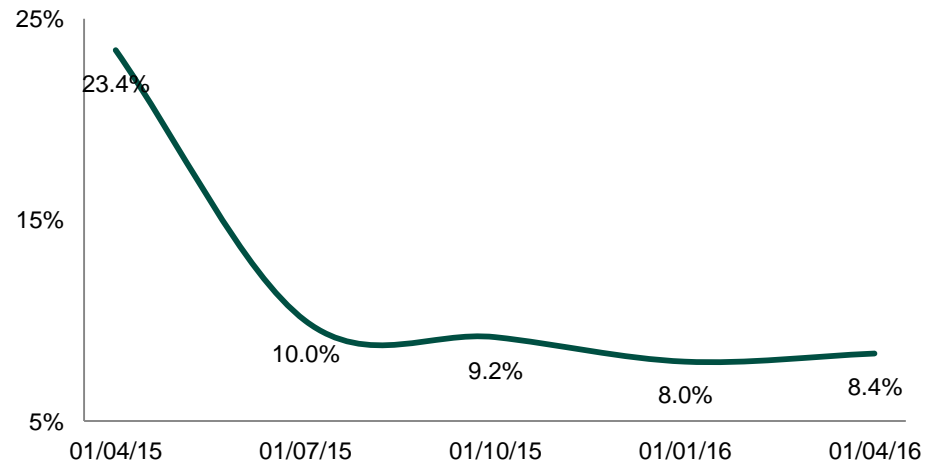
Loans by Currency



Loan to Deposit Ratio



NPLs 90+



Ratings, 01.04.2016



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



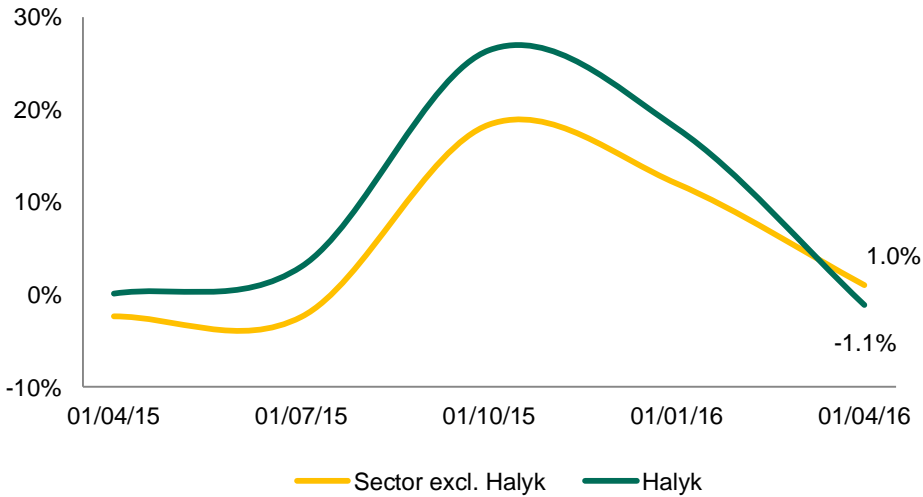
Total Assets, 01.04.2016	Amount, KZT bn	Market share	Total Deposits, 01.04.2016	Amount, KZT bn	Market share	Total Liabilities, 01.04.2016	Amount, KZT bn	Market share
1 АО "КАЗКОММЕРЦБАНК"	5,121.43	21.4%	АО "КАЗКОММЕРЦБАНК"	3,342.34	20.9%	АО "КАЗКОММЕРЦБАНК"	4,664.15	21.8%
2 АО "Народный Банк Казахстана"	4,008.93	16.7%	АО "Народный Банк Казахстана"	2,679.84	16.8%	АО "Народный Банк Казахстана"	3,511.44	16.4%
3 АО "Цеснабанк"	2,008.77	8.4%	АО "Цеснабанк"	1,468.16	9.2%	АО "Цеснабанк"	1,868.85	8.7%
4 ДБ АО "Сбербанк"	1,544.25	6.4%	ДБ АО "Сбербанк"	1,082.61	6.8%	ДБ АО "Сбербанк"	1,401.70	6.6%
5 АО "Банк ЦентрКредит"	1,391.88	5.8%	АО "Банк ЦентрКредит"	1,007.59	6.3%	АО "Банк ЦентрКредит"	1,303.55	6.1%
Gross Loans, 01.04.2016	Amount, KZT bn	Market share	Total Corporate Deposits, 01.04.2016	Amount, KZT bn	Market share	Equity, 01.04.2016	Amount, KZT bn	Market share
1 АО "КАЗКОММЕРЦБАНК"	4,022.66	25.8%	АО "КАЗКОММЕРЦБАНК"	1,937.03	21.4%	АО "Народный Банк Казахстана"	497.49	19.3%
2 АО "Народный Банк Казахстана"	2,203.29	14.1%	АО "Народный Банк Казахстана"	1,214.37	13.4%	АО "КАЗКОММЕРЦБАНК"	457.28	17.7%
3 АО "Цеснабанк"	1,568.06	10.0%	АО "Цеснабанк"	930.89	10.3%	АО "ForteBank"	166.98	6.5%
4 ДБ АО "Сбербанк"	1,077.35	6.9%	ДБ АО "Сбербанк"	578.17	6.4%	ДБ АО "Сбербанк"	142.55	5.5%
5 АО "Банк ЦентрКредит"	927.05	5.9%	АО "АТФБанк"	548.41	6.1%	АО "Цеснабанк"	139.92	5.4%
Net Loans, 01.04.2016	Amount, KZT bn	Market share	Total Retail Deposits, 01.04.2016	Amount, KZT bn	Market share	Net Income, 3Q 2015	Amount, KZT bn	Market share
1 АО "КАЗКОММЕРЦБАНК"	3,513.82	25.0%	АО "Народный Банк Казахстана"	1,465.48	21.1%	АО "КАЗКОММЕРЦБАНК"	31.66	30.9%
2 АО "Народный Банк Казахстана"	1,903.90	13.5%	АО "КАЗКОММЕРЦБАНК"	1,405.31	20.2%	АО "Народный Банк Казахстана"	15.09	14.7%
3 АО "Цеснабанк"	1,463.53	10.4%	АО "KASPI BANK"	620.81	8.9%	АО "Ситибанк Казахстан"	7.98	7.8%
4 ДБ АО "Сбербанк"	988.67	7.0%	АО "Цеснабанк"	537.27	7.7%	АО "KASPI BANK"	7.57	7.4%
5 АО "Банк ЦентрКредит"	822.03	5.8%	АО "Банк ЦентрКредит"	512.21	7.4%	АО "ДБ "АЛЬФА-БАНК"	7.43	7.3%

