

INVESTOR PRESENTATION

July 2021



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- Ownership Structure and Capital
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- Business Overview
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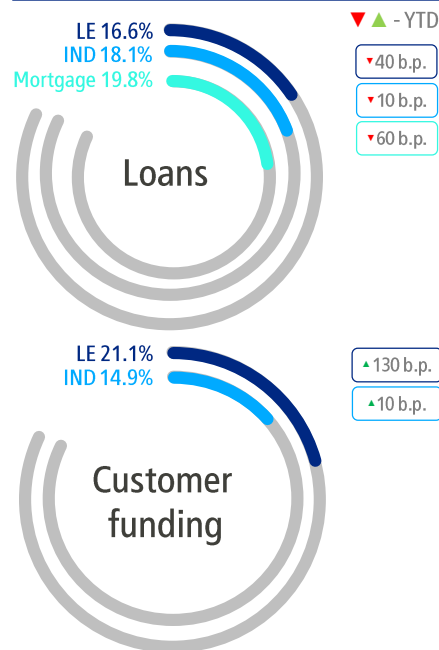
- Financial Results
- Public Debt and Hybrid Capital Instruments



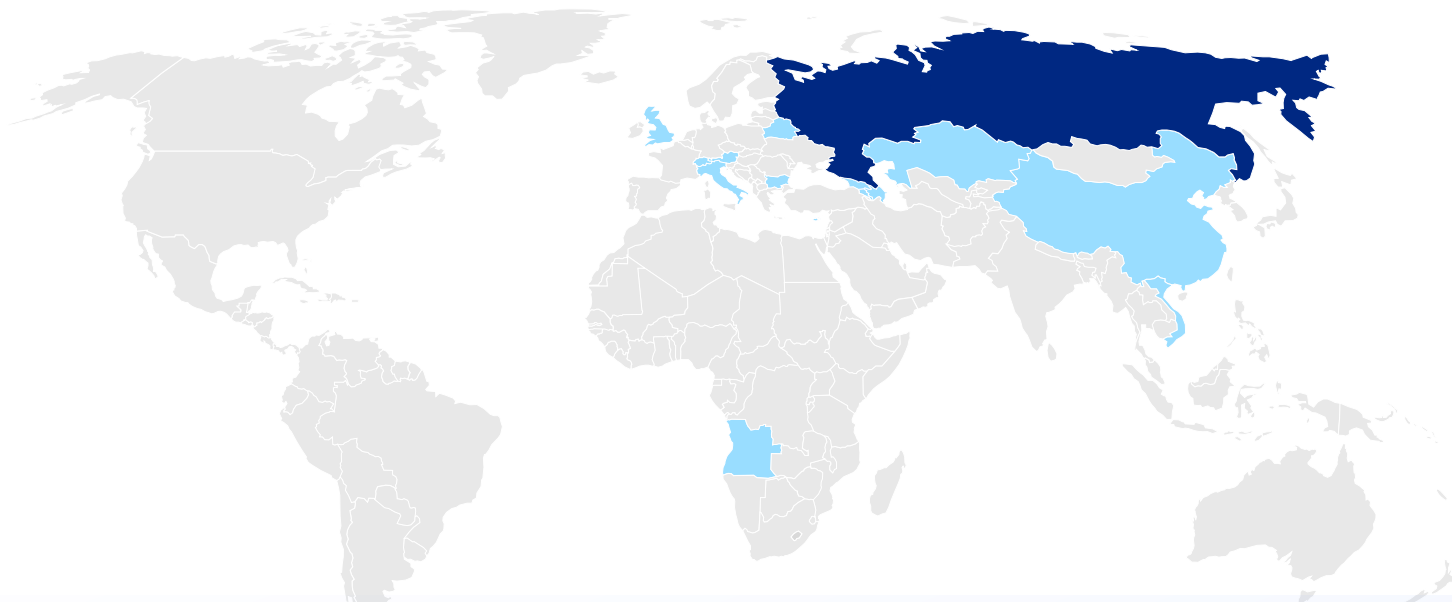
VTB AT A GLANCE



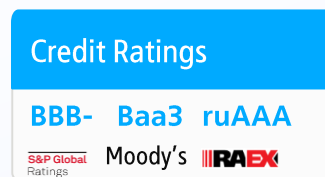
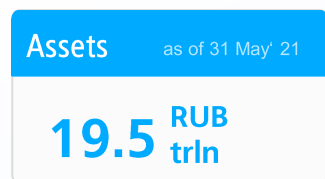
MARKET SHARES as of 31 May '21



Overview of VTB Group

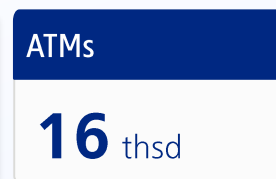
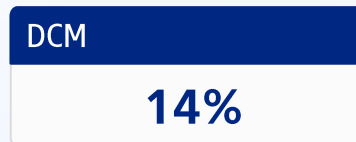


WORLD

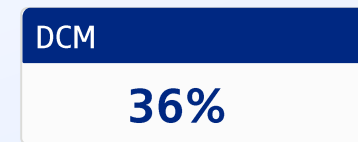


RUSSIA

as of 31 Mar '21

VTB Capital
№1 IN THE CIS

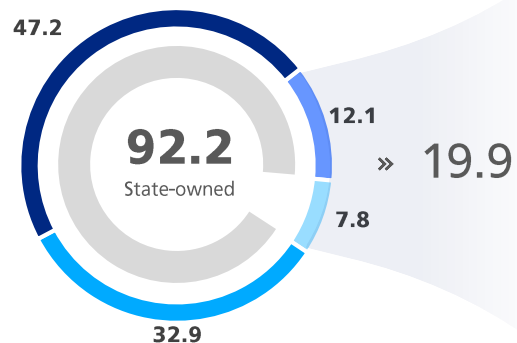
№1 IN RUSSIA



Structure of equity capital

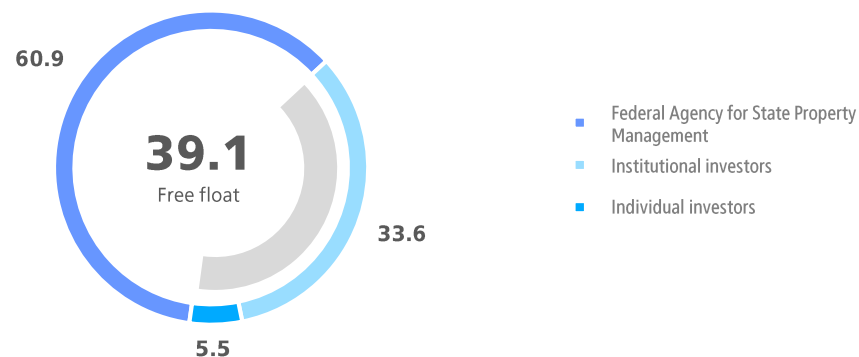
Structure of equity capital, %

- Ordinary shares (held by Federal Agency for State Property Management)
- Ordinary shares in free float
- Preference type 1 shares (held by Ministry of Finance of the Russian Federation)
- Preference type 2 shares (held by State Corporation Deposit Insurance Agency)



