

VTB Group 9M'2011 Results



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Some of the information in this presentation may contain projections or other forward-looking statements regarding future events or the future financial performance of JSC VTB Bank ("VTB") and its subsidiaries (together with VTB, the "Group"). Such forward-looking statements are based on numerous assumptions regarding the Group's present and future business strategies and the environment in which the Group will operate in the future. We caution you that these statements are not guarantees of future performance and involve risks, uncertainties and other important factors that we cannot predict with certainty. Accordingly, our actual outcomes and results may differ materially from what we have expressed or forecasted in the forward-looking statements. These forward-looking statements speak only as at the date of this presentation and are subject to change without notice. We do not intend to update these statements to make them conform with actual results.

VTB Group 9M'2011 Highlights

- **Solid net profit in 9M'2011 – RUB 72.6 bn with ROE (w/o BoM) at 16.2%**
- **Corporate Investment Banking and Retail Banking post a solid 9M'2011 pre-tax profit of RUB 69.9 bn and RUB 28.1 bn, respectively**
- **Operating income before provisions up 31% y-o-y to RUB 209.9 bn**
- **Strong growth of net fee and commission income – up 52% y-o-y to RUB 27.1 bn**
- **Net interest margin (w/o BoM) stable at 4.8% in 9M'2011 with 4.9% in 3Q'11**
- **Improving asset quality with NPL ratio down 270 bps YTD followed by declining provision charge: down from 2.0% in 9M'2010 to 1.0% in 9M'2011**
- **Total CAR at 13.2% with Tier I ratio at 9.2%, expected YE'11 Tier I ratio c.10%**
- **BoM is consolidated in the Group's 9M'2011 financial statements with full balance sheet effect as of 30-Sep-2011**

A low-angle, upward-looking photograph of a modern skyscraper with a glass facade. The building's grid-like structure of windows and dark frames is prominent, creating a strong sense of height and architectural scale. The sky is a clear, bright blue, providing a high-contrast background for the building's lines. The text 'Segment Update' is overlaid on the upper left portion of the image.

Segment Update

Segment Analysis

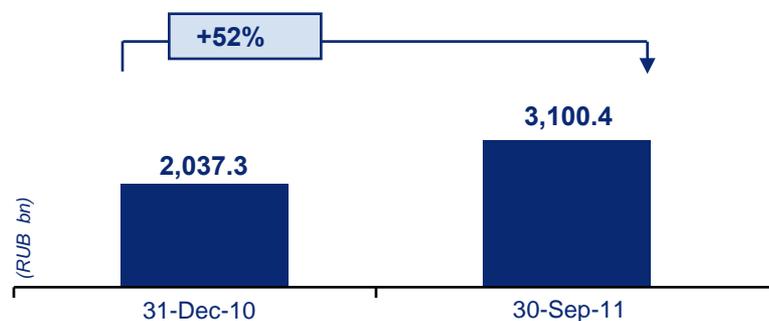
	Corporate and Investment Banking						Retail Banking		
	IB	Loans & Deposits	Transaction Banking	Total CIB ⁽¹⁾					
(in RUB bn)	9M'11			9M'11	9M'10	y-o-y	9M'11	9M'10	y-o-y
Net interest income ⁽²⁾	11.5	80.5	9.3	101.3	87.7	15.5%	54.0	39.1	38.1%
Net fee and commission income	4.1	2.5	8.3	14.8	9.2	60.9%	12.4	7.8	59.0%
Net result from financial instruments	1.5	(2.3)	0.0	(0.8)	7.5	n/a	0.1	0.0	n/a
Operating income before provisions	24.4	91.2	17.6	133.2	107.4	24.0%	69.3	49.0	41.4%
Staff costs & administrative expenses	(9.1)	(37.0)	(3.8)	(49.6)	(40.1)	23.7%	(33.6)	(22.3)	50.7%
Profit before taxation	15.5	40.3	13.8	69.9	39.5	77.0%	28.1	14.9	88.6%

(1) Data presented after intersegment eliminations and adjustments.

(2) Including income arising from loan restructuring.