Source: National Bank of Kazakhstan, unconsolidated, KAS

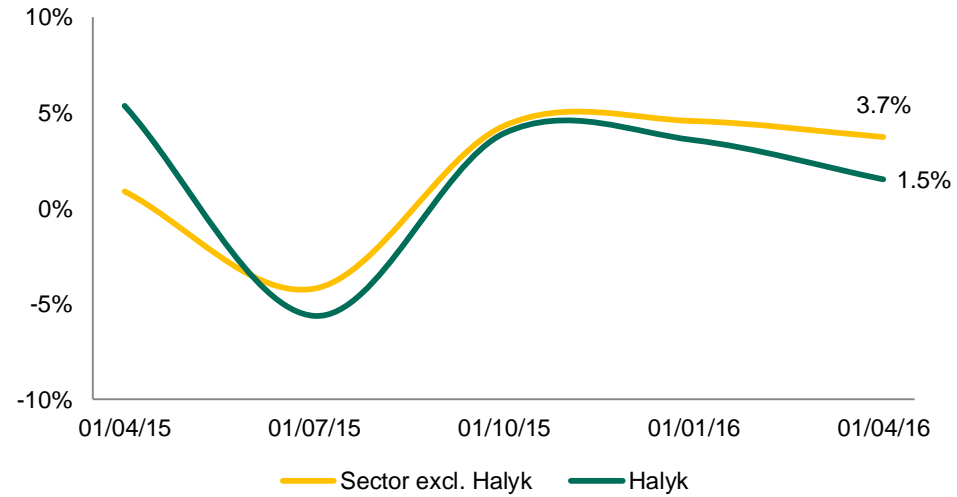


Halyk Bank vs. Sector

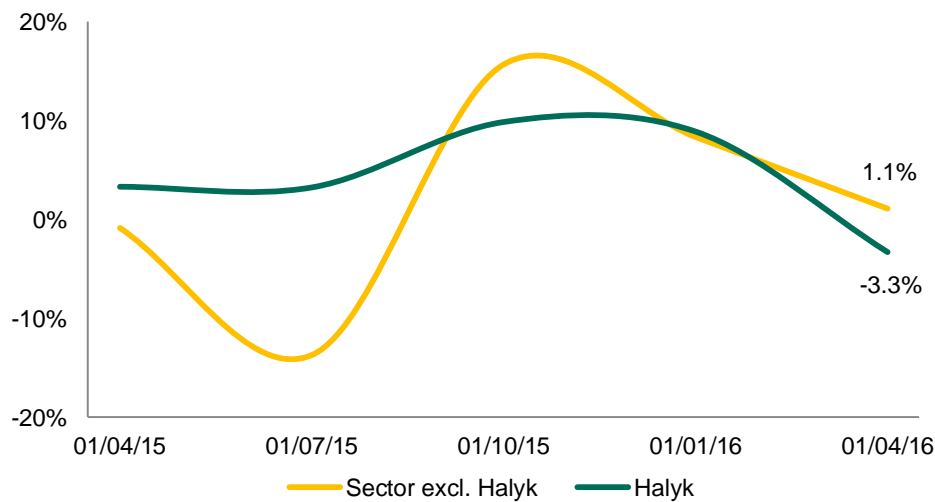
Growth Rate of Total Assets



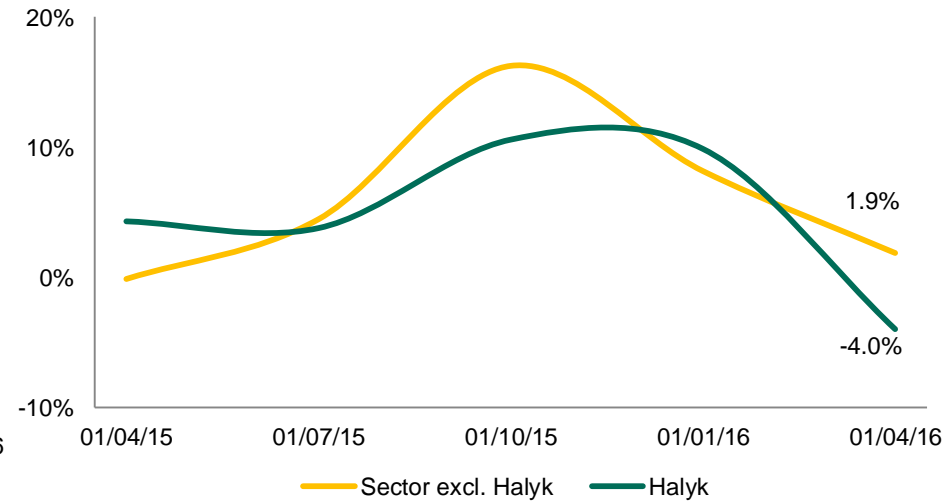
Growth Rate of Equity



Growth Rate of Gross Loans



Growth Rate of Net Loans

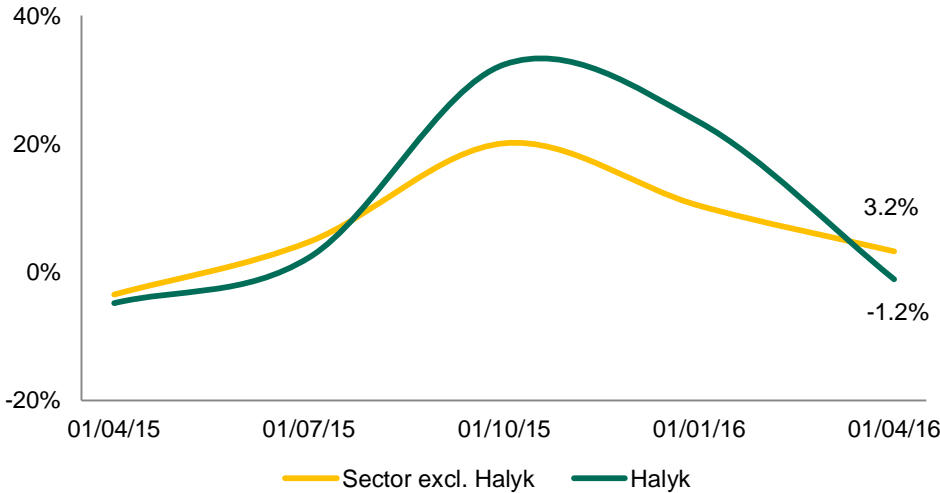


Source: National Bank of Kazakhstan, unconsolidated, KAS

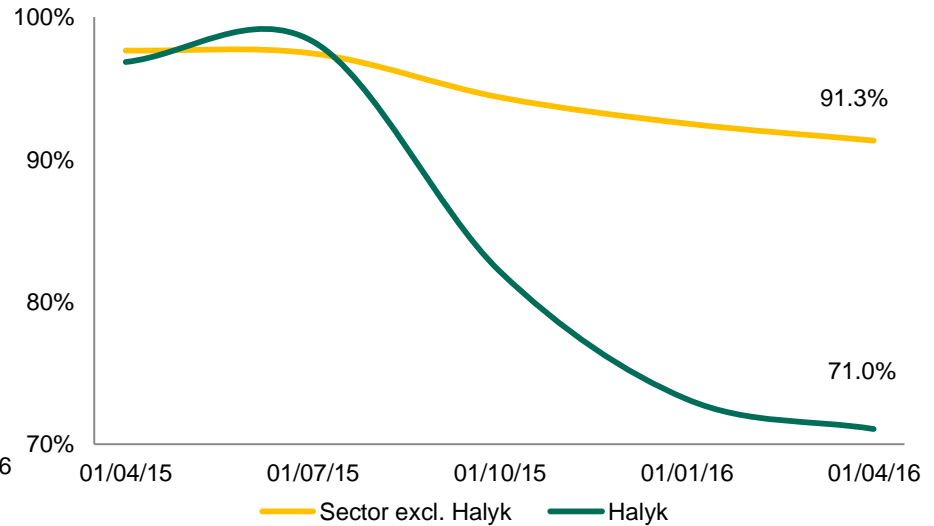


Halyk Bank vs. Sector

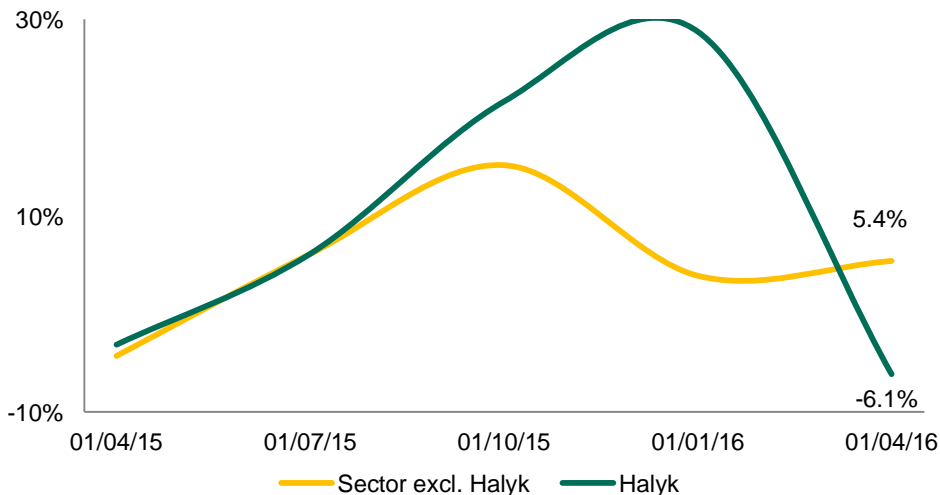
Growth Rate of Total Deposits



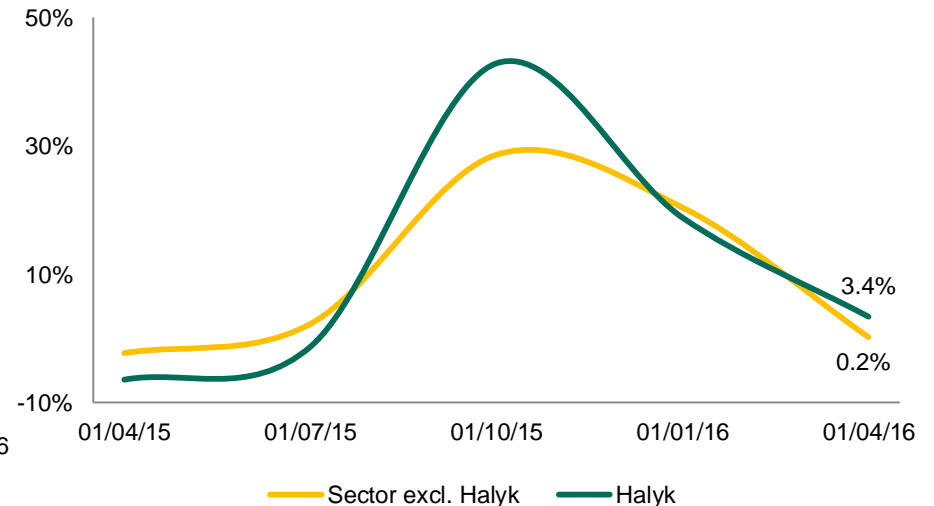
Loan to Deposit Ratio



Growth Rate of Corporate Deposits



Growth Rate of Retail Deposits

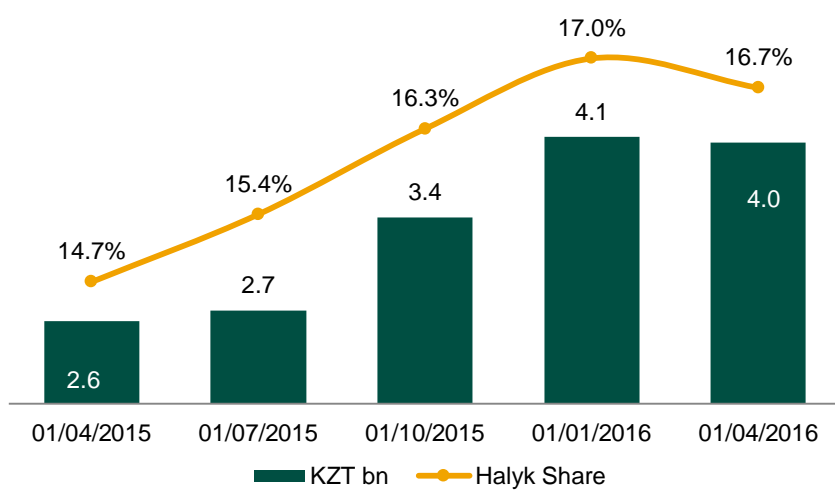


Source: National Bank of Kazakhstan, unconsolidated, KAS

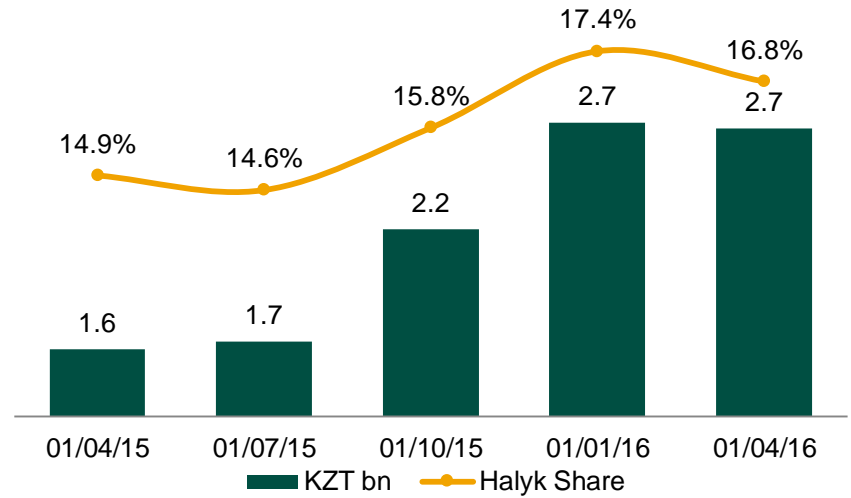


Market Position of Halyk Bank

Total Assets

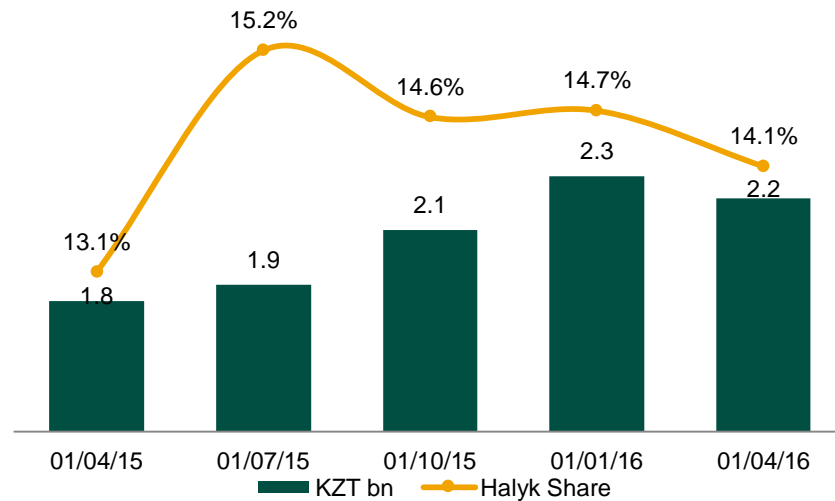


Total Deposits ⁽¹⁾

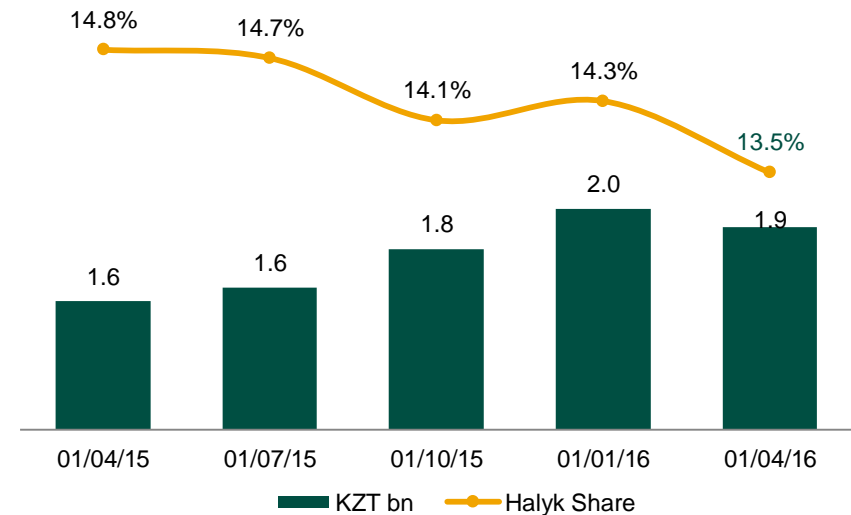


⁽¹⁾ excluding SPV deposits

Gross Loans



Net Loans

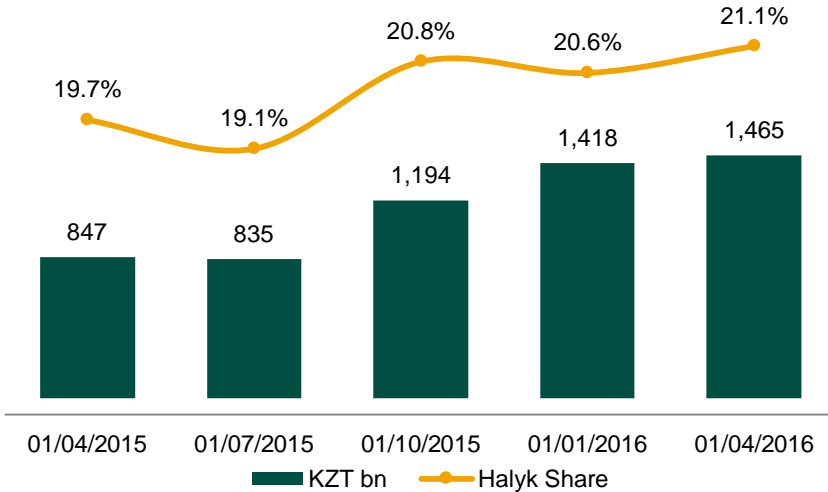


Source: National Bank of Kazakhstan, unconsolidated, KAS

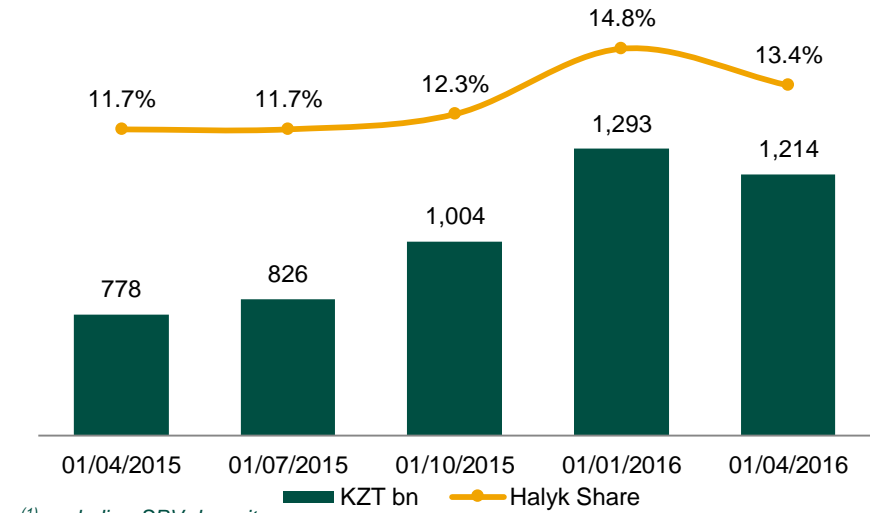
Market Position of Halyk Bank



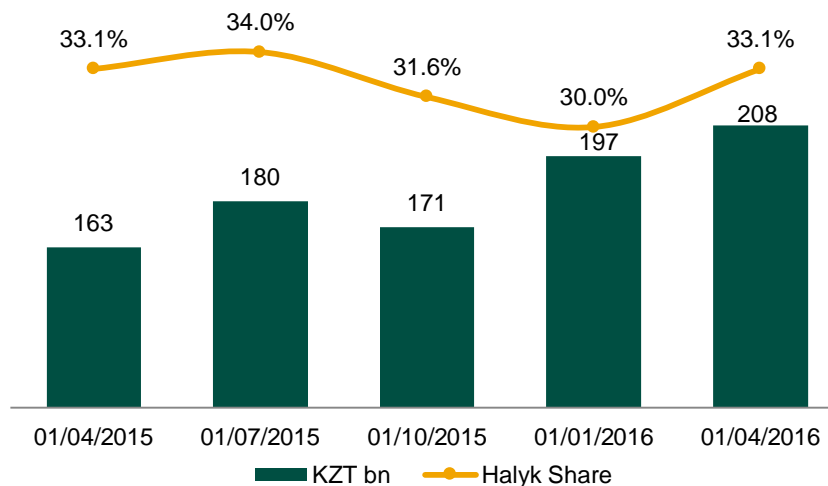
Total Retail Deposits



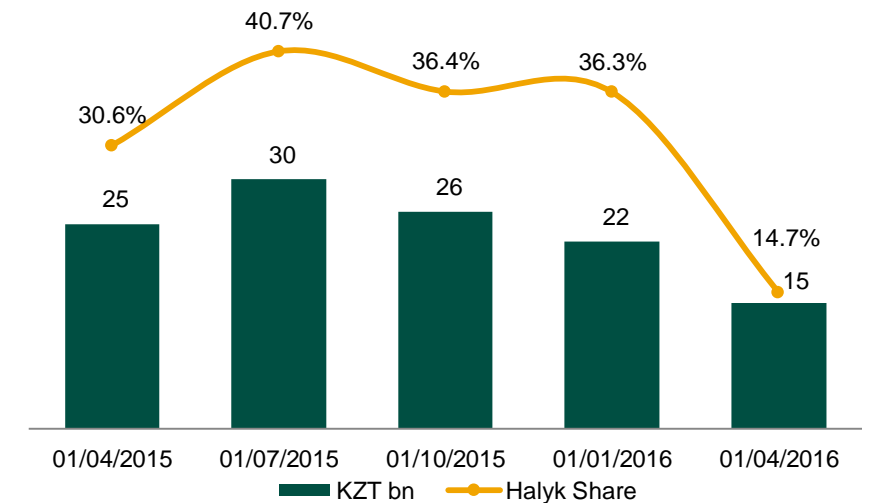
Total Corporate Deposits ⁽¹⁾



Retail Current Accounts



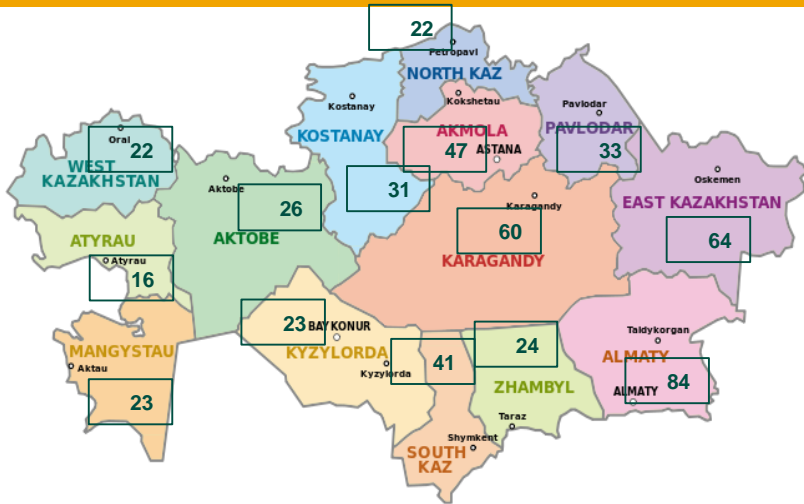
Net Income



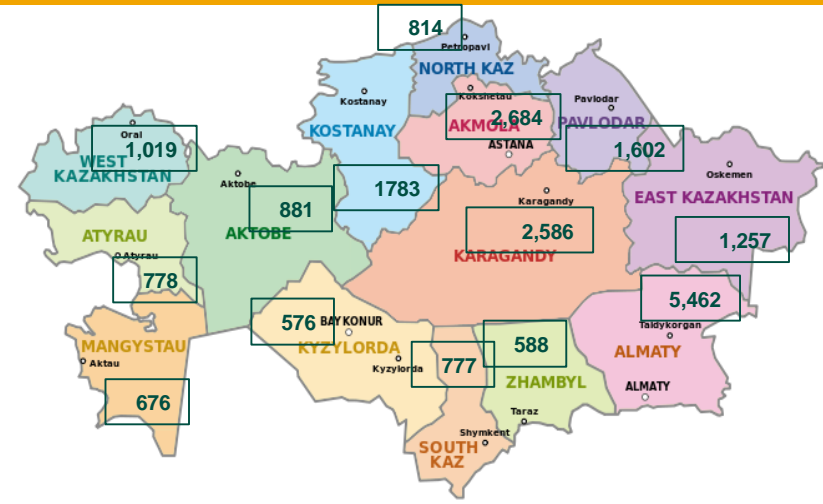


Market Penetration of Halyk Bank

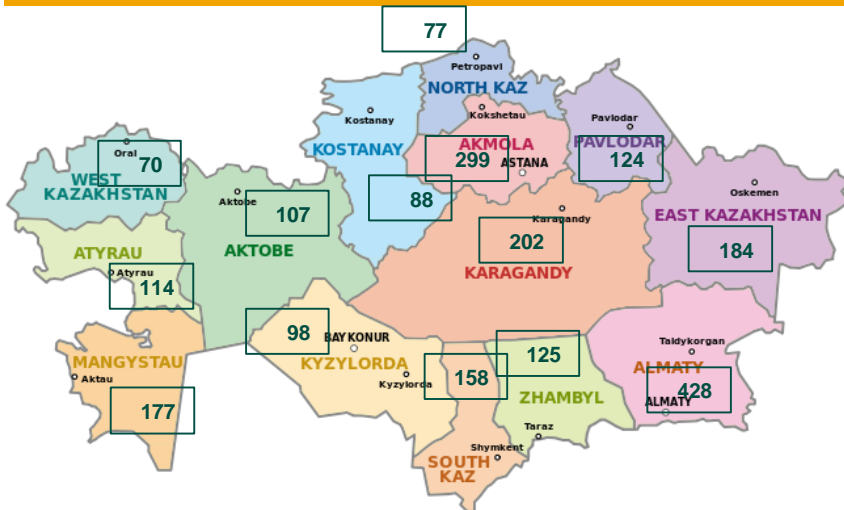
Outlets (total - 516), 01.04.2016



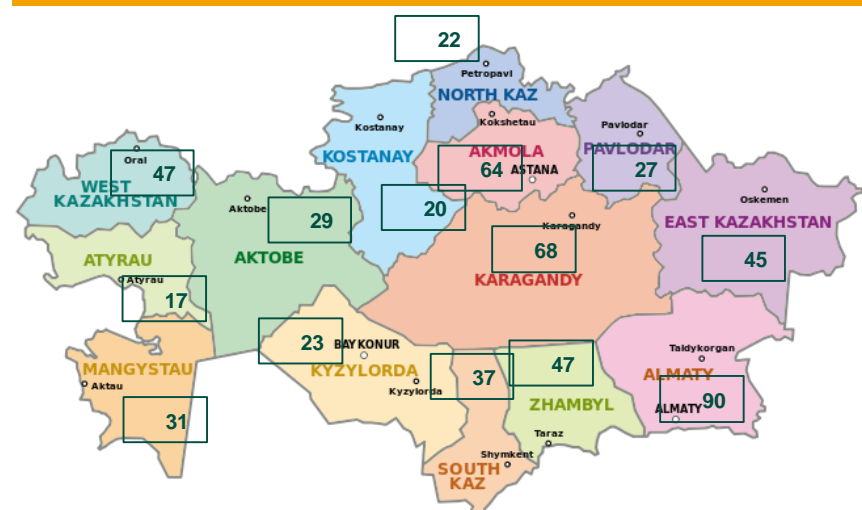
POS-terminals (total - 21 483), 01.04.2016



ATMs (total - 2 251), 01.04.2016



Multikiosks (total - 561), 01.04.2016



Shareholder Structure of Halyk Bank, 01.04.2016



№	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	6.6%	-	0.0%
3	Held through GDR program	1,836,282,320	16.8%	1,836,282,320	16.8%	-	0.0%