Structure of voting rights, %

as of 01 Jun' 21

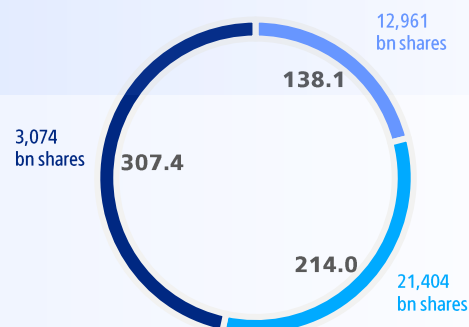


Structure of share capital, RUB bn

659.5

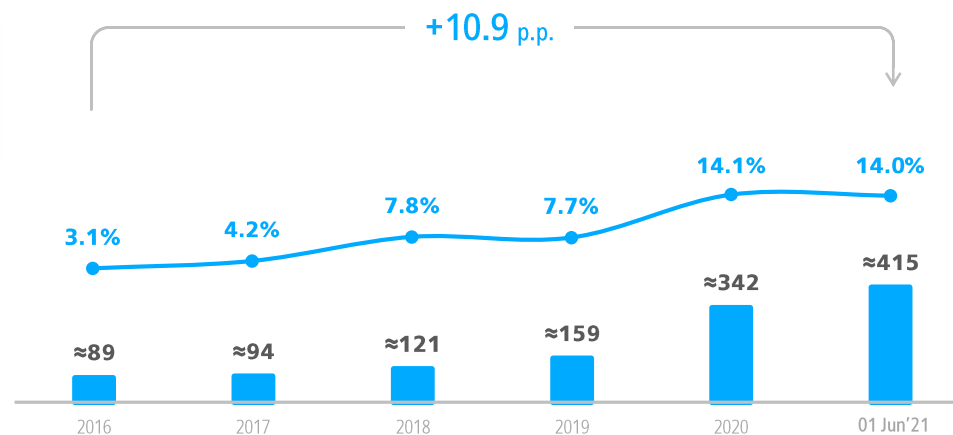
as of 31 Mar' 21

- Ordinary shares
- Type 1 preference shares
- Type 2 preference shares

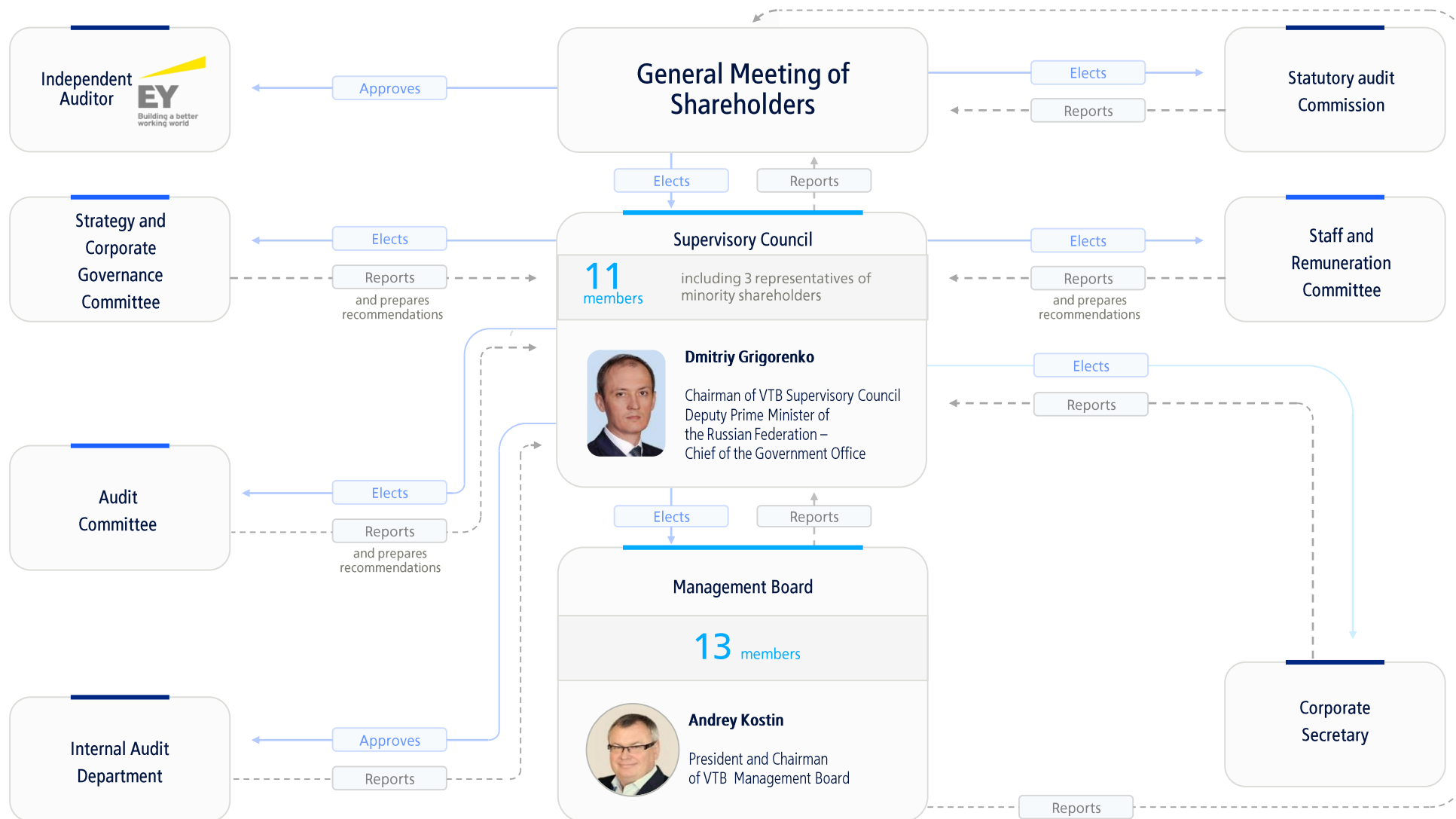


VTB individual shareholder base is rapidly increasing, thsd




— ● — % of free float



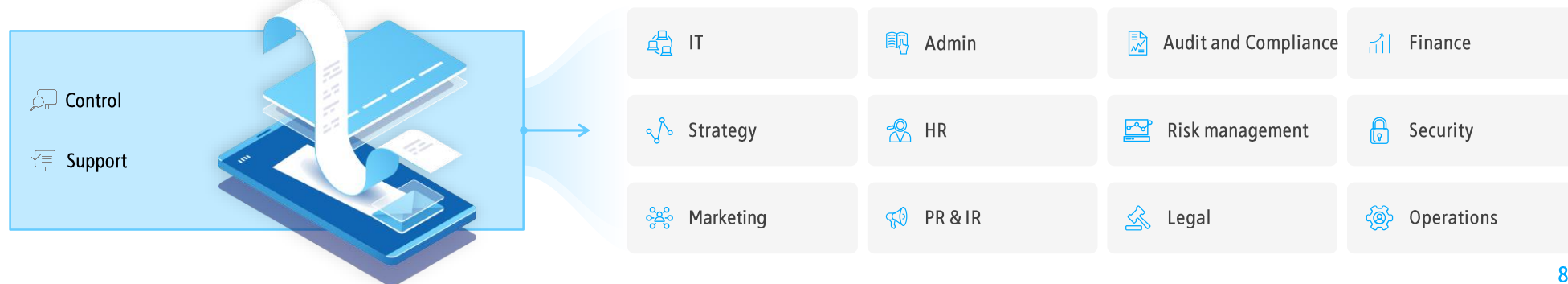
VTB corporate governance system



Global business lines

Business line	Assets as of 31 May' 21	Clients	Overview
 Corporate-Investment Business	9,841 RUB bn	Large corporate business	<ul style="list-style-type: none"> • №1 Investment bank in Russia • №2 Corporate bank in Russia • Broad corporate client base (coverage in Russia >80%) with long-term relationships with leading Russian companies across all economic sectors
 Medium and Small Business	2,171 RUB bn	Medium and small companies	<ul style="list-style-type: none"> • C. 697 thsd mid-corporate banking clients and small business clients • Wide regional franchise
 Retail Business	6,046 RUB bn	Individuals	<ul style="list-style-type: none"> • Branch network (over 1.5 thsd) and 14.5 mln clients in Russia and c. 16 thsd ATMs • JV with the Russian Post: <ul style="list-style-type: none"> 1. №1 retail franchise in Russia 2. C. 19,000 retail outlets 3. C. 5,000 ATMs of Post Bank