CIB Subsegment – Loans and Deposits

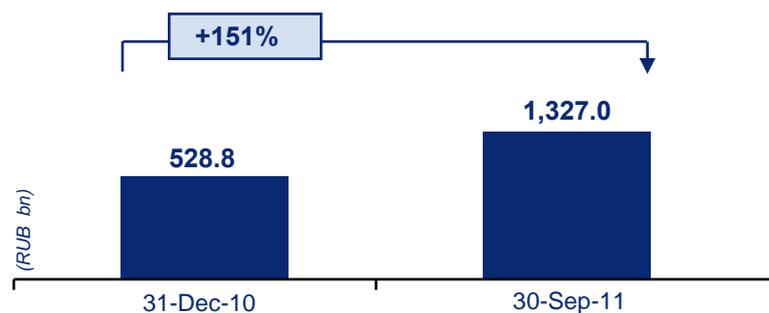
Segment Data - Customer Loans



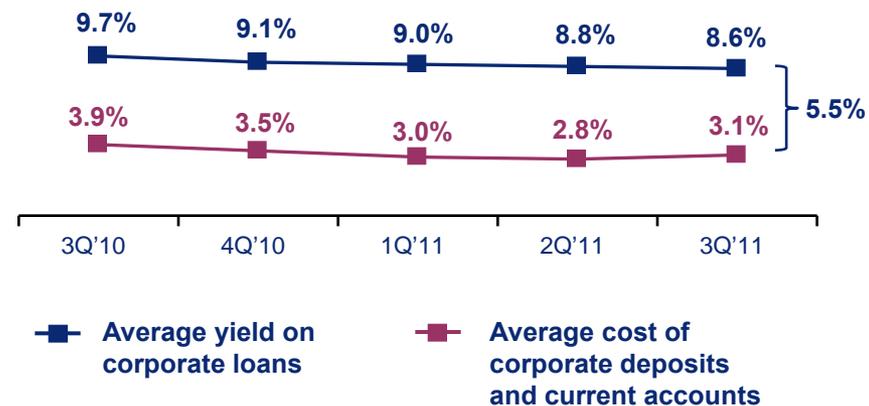
Market Shares in Russia



Segment Data - Customer Deposits



Average Yield & Cost of Funds (w/o BoM)



(1) Calculated based on CBR data (for Russian corporate loan market) and Rosstat data (for loans provided to Russian companies from abroad). Numerator represents VTB Group's consolidated corporate loan portfolio (under IFRS).

CIB Subsegment – Investment Banking

VTB Capital League Tables September 2011

Russia and CIS related international DCM



#	Lead Manager	Amount, \$ mln	# of deals	Share, %
1	VTB Capital	4,398	18	15.4%
2	JP Morgan	3,682	13	12.7%
3	Deutsche Bank	2,457	11	8.4%
4	Barclays Capital	2,038	10	7.0%
5	RBS	2,033	13	6.9%

Domestic DCM



#	Lead Manager	Amount, \$ mln	# of deals	Share, %
1	VTB Capital	6,581	40	30.7%
2	Sberbank	2,925	20	13.3%
3	Gazprombank	2,266	15	10.3%
4	VEB	1,948	16	8.7%
5	Troika Dialog	1,640	15	7.5%

Russian ECM



#	Lead Manager	Amount, \$ mln	# of deals	Share, %
1	VTB Capital	2,123	7	21.3%
2	Deutsche Bank	1,910	4	19.1%
3	BofA – ML	1,090	1	10.9%
4	Morgan Stanley	1,014	5	10.2%
5	Goldman Sachs	838	4	8.4%

Russian M&A



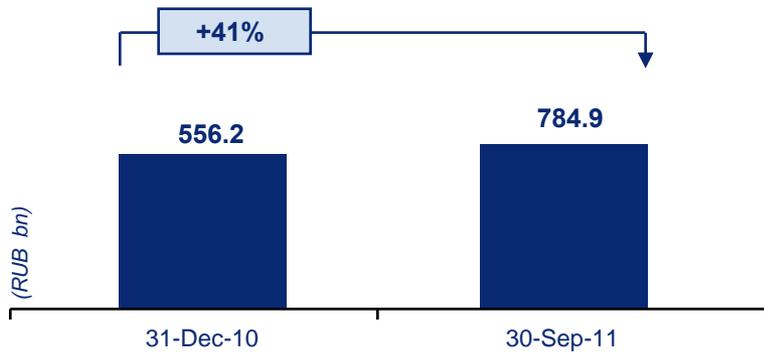
#	Advisor	Amount, \$ mln	# of deals	Share, %
1	Credit Suisse	7,564	10	11.9%
2	VTB Capital	5,597	7	8.8%
3	Citi	5,468	3	8.6%
4	JP Morgan	5,262	13	8.3%
5	Gazprombank	5,142	4	8.1%