4	Other	353,126,691	3.2%	353,080,772	3.2%	45,919	0.2%
5	Total outstanding (on consolidated basis)	10,929,839,825	100.0%	10,909,026,338	100.0%	20,813,487	100.0%

Board of Directors and Management Board



Board of Directors of Halyk Bank, 01.04.2016

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, 01.04.2016

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)

	01.04.2015	01.07.2015	01.10.2015	01.01.2016	01.04.2016
ASSETS	2,787,304	2,955,475	3,792,718	4,454,938	4,387,262
Cash and cash equivalents	517,112	620,350	1,020,355	1,404,680	1,385,336
Obligatory reserves	48,146	41,290	56,425	68,389	64,826
Financial assets at fair value through profit or loss	15,869	11,129	123,677	177,070	176,503
Amounts due from credit institutions	44,271	46,264	44,035	44,993	37,951
Available-for-sale investment securities	335,270	307,520	379,026	378,520	340,857
Investments held to maturity	-	-	-	-	43,031
Precious metals	1,449	1,453	2,050	2,436	2,850
Loans to customers	1,671,765	1,758,560	1,967,181	2,176,069	2,117,483
Property and equipment	79,586	90,893	23,162	82,462	86,942
Assets held for sale	11,608	8,779	11,442	11,405	11,484
Goodwill	4,954	4,954	4,954	4,954	4,954
Intangible assets	8,342	7,958	8,628	8,659	8,578
Insurance assets	23,132	29,371	27,090	23,857	29,704
Other assets	15,890	17,080	35,551	18,766	22,549

Balance Sheet (USD mln)

	01.04.2015	01.07.2015	01.10.2015	01.01.2016	01.04.2016
ASSETS	15,014	15,873	14,001	13,102	12,768
Cash and cash equivalents	2,785	3,332	3,767	4,131	4,032
Obligatory reserves	259	222	208	201	189
Financial assets at fair value through profit or loss	85	60	457	521	514
Amounts due from credit institutions	238	248	163	132	110
Available-for-sale investment securities	1,806	1,652	1,399	1,113	992
Investments held to maturity	-	-	-	-	125
Precious metals	8	8	8	7	8
Loans to customers	9,005	9,444	7,262	6,400	6,162
Property and equipment	429	488	86	243	253
Assets held for sale	63	47	42	34	33
Goodwill	27	27	18	15	14
Intangible assets	45	43	32	25	25