Corporate Center



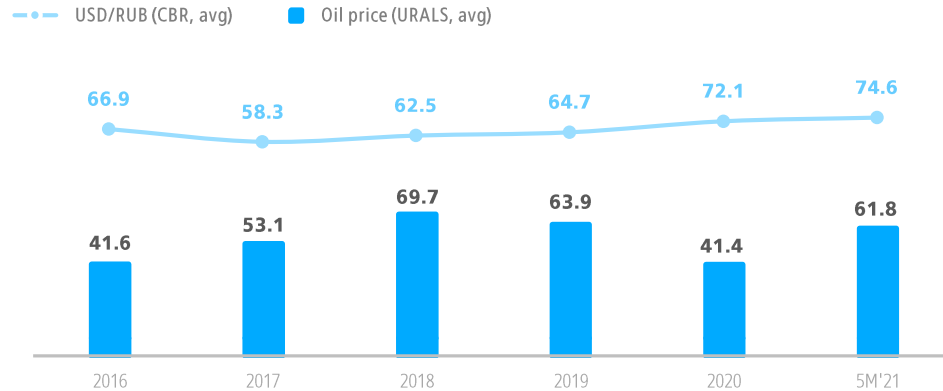


RUSSIA

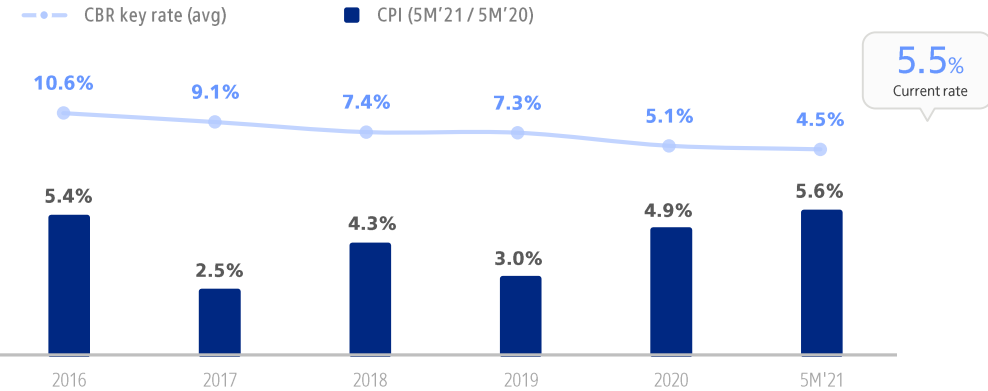
Macro Environment and Banking Sector

Macro environment in Russia

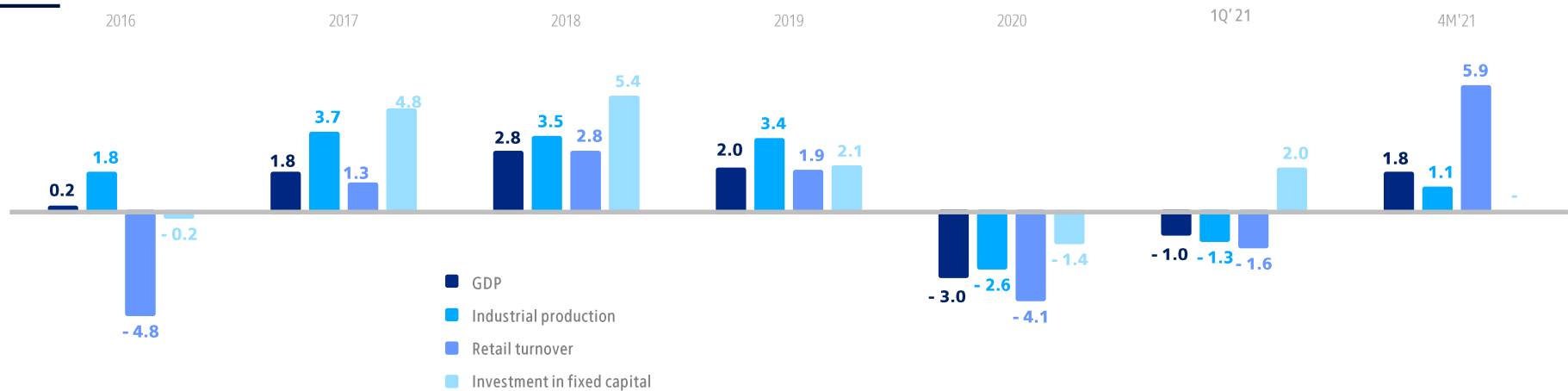
Oil price and exchange rate, USD / RUB



Inflation and Bank of Russia key rate, %



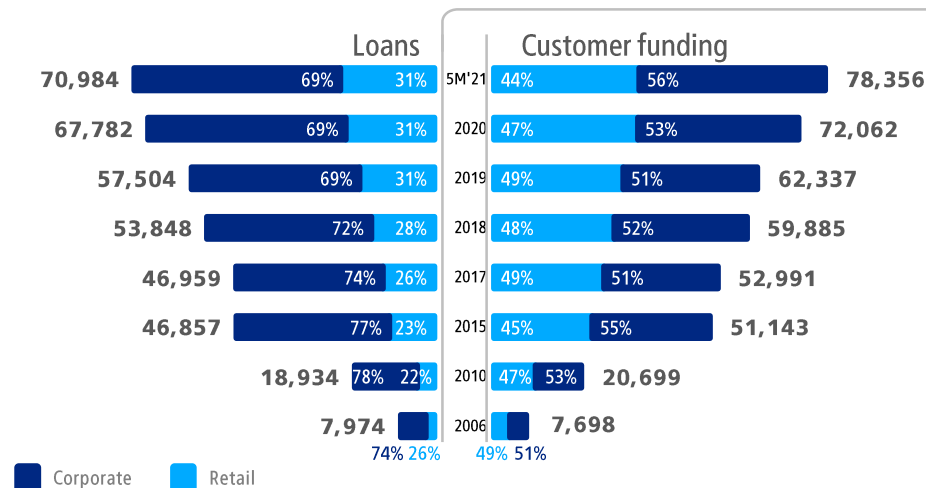
Russian macroeconomic indicators, %



Banking sector in Russia

Loans and customer funding, RUB bn

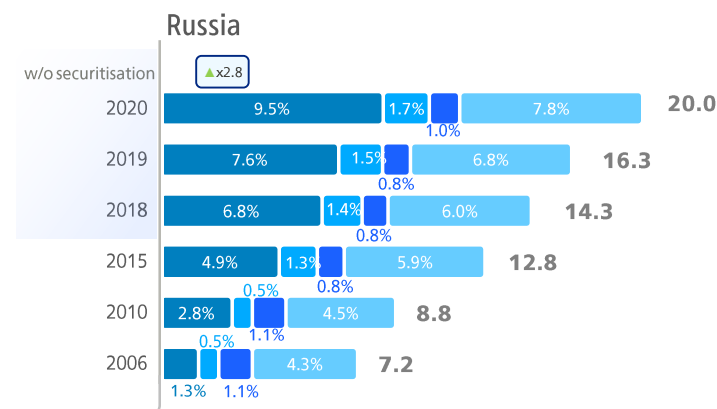
Market	VTB Loans	5M'21	VTB Deposits	Market
5.7%	4.4%	Total	14.1%	8.7%
8.9%	9.2%	Retail	1.2%	1.0%
4.2%	2.4%	Corporate	24.4%	15.6%
5Y CAGR				
9.3%	8.1%	Total	13.1%	9.2%
16.0%	15.7%	Retail	15.3%	8.4%
6.9%	5.5%	Corporate	11.7%	9.8%



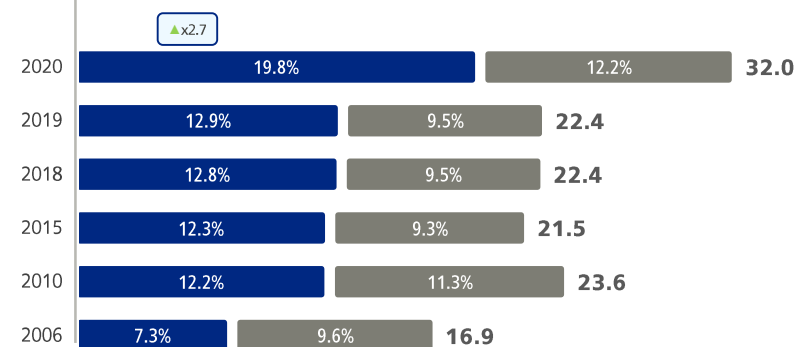
Loans to individuals, % of GDP

 Mortgage
  Cards
  Cars
  Consumer and other

 Cards, cars, consumer and other



Eastern Europe and CIS¹

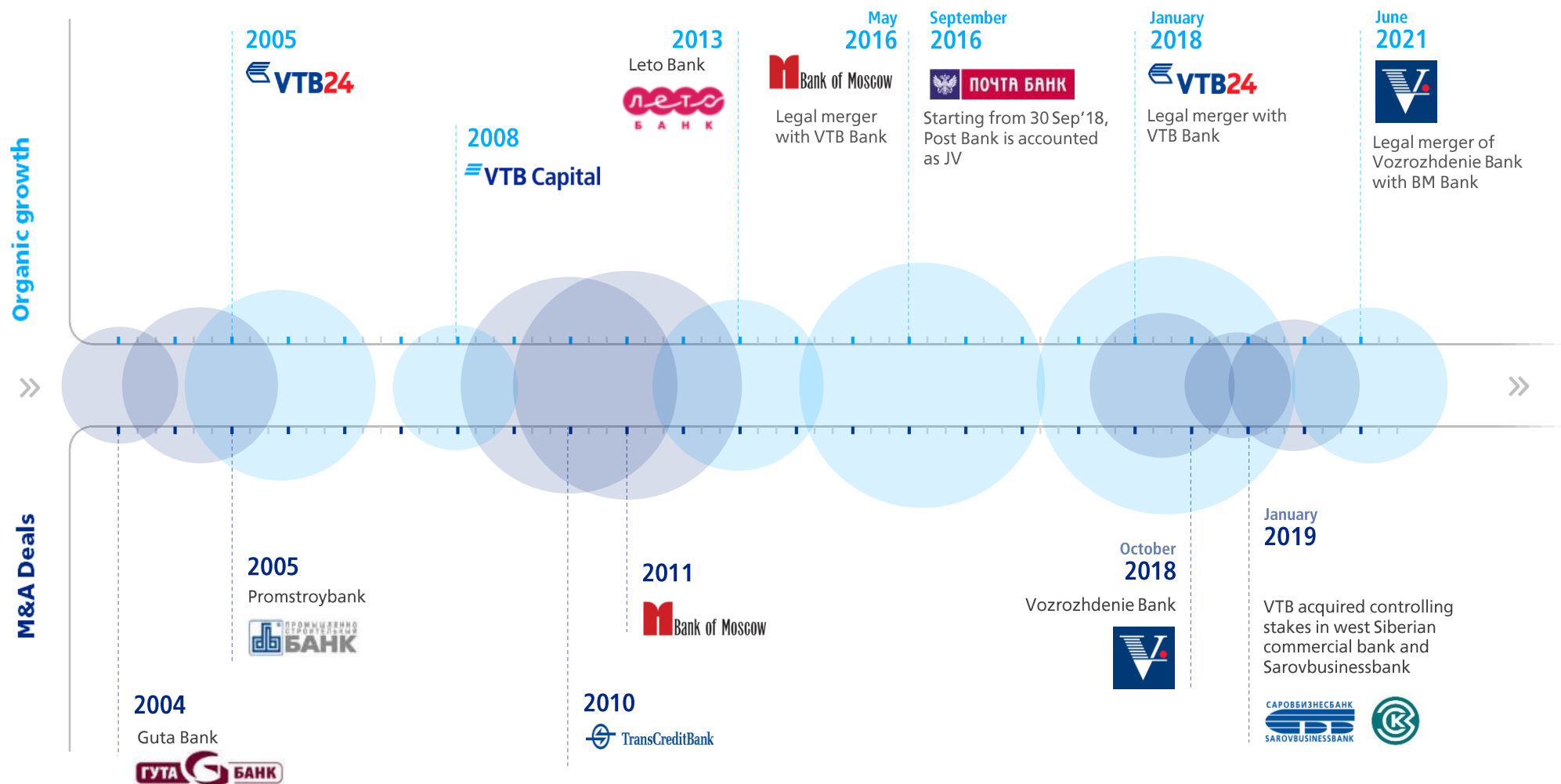


(1) Poland, Czech Republic, Slovakia, Hungary, Croatia, Bulgaria, Romania, Slovenia, Serbia, Ukraine, Georgia, Belarus, Kazakhstan
 For 2020: Poland, Czech Republic, Slovakia, Hungary, Croatia, Bulgaria,



STRATEGY AND TRANSFORMATION

Build-up of traditional banking platform: mix of mergers and organic growth



Key VTB Group strategic priorities 2022

2022 ➤

Strategic priorities



Creating highly effective organisation & culture

- Better personnel engagement
- Motivated and efficient team



Building a robust and agile operational and tech platform in-line with best practices

- Time-to-Market
- 24/7 Accessibility



Breakthrough in digitalisation

- 100% paperless workflow
- >50% sales via digital channels (Retail & MSB)
- 100% products availability digital



Focus on client-centricity

- #1 in customer satisfaction among peer banks



Set-up & roll-out in digital economy

- Leader in selected ecosystems



2022 Financial targets

310 RUB
bn

Net profit

15%

ROE

50%

Dividend payout

600 days

Transformation programme

will contribute to the achievement of strategic goals 2022 in Retail Business and Medium and Small Business

Programme objectives ➤

1. Digitalisation of client experiences

2. Improvement of time to market

18 mln

Active Retail Business clients

1 mln

Active Medium and Small Business clients

>50%

Digital sales in Retail Business

Top 1

Customer loyalty and satisfaction

Strategic partnerships

Creating best-in-class financial products and integrating them into partner projects

Maximum Coverage



Partnerships with industry leaders
Potential access to 90 million clients

Seamless financial services through partners' interfaces

- 1 Daily Banking and savings management
- 2 Always available credit
- 3 Online lending for the deal
- 4 Balances and savings management

VTB partnerships



Collaboration models

Equity
participation in strategic partnership

JVs
to set up joint teams and share results

CIB
Synergy with CIB top positions with serving partners

Development areas

1 Marketing

- Access to partners' marketing channels – expanding the funnel
- Joint investment in promotion
- Integration of loyalty programmes

2 Onboarding

- Instant issue of a digital payment solution in partner app
- Joint O2O solutions for full onboarding to financial products (including with partner network and delivery)

3 Monetisation

- Cross-selling financial products (loans / savings / investments) – use of shared data, integration in customer journey, revenue sharing
- Margin earned from balances and savings from lower payment costs within the same payment system
- Improved customer loyalty and LTV

Targets

+ 8 million
New active clients for VTB end of 2025

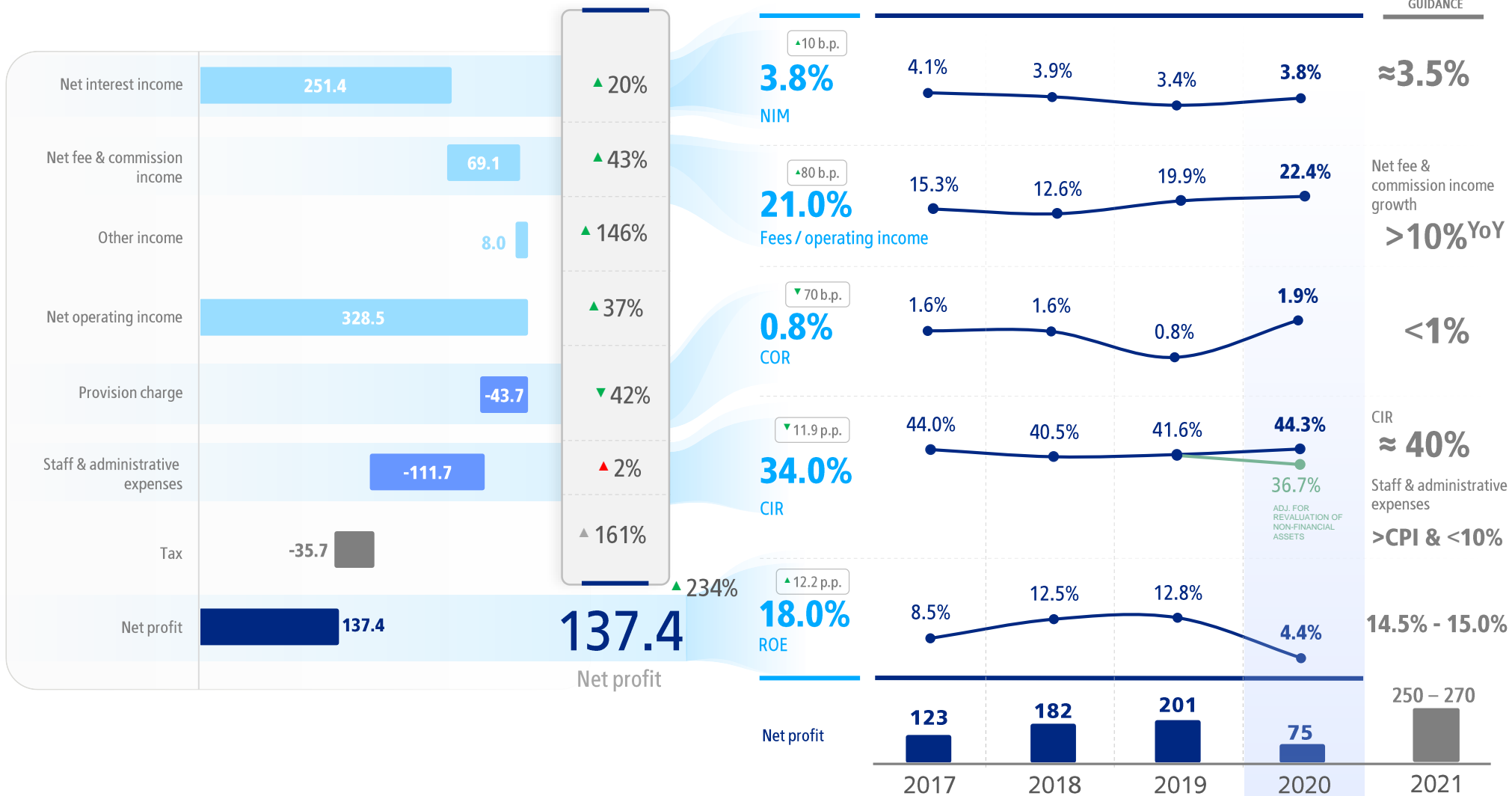
+ RUB 30 bn
Additional to profit for VTB by 2025



BUSINESS OVERVIEW

Financial performance 5M'2021

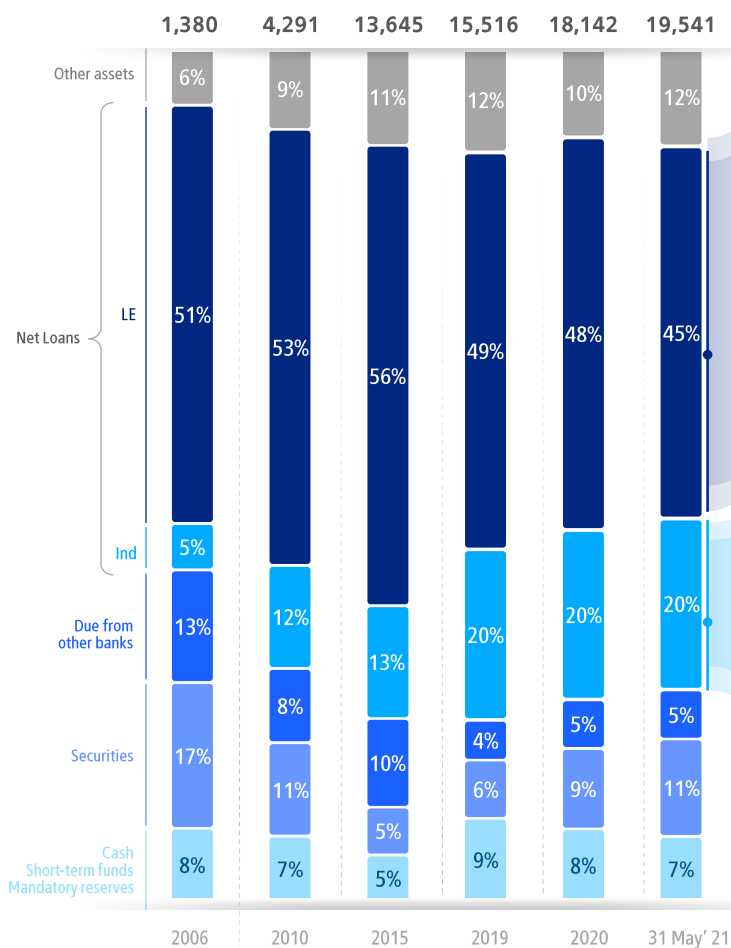
RUB bn ▼ ▲ - YoY



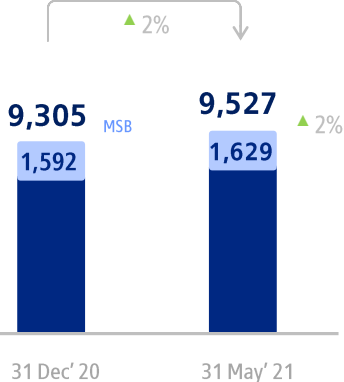
Measured business growth with focus on prioritised segments

RUB bn ▼ ▲ - YTD

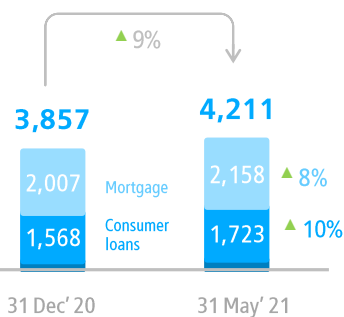
Assets
▲ **8%**



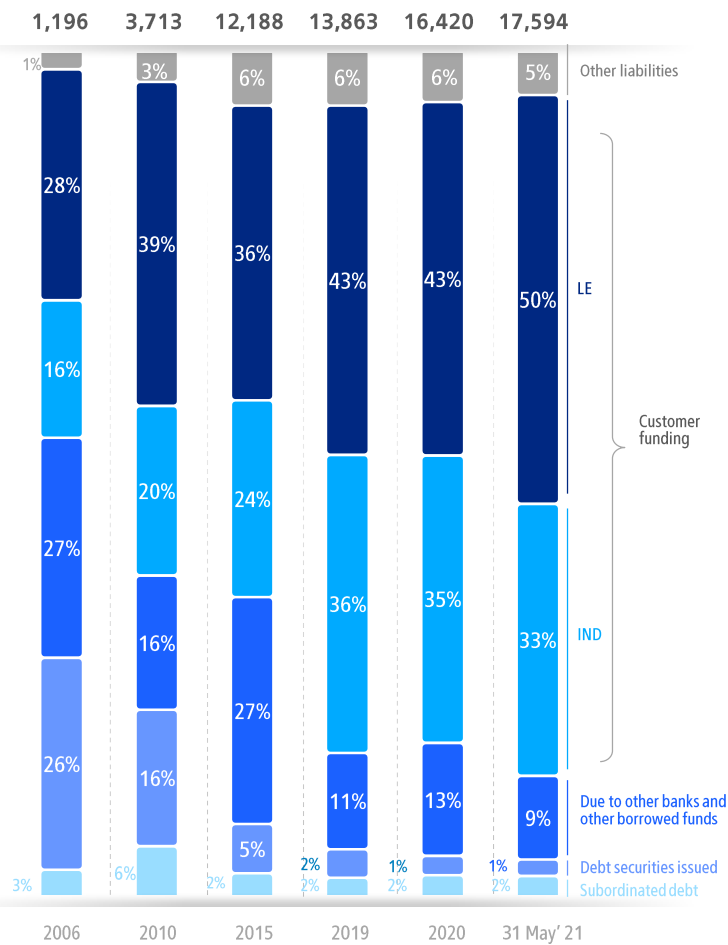
Loans to LE
Gross



Loans to Individuals
Gross



Liabilities
▲ **7%**



Loan portfolio and customer funding

RUB bn ▼ ▲ - YTD

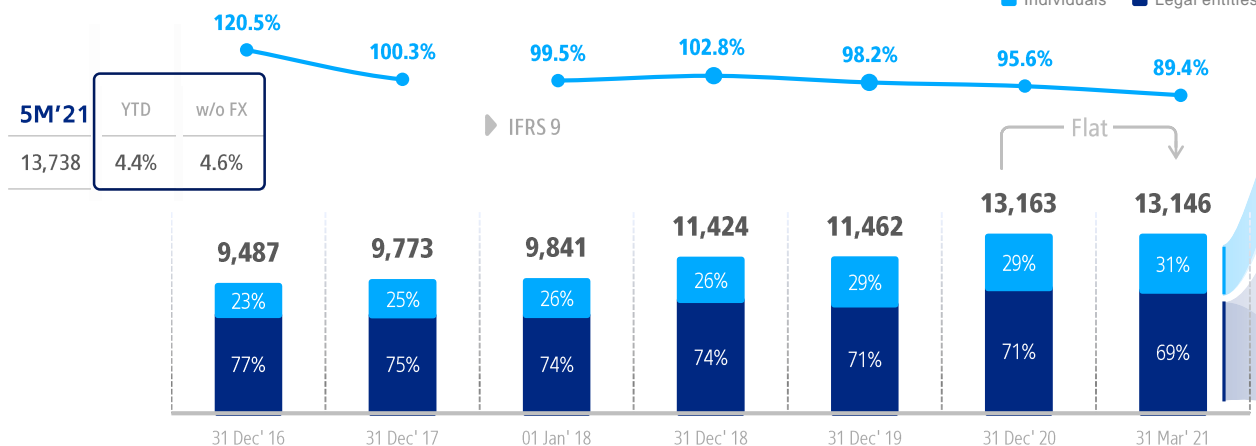
Loans and advances to customers

— Net customer loans / customer deposits (LDR)