Insurance assets	125	158	100	70	86
Other assets	86	92	131	55	66

Financial Overview of Halyk Bank



Balance Sheet (KZT mln)

	01.04.2015	01.07.2015	01.10.2015	01.01.2016	01.04.2016
LIABILITIES AND EQUITY	2,787,304	2,955,475	3,792,718	4,454,559	4,387,262
Amounts due to customers	1,728,948	1,839,855	2,489,658	3,043,731	2,971,221
Amounts due to credit institutions	115,991	119,063	156,067	168,258	144,835
Financial liabilities at fair value through profit or loss	2,532	73	7,944	5,593	3,296
Debt securities issued	365,902	439,822	528,022	597,525	600,984
Provisions	419	387	767	982	1,132
Deferred tax liability	10,467	10,601	30,214	37,362	36,071
Insurance liabilities	44,514	53,496	53,450	50,983	60,953
Other liabilities	17,636	16,887	20,448	20,576	26,865
Total liabilities	2,286,409	2,480,184	3,286,570	3,925,010	3,845,357
Share capital	143,695	143,695	143,695	143,695	143,695
Share premium reserve	1,442	2,075	2,055	2,039	2,054
Treasury shares	(78,994)	(101,975)	(103,174)	(103,175)	-103,196
Retained earnings and other reserves	434,752	431,496	463,572	487,369	499,352
Non-controlling interest	-	-	-	-	-
Total equity	500,895	475,291	506,148	529,928	541,905

Balance Sheet (USD mln)

	01.04.2015	01.07.2015	01.10.2015	01.01.2016	01.04.2016
LIABILITIES AND EQUITY	15,014	15,873	14,001	13,101	12,768
Amounts due to customers	9,313	9,881	9,191	8,952	8,647
Amounts due to credit institutions	625	639	576	495	421
Financial liabilities at fair value through profit or loss	14	0	29	16	10
Debt securities issued	1,971	2,362	1,949	1,757	1,749
Provisions	2	2	3	3	3
Deferred tax liability	56	57	112	110	105
Insurance liabilities	240	287	197	150	177
Other liabilities	95	91	75	59	78
Total liabilities	12,316	13,320	12,132	11,543	11,191
Share capital	774	772	530	423	418
Share premium reserve	8	11	8	6	6
Treasury shares	(425)	(548)	381	(303)	(300)
Retained earnings and other reserves	2,342	2,317	1,711	1,433	1,453
Non-controlling interest	-	-	-	-	-
Total equity	2,698	2,553	1,868	1,559	1,577