■ Individuals ■ Legal entities

► IFRS 9

Flat

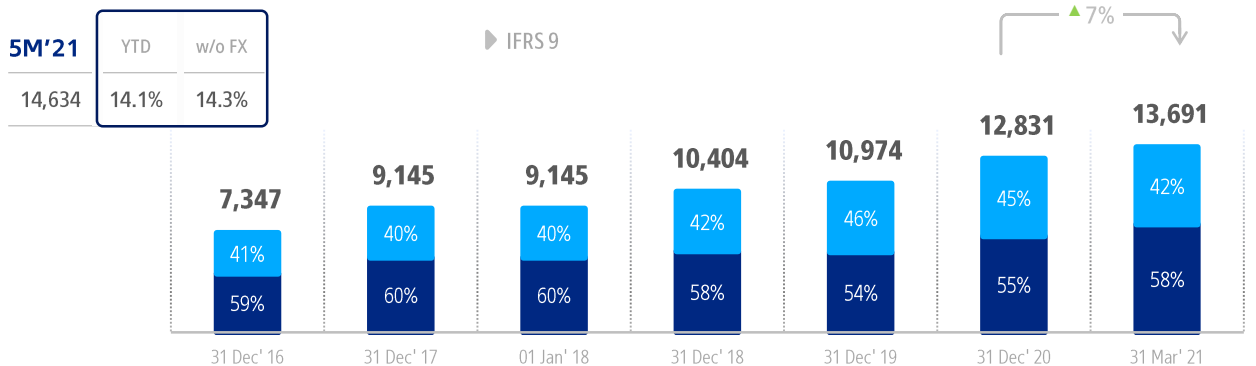


Customer funding

■ Individuals ■ Legal entities

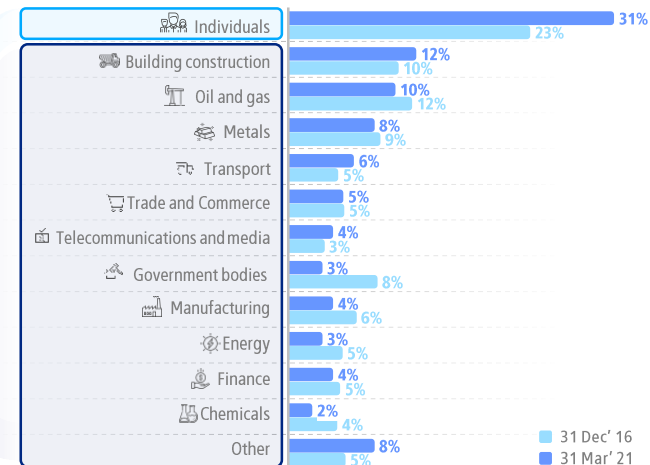
► IFRS 9

▲ 7%



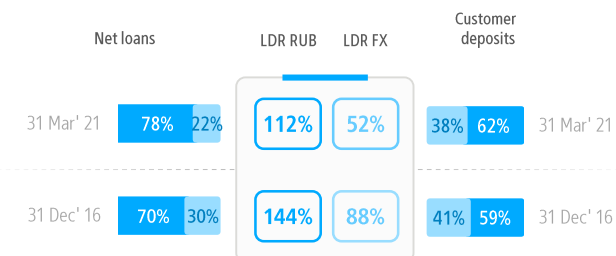
By industry

Gross loans



By currency

■ RUB ■ FX



Corporate business

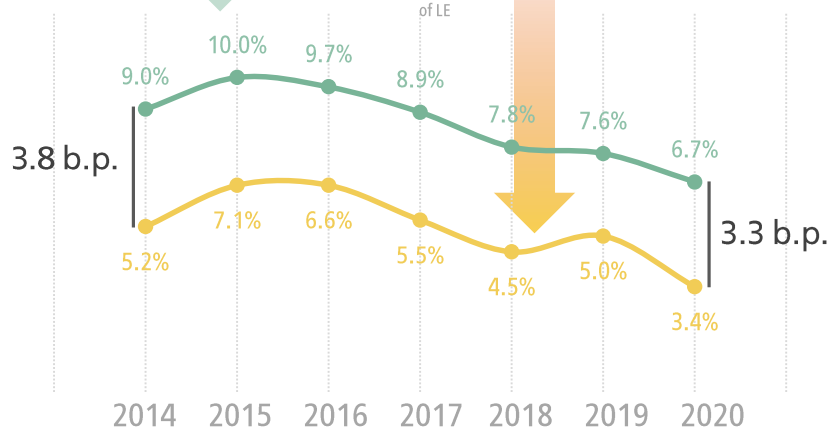
RUB bn ▼ ▲ - YTD



Legal entities



Loans		Share in total		Deposits	
Retail	Legal entities			Legal entities	Retail
	69%	31 Mar' 21	58%		
	71%	31 Dec' 20	55%		
	71%	31 Dec' 19	54%		
	74%	31 Dec' 18	58%		
	74%	01 Jan' 18	60%		
	75%	31 Dec' 17	60%		
	77%	31 Dec' 16	59%		
	81%	31 Dec' 15	60%		
	79%	31 Dec' 14	62%		
	82%	31 Dec' 10	66%		
	92%	31 Dec' 06	63%		



6.0%

2.7%

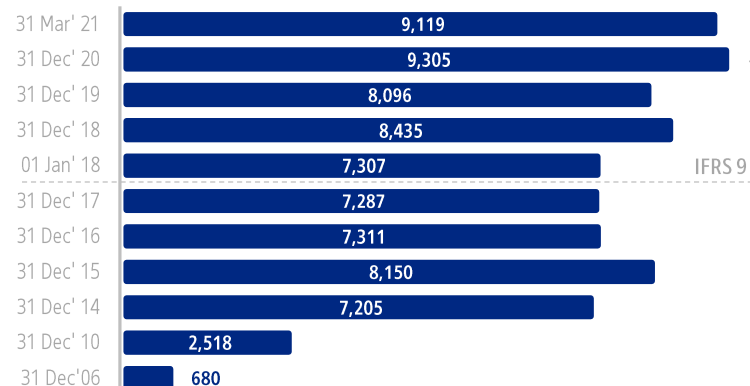
3M'21

5M'21

YTD	without FX
2.4%	2.7%

9,527

Loans



▼ 2%

IFRS 9

CAGR 20%

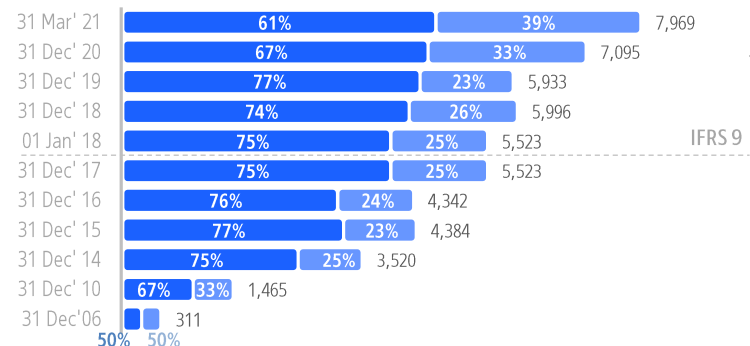
5M'21

YTD	without FX
24.4%	24.7%

8,828

Customer funding

■ Term ■ Current



▲ 12%

IFRS 9

CAGR 26%

Retail business

RUB bn ▼▲ - YTD



Individuals

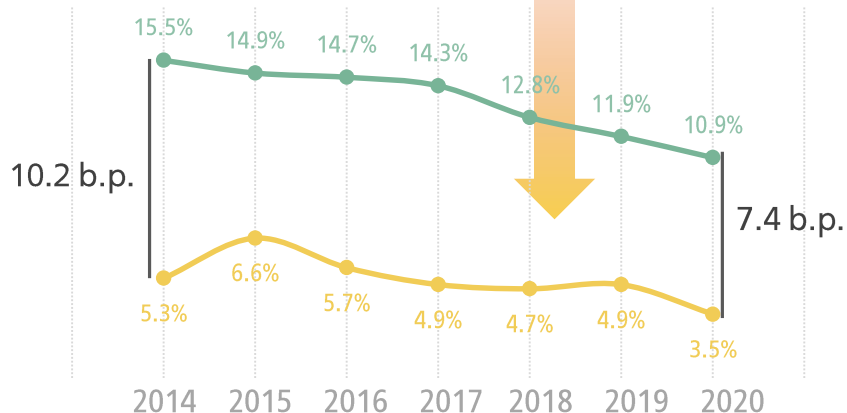


Loans		Share in total	Deposits	
Legal entities	Retail		Retail	Legal entities
	31%	31 Mar' 21	42%	
	29%	31 Dec' 20	45%	
	29%	31 Dec' 19	46%	
	26%	31 Dec' 18	42%	
	26%	01 Jan' 18	40%	
	25%	31 Dec' 17	40%	
	23%	31 Dec' 16	41%	
	19%	31 Dec' 15	40%	
	21%	31 Dec' 14	38%	
	18%	31 Dec' 10	34%	
	8%	31 Dec' 06	37%	