Financial Overview of Halyk Bank



Income Statement (KZT mln)

	1Q 2015	2Q 2015	3Q 2015	4Q 2015	1Q 2016
Interest income	57,665	60,621	63,302	73,268	73,261
Interest expense	(20,990)	(21,807)	(24,455)	(37,300)	(41,961)
Net interest income before impairment charge	36,675	38,814	38,847	35,968	31,300
Impairment charge	1,662	(3,287)	(6,916)	(3,576)	(4,504)
Net interest income	38,337	35,527	31,931	32,392	26,796
Fees and commissions income	12,070	13,446	13,356	14,436	13,456
Fees and commissions expense	(2,171)	(2,594)	(2,931)	(3,141)	(3,203)
Net gain from financial assets and liabilities at fair value through profit or loss	1,098	(831)	107,186	84,871	2,994
Net realized gain from available-for-sale investment securities	(1,204)	(97)	375	674	227
Net gain on foreign exchange operations	(236)	4,012	(91,242)	(73,556)	(443)
Insurance underwriting income	5,208	5,957	6,780	7,629	4,885
Other income	918	1,052	3,691	3,376	930
OTHER NON-INTEREST INCOME	5,784	10,093	26,790	22,994	8,593
Operating expenses	(16,008)	(15,577)	(17,179)	(22,041)	(17,558)
Recoveries of provisions/(provisions)	(49)	51	(236)	(125)	(110)
Insurance claims incurred, net of reinsurance	(4,503)	(5,833)	(6,205)	(6,252)	(4,809)
NON-INTEREST EXPENSES	(20,560)	(21,359)	(23,620)	(28,418)	(22,477)
INCOME BEFORE INCOME TAX EXPENSE	(33,460)	35,113	45,526	38,263	23,165
Income tax expense	(6,488)	(6,808)	(8,828)	(9,926)	(4,874)
NET INCOME	26,972	28,305	36,698	28,337	18,291

Income Statement (USD mln)

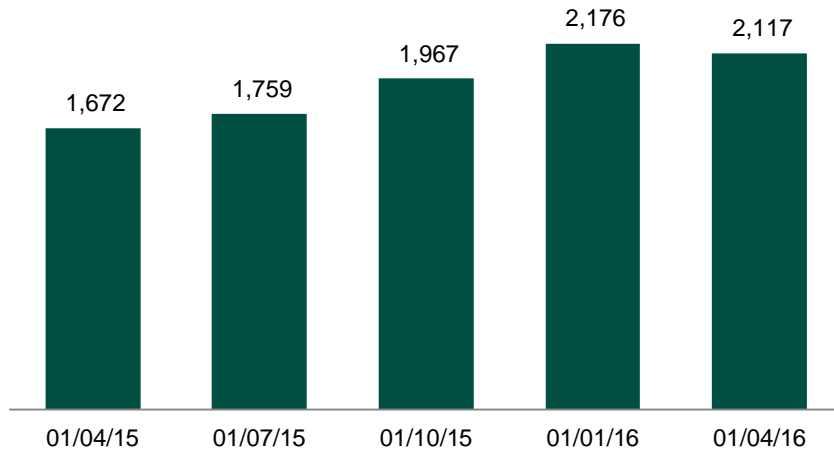
	1Q 2015	2Q 2015	3Q 2015	4Q 2015	1Q 2016
Interest income	311	326	234	215	213
Interest expense	(113)	(117)	(90)	(110)	(122)
Net interest income before impairment charge	198	208	143	106	91
Impairment charge	9	(18)	(26)	(11)	(13)
Net interest income	207	191	118	95	78
Fees and commissions income	65	72	49	42	39
Fees and commissions expense	(12)	(14)	(11)	(9)	(9)
Net gain from financial assets and liabilities at fair value through profit or loss	6	(4)	396	250	9
Net realized gain from available-for-sale investment securities	(6)	(1)	1	2	1
Net gain on foreign exchange operations	(1)	22	(337)	(216)	(1)
Insurance underwriting income	28	32	25	22	14
Other income	5	6	14	10	3
OTHER NON-INTEREST INCOME	31	54	99	68	25
Operating expenses	(86)	(84)	(63)	(65)	(51)
Recoveries of provisions/(provisions)	(0)	0	(1)	(0)	(0)
Insurance claims incurred, net of reinsurance	(24)	(31)	(23)	(18)	(14)
NON-INTEREST EXPENSES	(111)	(115)	(87)	(84)	(65)
INCOME BEFORE INCOME TAX EXPENSE	180	189	168	113	67
Income tax expense	(35)	(37)	(33)	(29)	(14)
NET INCOME	145	152	135	83	53

Financial Overview of Halyk Bank



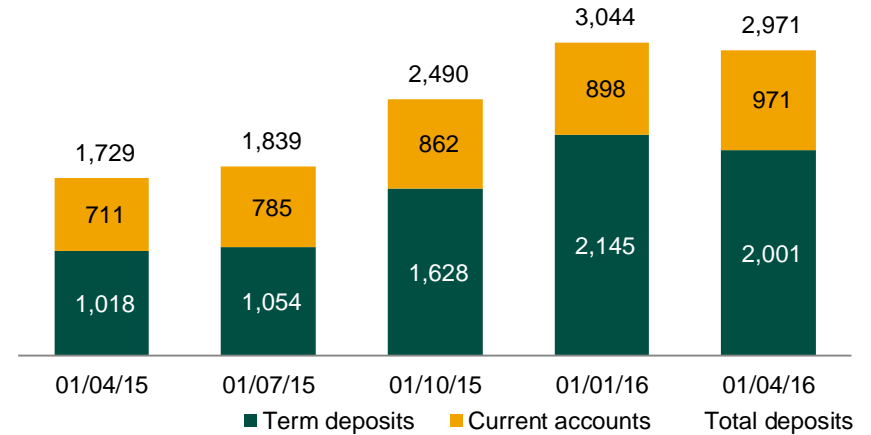
Net Loans

KZT bn



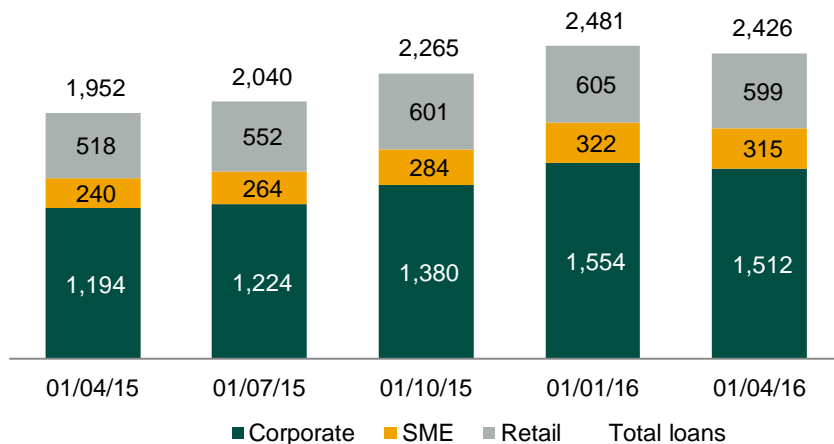
Deposits by Type

KZT bn



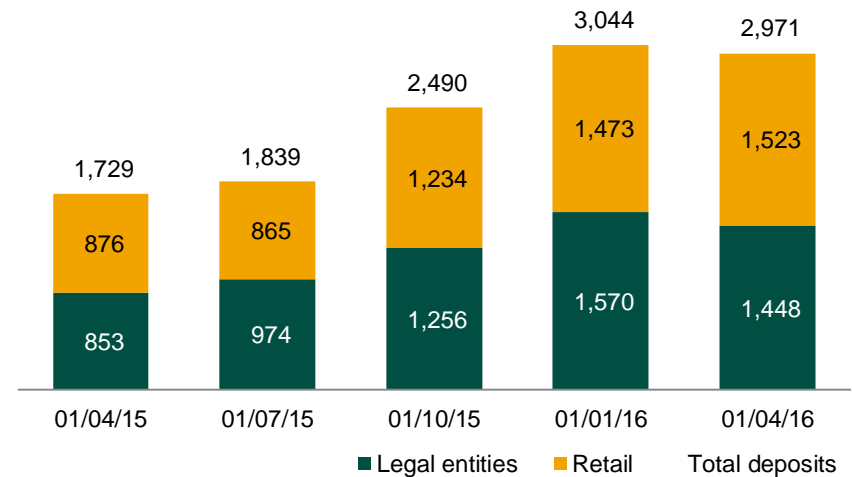
Breakdown of Gross Loans

KZT bn



Deposits by Type of Depositors

KZT bn



Financial Overview of Halyk Bank

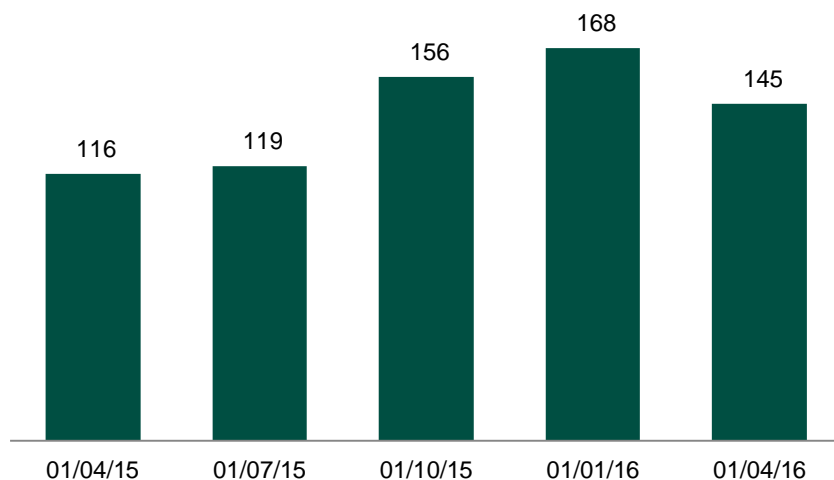


Bonds Outstanding

ISIN (NIN)	Currency	Issue Date	Maturity Date	Tenor, years	Initial Amount	Outstanding Amount, 01.04.2016	Coupon, 01.04.2016
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%