IFRS 9

Average yield on loans to IND

Average cost of funds of IND



10.1%

2.8%

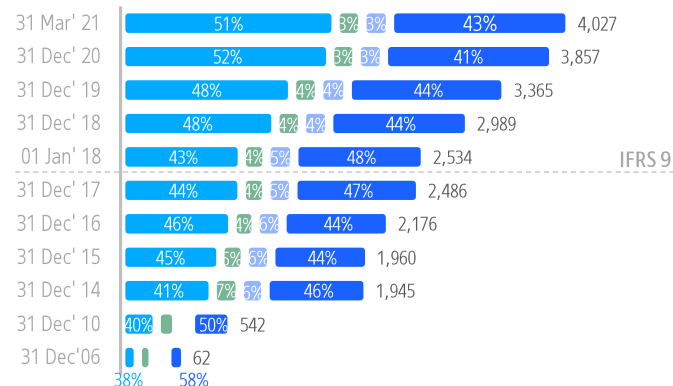
3M'21

5M'21

	YTD	without FX
4,211	9.2%	9.2%

Loans

Mortgage Car loans
Cash and other Cards**



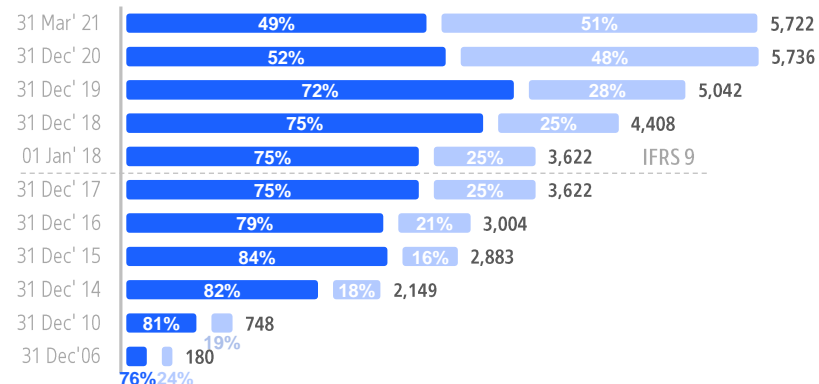
CAGR 34%

5M'21

	YTD	without FX
5,806	1.2%	1.4%

Customer funding

Term Current



Flat
CAGR 27%

** In 2006 and 2010 "Cards" category is included in other loans.

Assets supplementary to banking business

RUB bn

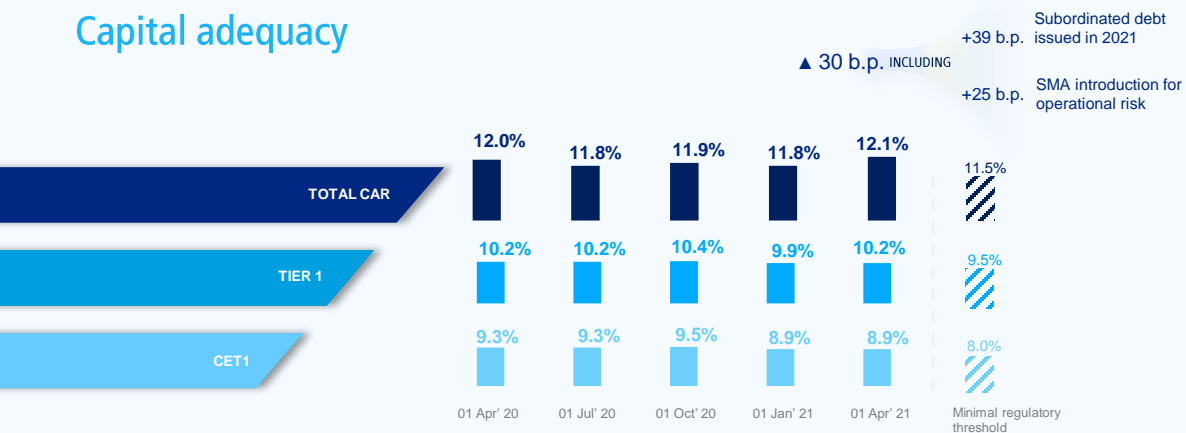
▼▲ - YTD

RUB bn
▼▲ - YTD



Regulatory capital of VTB Group

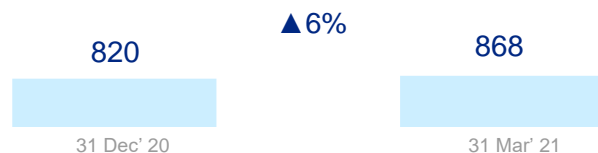
Capital adequacy



Based on Russian regulatory requirements with Total CAR represented by N20.0, common capital – N20.2, core equity– N20.1.

Tangible equity VTB Group (IFRS)

Excluding preference shares, goodwill and other intangible assets, non-controlling interest and perpetual loan participation notes.



Subordinated debt

RUB bn

Allocation	Currency	Current coupon	Coupon type	Volume
2019	RUB	8.4%	Fixed	5 bn accounted in T2 in 2020
2020	RUB	7.6%	Fixed	75.3 bn accounted in T2 in 2020 4.7 bn accounted in T2 in 2021
	RUB	CBR rate + 2.2%	Floating	
2021	USD	5.0%	Fixed	135.3 bn accounted in T1 in 2021
	USD	SOFR + 4.5%	Floating	
	EUR	3.75%	Fixed	
	EUR	EURIBOR 6M + 4.15%	Floating	
	RUB	10.0%	Fixed	
	RUB	CBR rate + 3.75%	Floating	

Issued in 1H'21

Included in capital as of 01 July 2021



Calculations based on the exchange rates of the Central Bank of Russia as of 06.07.2021.

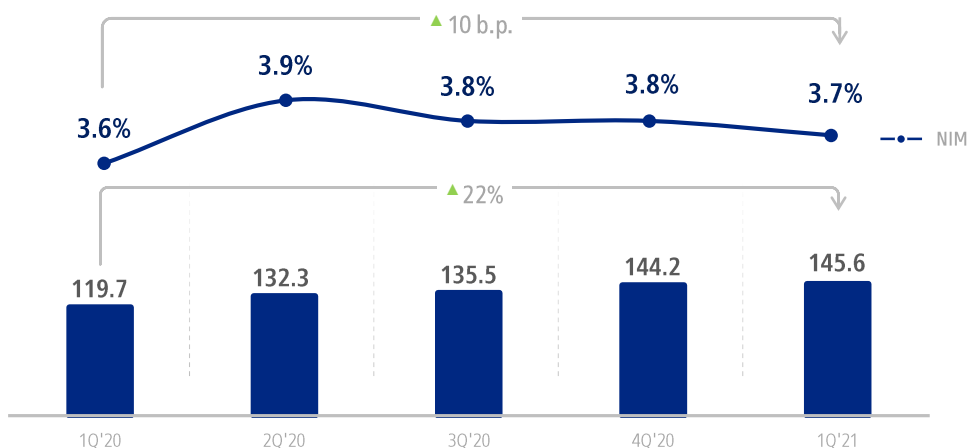
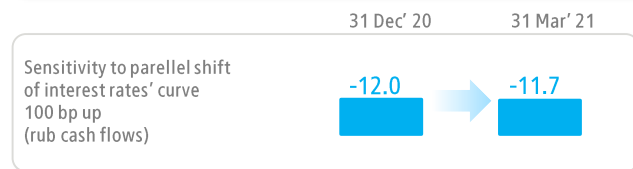
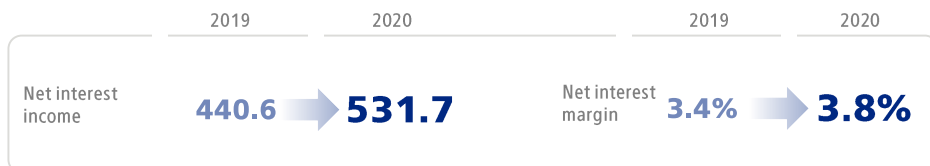
APPENDIX

- Financial Results 2020 and 5M'2021
- Public Debt and Hybrid Capital Instruments

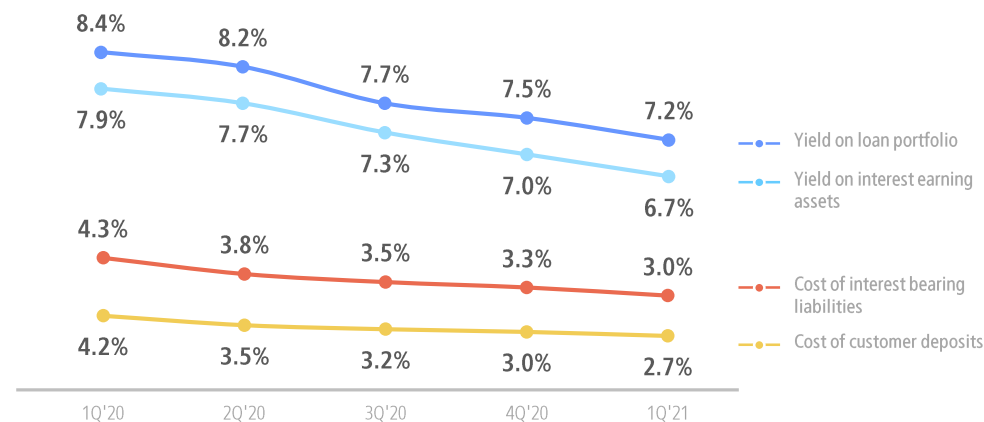
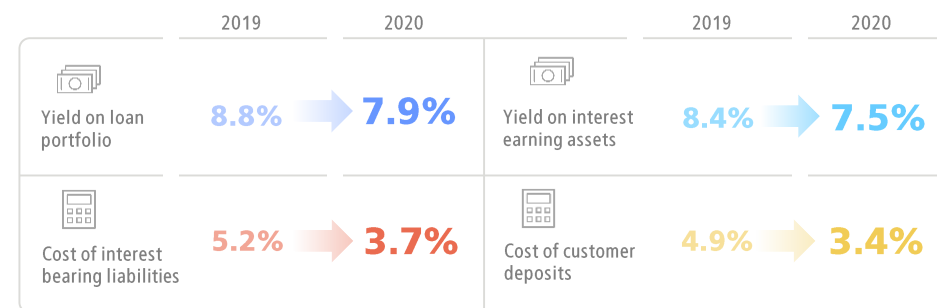
Net interest income and margin