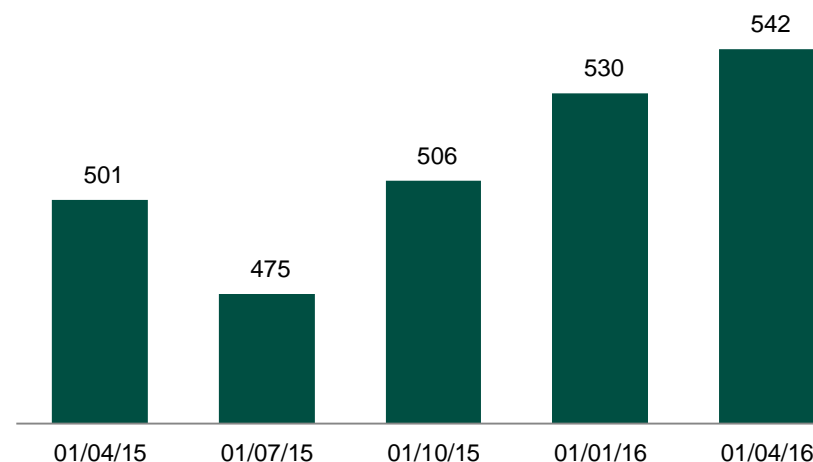
Amounts Due to Credit Institutions

KZT bn



Equity

KZT bn

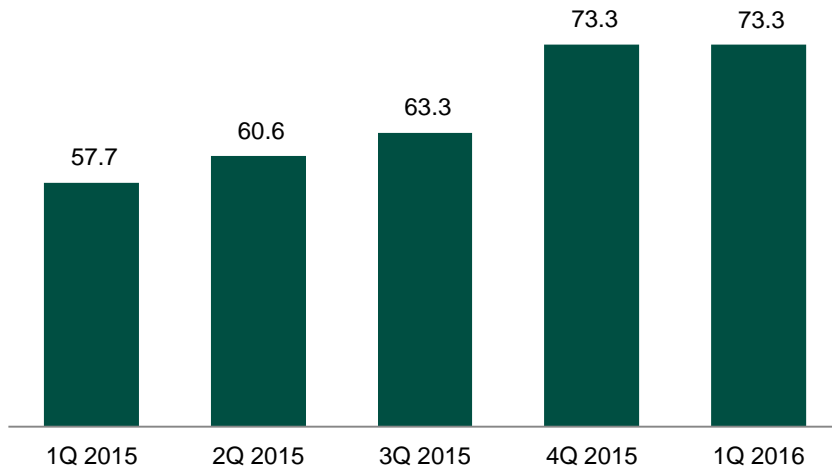


Financial Overview of Halyk Bank



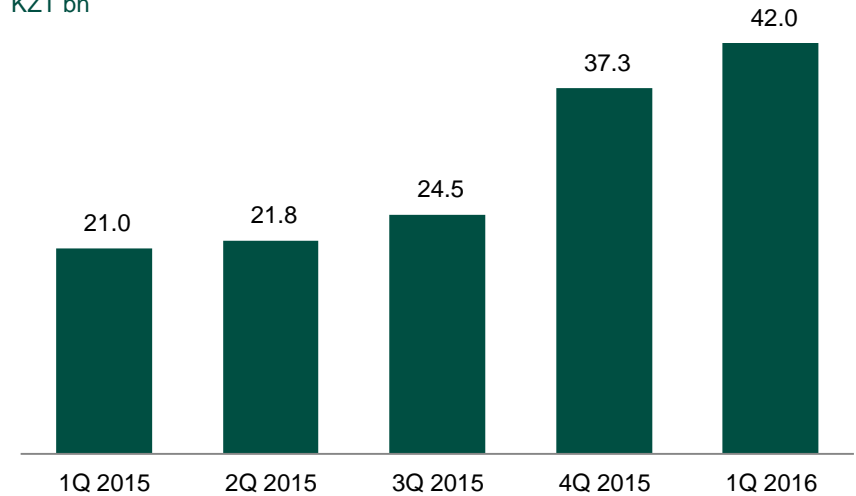
Interest Income

KZT bn



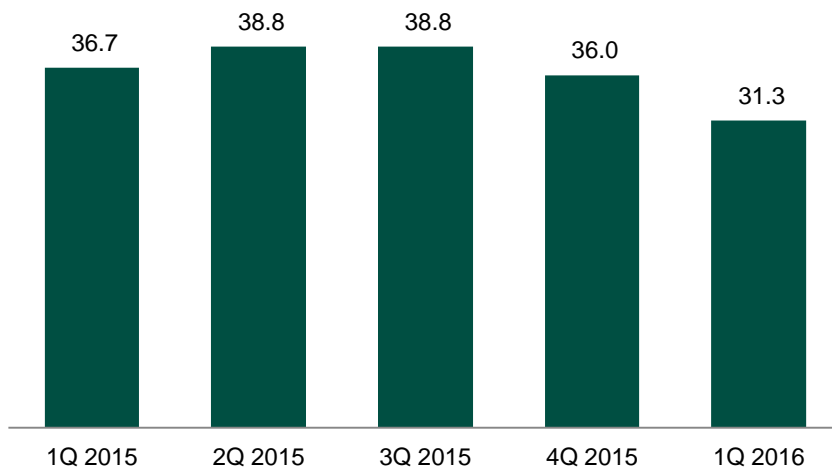
Interest Expense

KZT bn



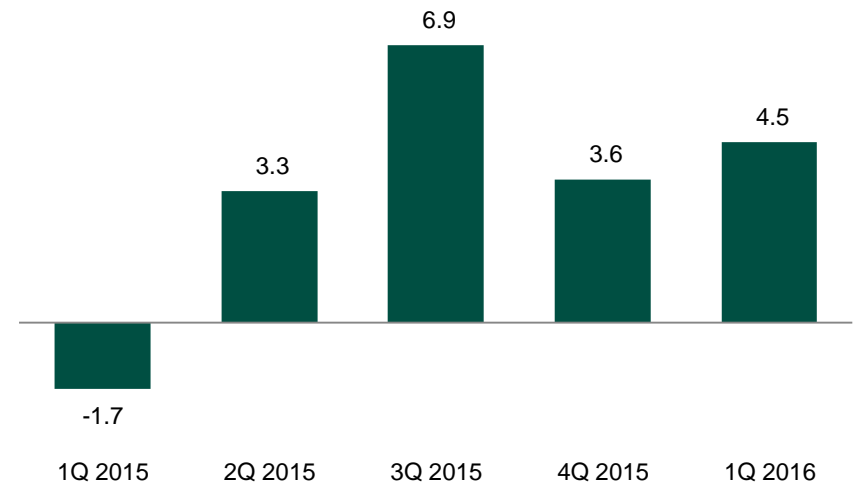
Net Interest Income before Impairment Charge

KZT bn



Impairment Charge

KZT bn



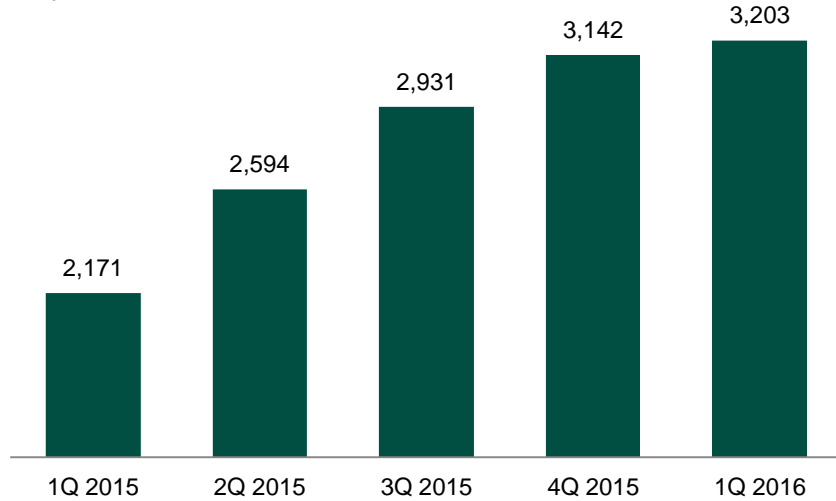
Source: National Bank of Kazakhstan

Financial Overview of Halyk Bank



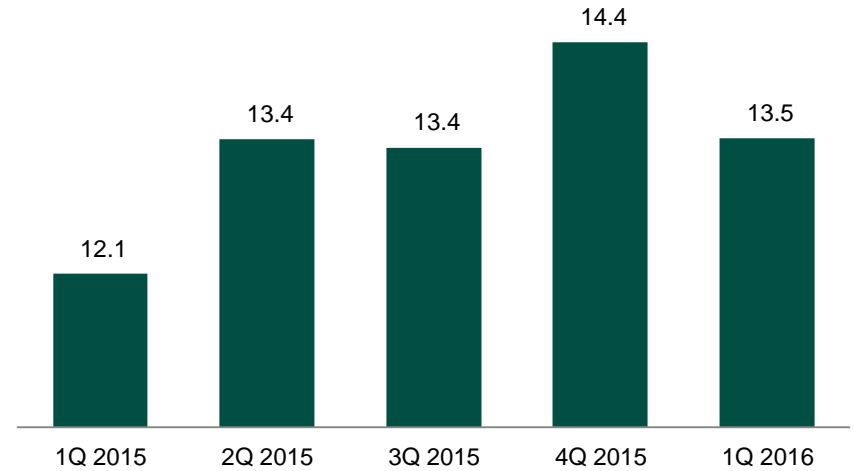
Fee and Commission Expense

KZT bn



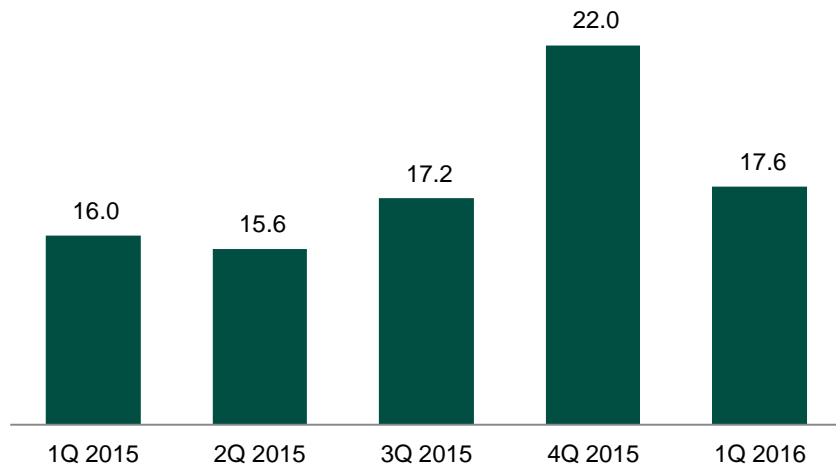
Fee and Commission Income from Transactional Banking