RUB bn ▼▲ - YoY

Net interest income



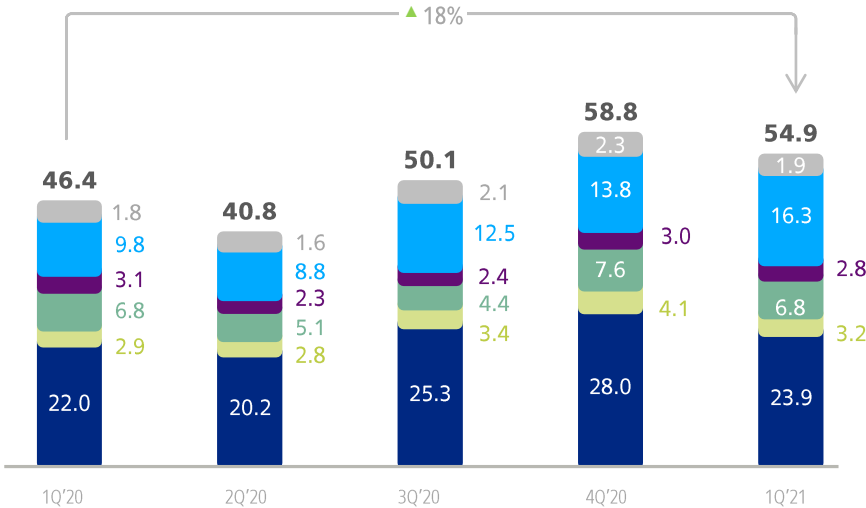
Average yield on earning assets and cost of funds



Fee and commission income

RUB bn ▼ ▲ - YoY

Fee and commission income breakdown



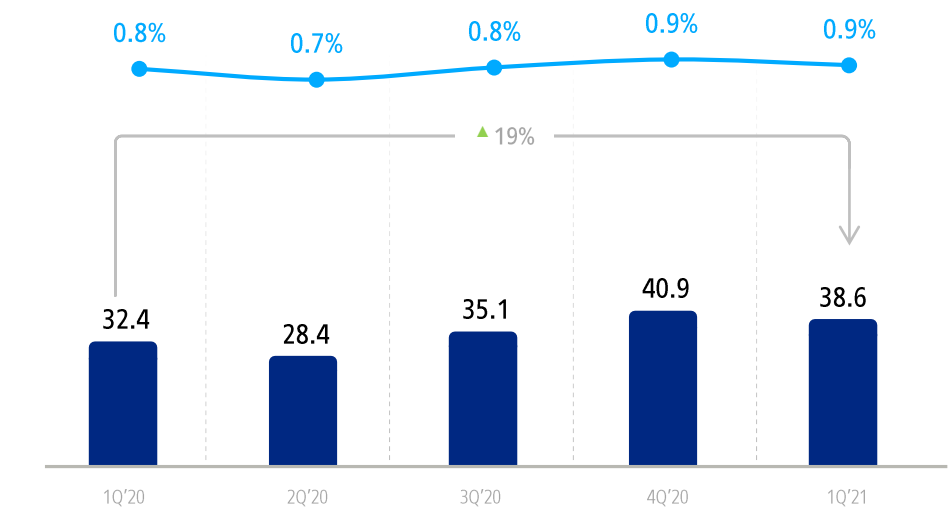
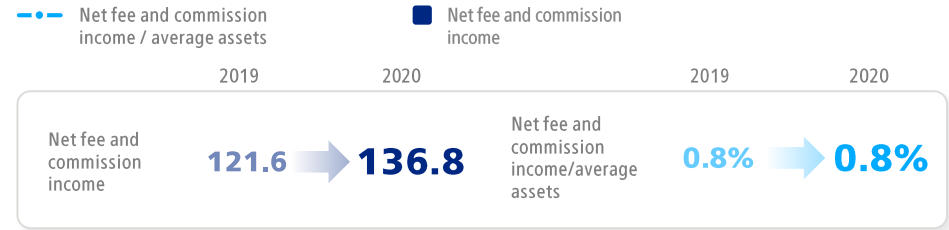
5M'21

NFCI RUB 69.1 bn 42.8% YoY

NCM 0.9%

20 b.p. YoY

Net fee and commission income (NFCI)



Growth drivers

Insurance products distribution and other agency services

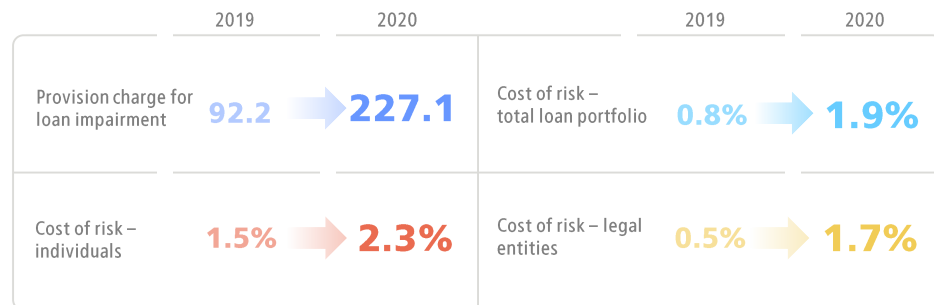
Expansion of the Group's transactional business

Brokerage commissions WIM

Loan portfolio quality and provisions for loan impairment

RUB bn

Provision charge for loan impairment



5M'21

0.8%

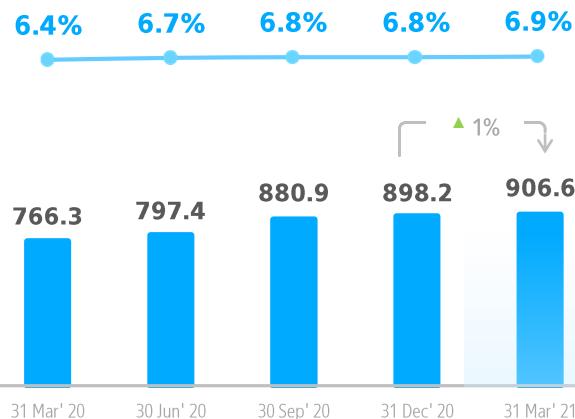
RUB 43.7 bn

Y0Y

-70 b.p.

-41.6%

Allowance for loan impairment



5M'21

6.7%

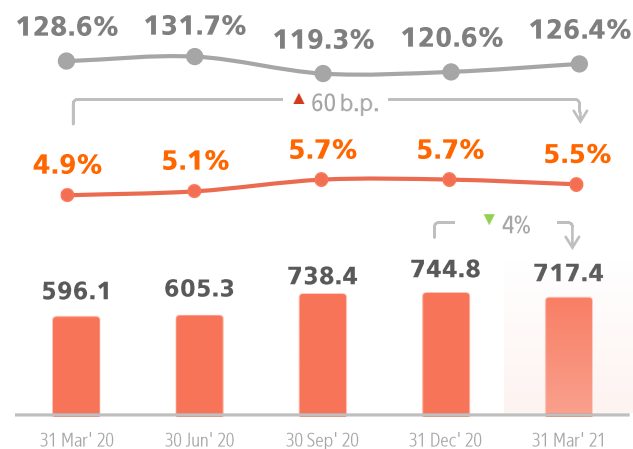
RUB 917.9 bn

YTD

-10 b.p.

2.2%

NPLs (90+)



5M'21

5.0%

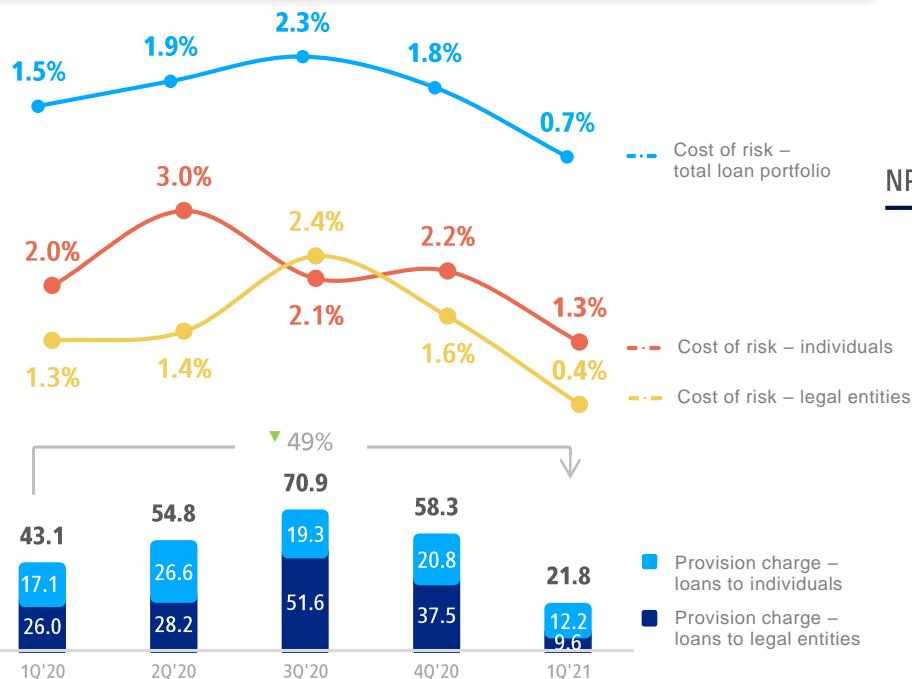
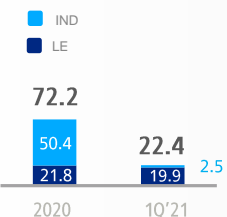
RUB 680.4 bn

YTD

-70 b.p.