KZT bn



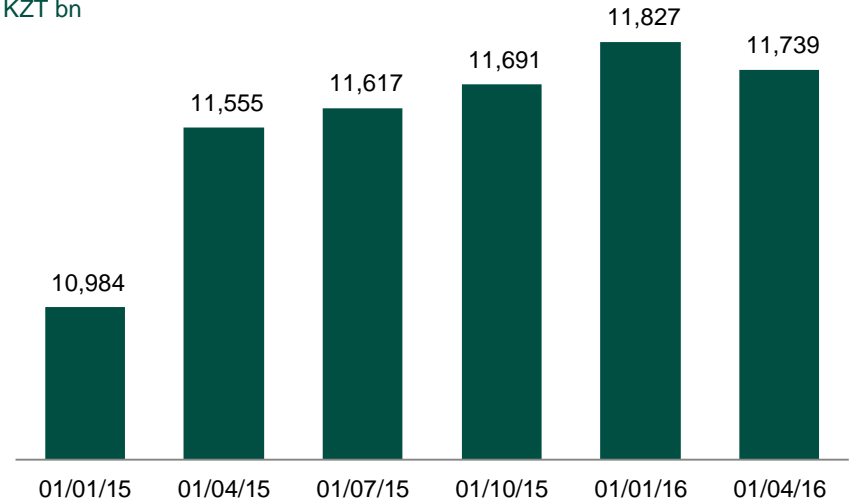
Operating Expenses

KZT bn



FTE (Full Time Employees)