-8.6%

Write-offs



Gross loan portfolio breakdown under IFRS 9

RUB bn

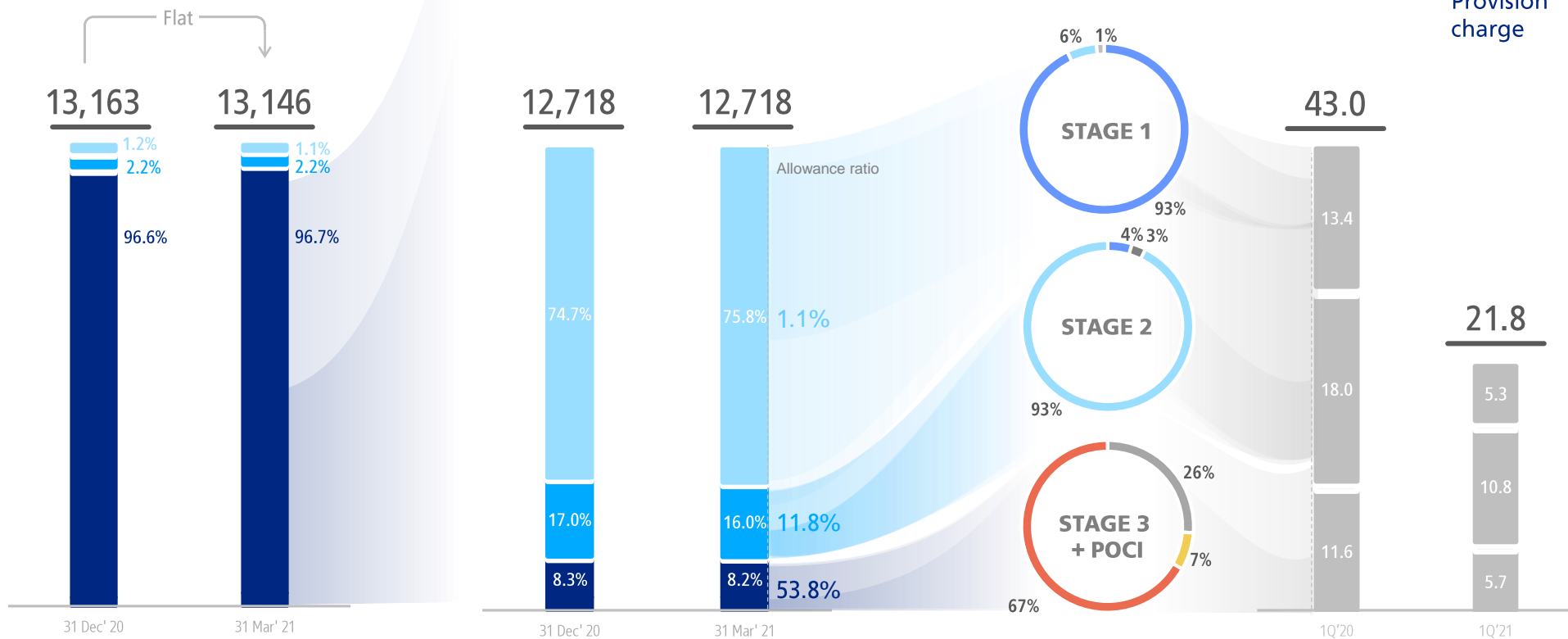
Loan portfolio

- Fair value through P&L
- Fair value through OCI
- Fair value through amortisation

Loans at amortised cost by ECL stages

- ECL for 12 months
- ECL for the whole period
- LECL credit-impaired and purchased or originated credit impaired

- Pass
- Watch
- Sub-Standard
- Doubtful
- NPL

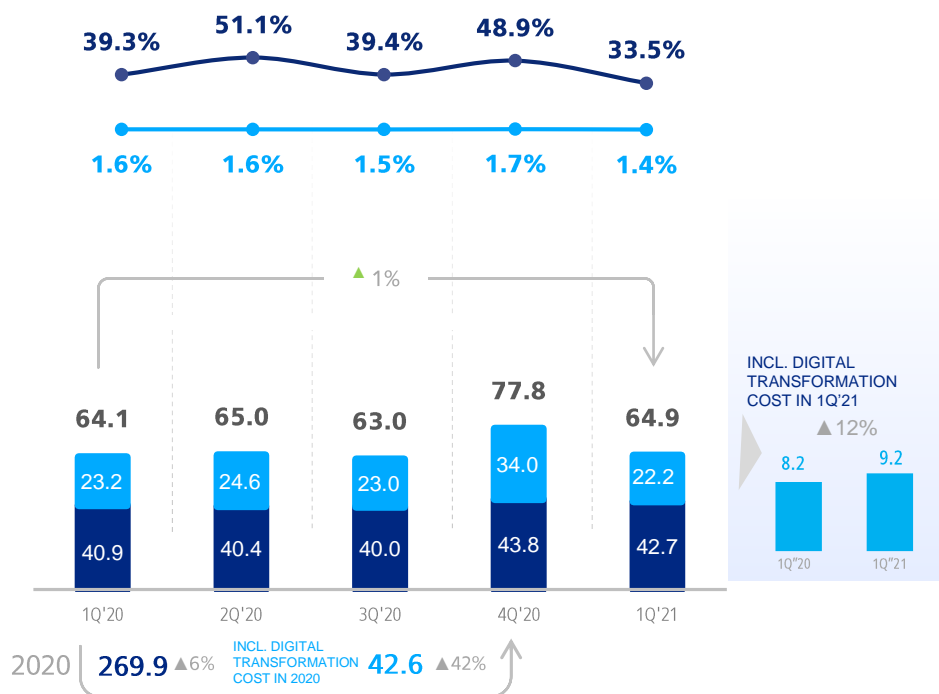


Staff costs and administrative expenses

RUB bn ▼▲ - YoY

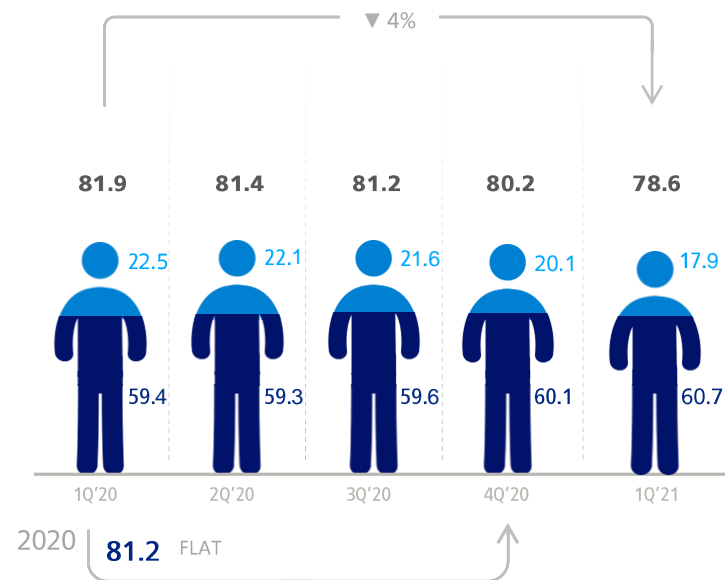
Staff costs and administrative expenses

--- CIR - - - Cost / avg. assets ■ Administrative expenses ■ Staff costs including pensions



Average number of employees, thsd

■ VTB Bank ■ Other companies of VTB Group



5M'21

CIR	Cost / Assets	Staff & admin. expenses
34.0%	1.4%	RUB 111.7 bn
-11.9 p.p. YoY	-20 b.p. YoY	1.5% YoY

VTB Group financial highlights: P&L and key ratios

Income statement key indicators RUB bn

	1Q'21	1Q'20	Change	2020
› Net interest income	145.6	119.7	21.6%	531.7
› Net fee and commission income	38.6	32.4	19.1%	136.8
› Other income	9.8	11.1	-11.7%	-59.1
› Operating income before provisions	194.0	163.2	18.9%	609.4
› Provision charge for credit losses	-22.6	-45.1	-49.9%	-249.8
› Staff costs and administrative expenses	-64.9	-64.1	1.2%	-269.9
› Profit before tax	106.5	54.0	97.2%	89.7
› Income tax expense	-21.4	-14.2	50.7%	-14.4
› Net profit	85.1	39.8	113.8%	75.3

Key financial ratios

	1Q'21	1Q'20	Change	2020
› Net interest margin (NIM)	3.7%	3.6%	10 b.p.	3.8%
› Cost of risk (CoR)	0.7%	1.5%	-80 b.p.	1.9%
› Cost / assets	1.4%	1.6%	-20 b.p.	1.6%
› Cost to income ratio (CIR)	33.5%	39.3%	-580 b.p.	44.3%
› Return on equity (ROE)	19.2%	9.5%	970 b.p.	4.4%

5M'21 5M'20 Change

251.4	209.0	20.3%
69.1	48.4	42.8%
8.0	-17.6	145.5%
328.5	239.8	37.0%
-43.7	-74.8	-41.6%
-111.7	-110.1	1.5%
173.1	54.9	215.3%
-35.7	-13.7	160.6%
137.4	41.2	233.5%

1Q'21

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VTB Group financial highlights: balance sheet and key loan portfolio quality ratios

Balance sheet key indicators RUB bn

	31 Mar' 21	30 Dec' 20	YTD	31 Dec' 19
> Gross loan portfolio	13,145.6	13,162.6	-0.1%	11,461.5
> Loans to legal entities	9,118.8	9,305.4	-2.0%	8,096.2
> Loans to individuals	4,026.8	3,857.2	4.4%	3,365.3
> Total assets	18,588.4	18,142.2	2.5%	15,516.1
> Customer deposits	13,690.8	12,831.0	6.7%	10,974.2
> Deposits of legal entities	7,969.0	7,095.1	12.3%	5,932.6
> Deposits of individuals	5,721.8	5,735.9	-0.2%	5,041.6
> Total liabilities	16,719.1	16,419.6	1.8%	13,862.8
> Total shareholders' equity	1,869.3	1,722.6	8.5%	1,653.3

Key loan portfolio quality ratios	31 Mar' 21	31 Dec' 20	YTD	31 Dec' 19
> NPL ratio ⁽¹⁾	5.5%	5.7%	-20 b.p.	4.7%
> LLR ratio	6.9%	6.8%	10 b.p.	6.0%
> Coverage ratio	126.4%	120.6%	580 b.p.	128.7%

31 May' 21	YTD
13 738.0	4.4%
9 526.8	2.4%
4 211.2	9.2%
19 540.9	7.7%
14 634.3	14.1%
8 828.4	24.4%
5 805.9	1.2%
17 594.4	7.2%
1 946.5	13.0%

1Q'21

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(1) The Group defines non-performing loans (NPL) as lifetime expected credit losses (ECL) credit-impaired financial assets with contractual principal and (or) interest payments overdue more than 90 days and purchased or originated credit impaired (POCI) loans with principal and (or) interest payments becoming overdue more than 90 days after the date of initial recognition. Loans with no contractual payments until maturity, grace period on principal and or interest payments, as well as restructured loans are not considered NPL unless amounts due contractually become more than 90 days overdue

VTB Group public debt and hybrid capital instruments

Denominated in following currencies:

■ RUB
 ■ USD
 ■ EUR
 ■ CHF

Domestic debt

International debt

	RUB bn	Maturity / call option	USD mln	Maturity / call option	Coupon	ISIN
Tier 1	180.2	Perpetual call-option2026 	2,250	Perpetual call-option2022 	9.5% Rate reset on 06 Dec'22 and every 10 th year thereafter	XS0810596832
Tier 2	110.0	2031 2030 	1,880	2024 2022 	5.00% 6.95%	CH0248531110 XS0842078536
Senior	77.7	2024 2023 2022 2021 	31	2035 	6.25%	XS0223715920

Calculations based on the exchange rates of the Central Bank of Russia as of 06.07.2021.



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