KZT bn

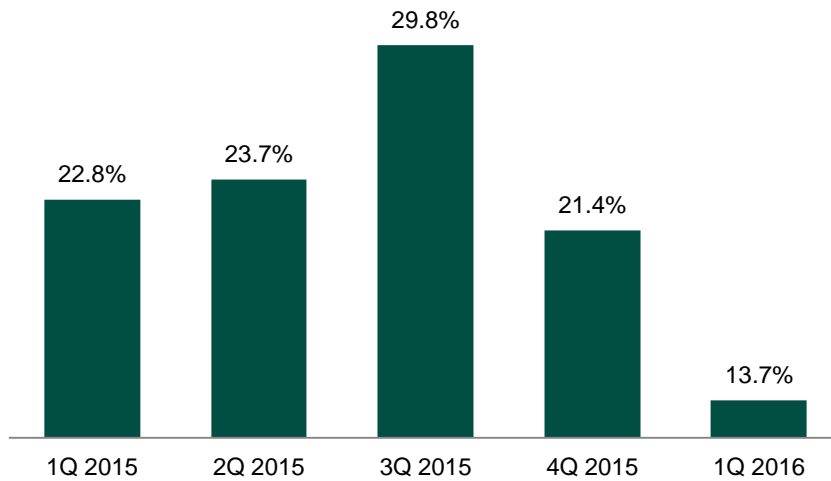


Source: Halyk Bank's Consolidated Financial Statements

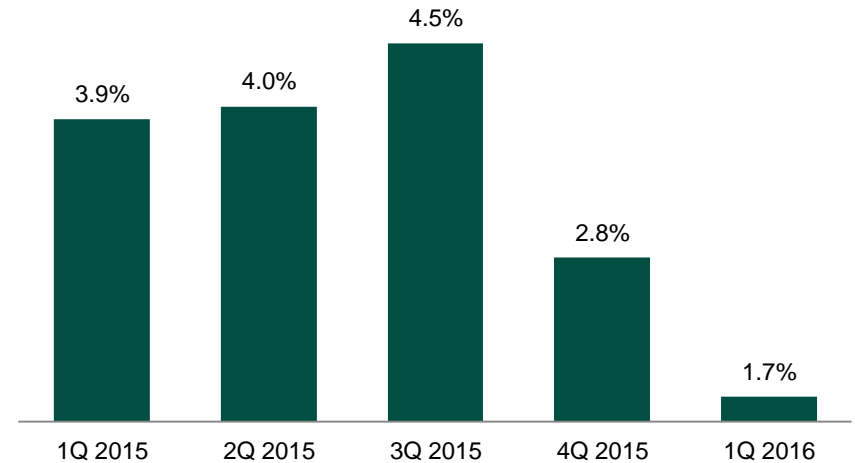
Financial Overview of Halyk Bank



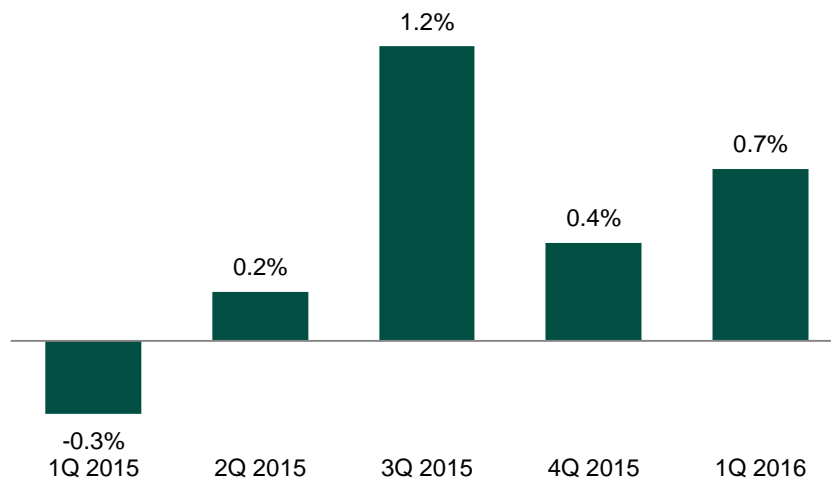
RoAE ⁽¹⁾



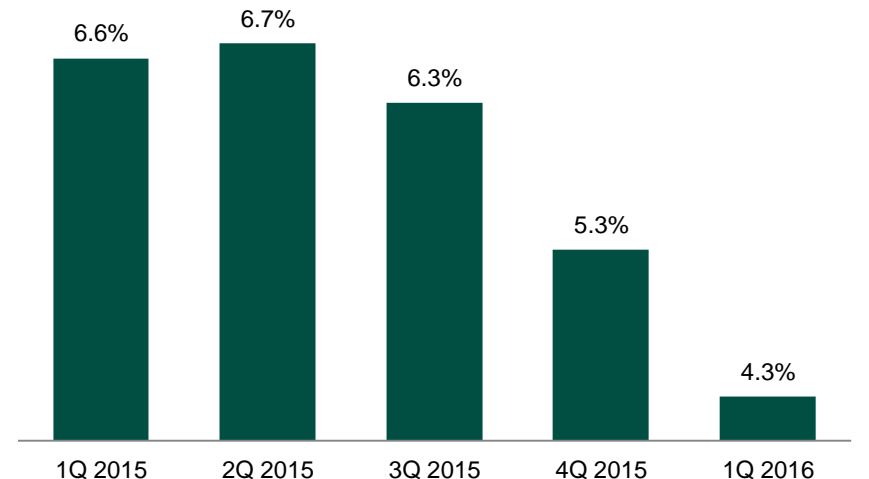
RoAA ⁽¹⁾



Cost of Risk ⁽¹⁾



NIM ⁽¹⁾



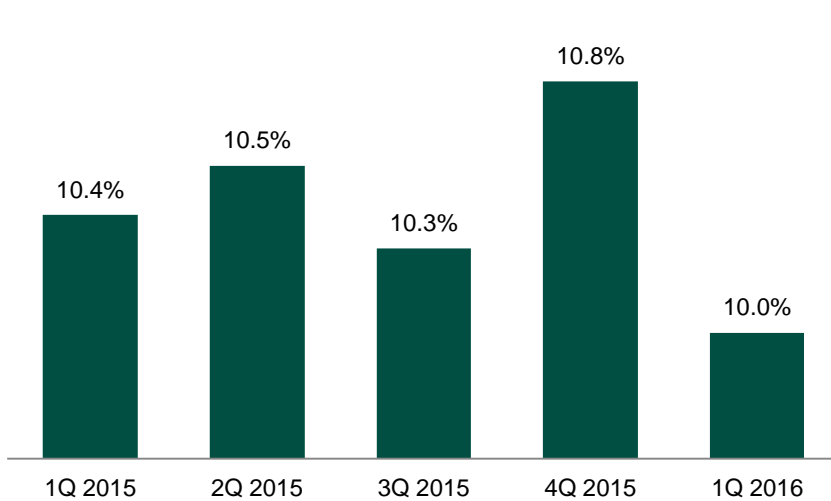
⁽¹⁾ annualised

Source: Halyk Bank's Consolidated Financial Statements

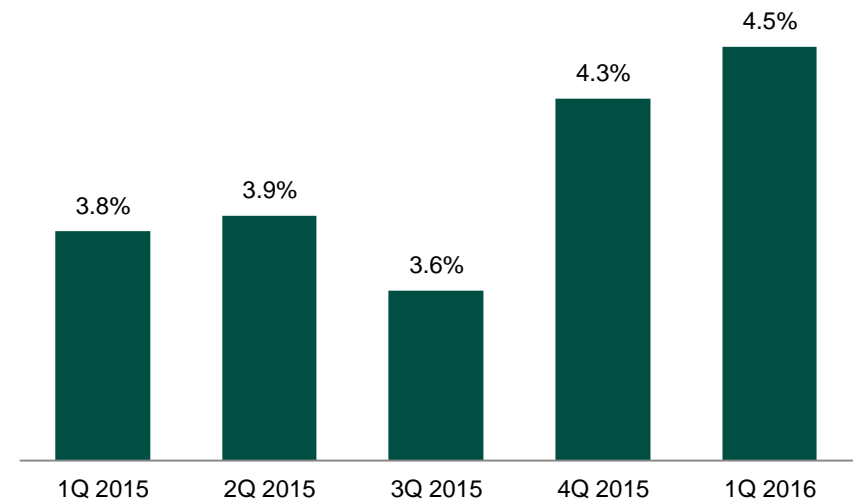
Financial Overview of Halyk Bank



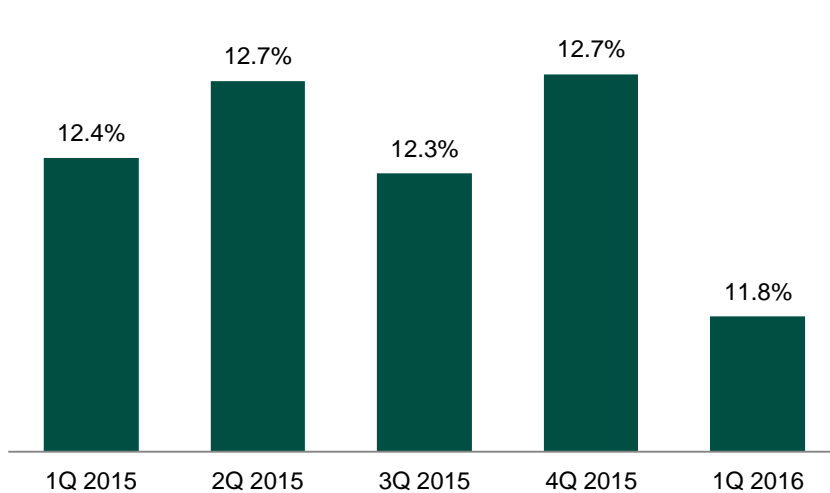
Average Interest Rates on Interest-Earning Assets ⁽¹⁾



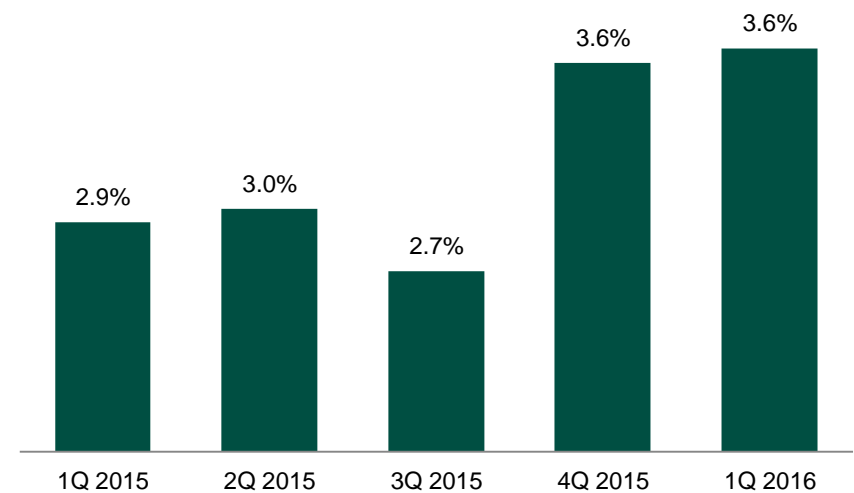
Average Interest Rates on Interest-Bearing Liabilities ⁽¹⁾



Average Interest Rates on Loans ⁽¹⁾



Average Interest Rates on Deposits ⁽¹⁾



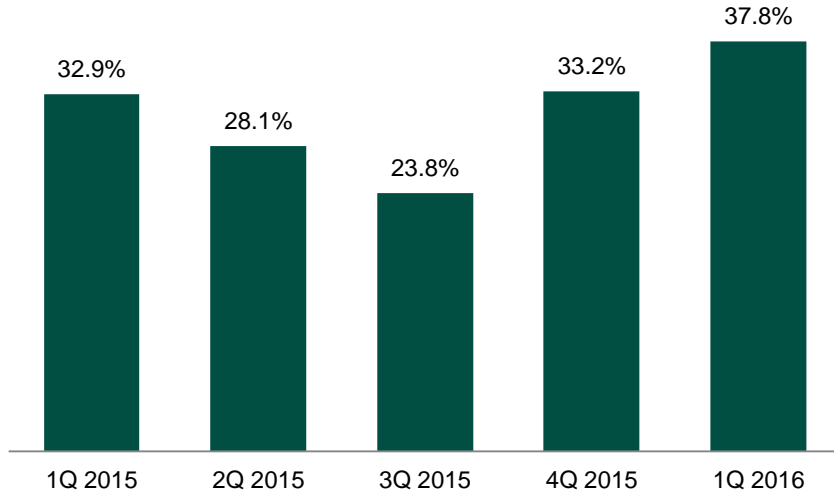
⁽¹⁾ annualised

Source: Halyk Bank's Consolidated Financial Statements

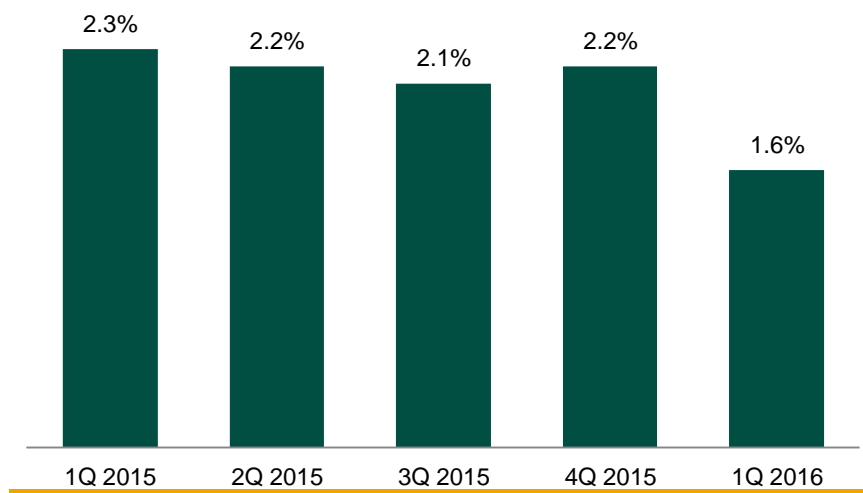
Financial Overview of Halyk Bank



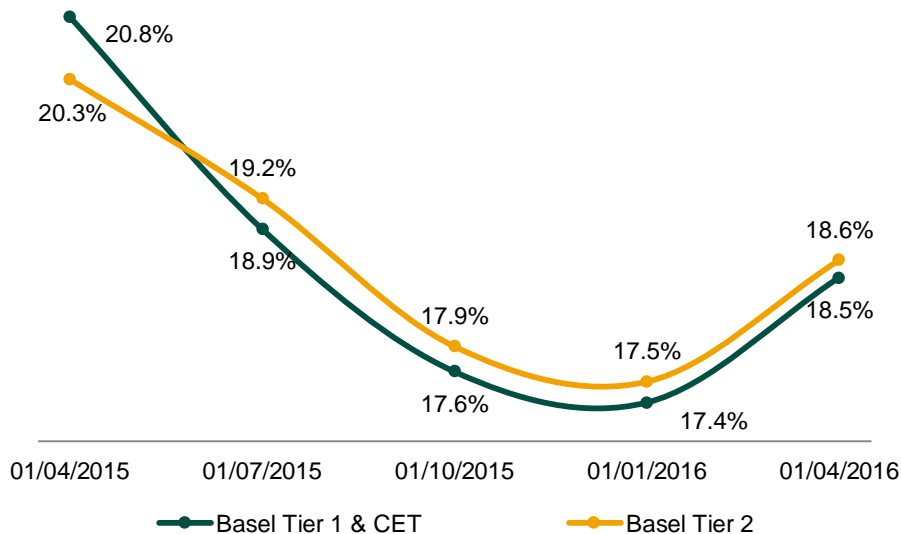
Cost-to-Income



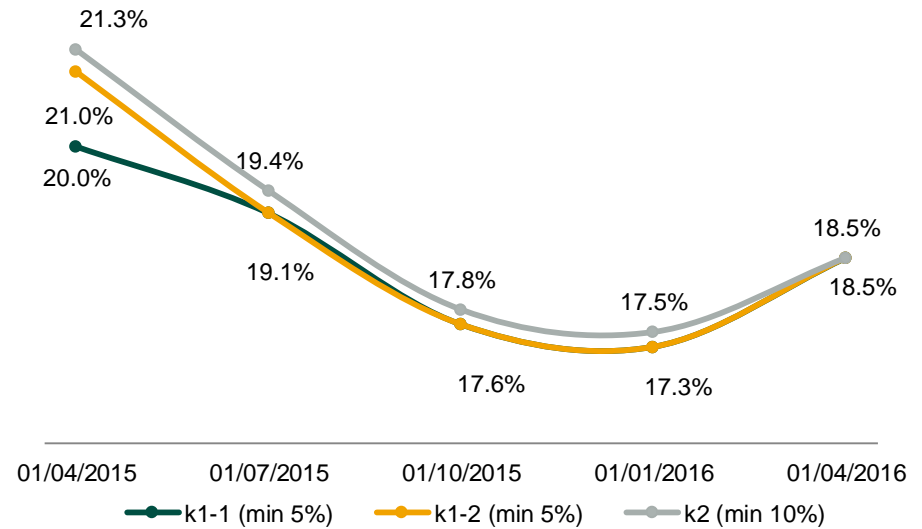
Cost-to-Average Assets ⁽¹⁾



Basel Capital Adequacy Ratios



NBK Capital Adequacy Ratios



⁽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.