Key Developments in 9M'11

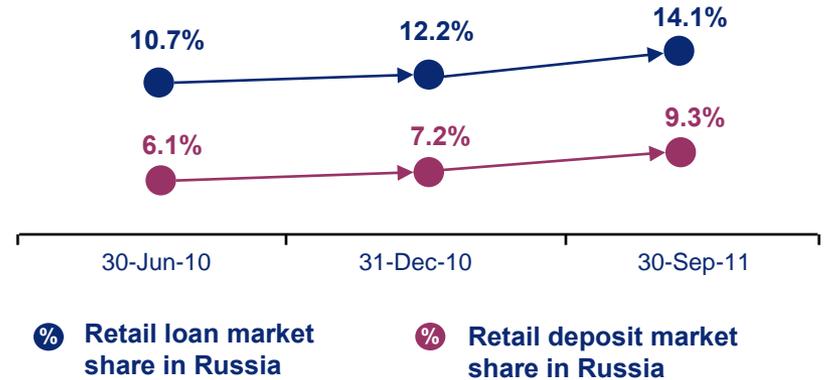
- Financial Industry Regulatory Authority has granted VTB Capital Inc. (USA) a Broker-Dealer license. VTB Capital's US office will be headquartered in New York and will be the main hub for the planned expansion of VTB Group investment business in the region
- First trades in FX products on core Asian markets like India and Korea have been executed
- First live trades on the polish market (WSE) have been executed
- Private Equity and Special Situations acquired a significant minority interest in News Outdoor, the largest outdoor advertising operator in the CIS. As part of the deal, VTB provided financing and foreign currency hedge
- Lenta follow-on investment. After negotiations, the agreement was reached on the sale and purchase of the entirety of Svoboda Corporation's stake in the Lenta hypermarket chain. On completion of the sale, Svoboda has exited the business in full and all court and other proceedings have ended. This transaction now ensures a stable shareholder base and allows the management to focus on growth and profitability

Retail Banking in Russia

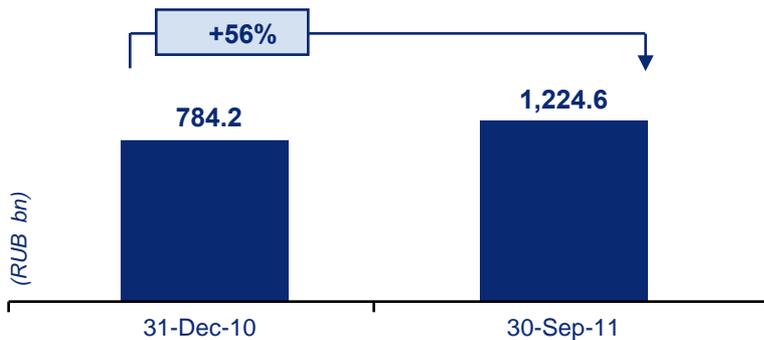
Segment Data - Loans to Individuals



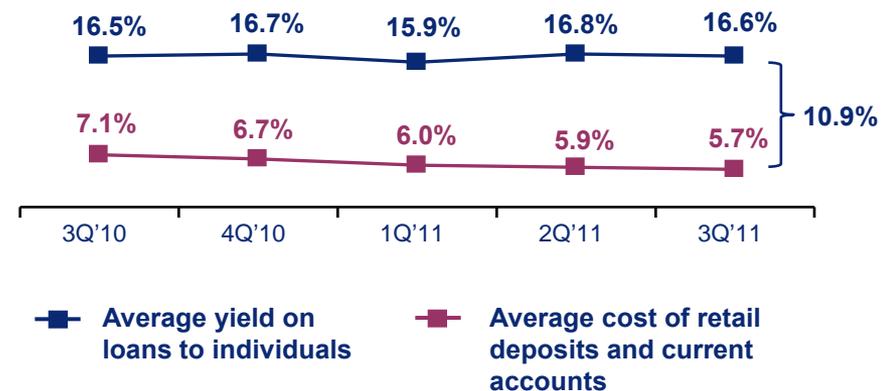
Market Shares in Russia



Segment Data - Retail Deposits



Average Yield & Cost of Funds (w/o BoM)

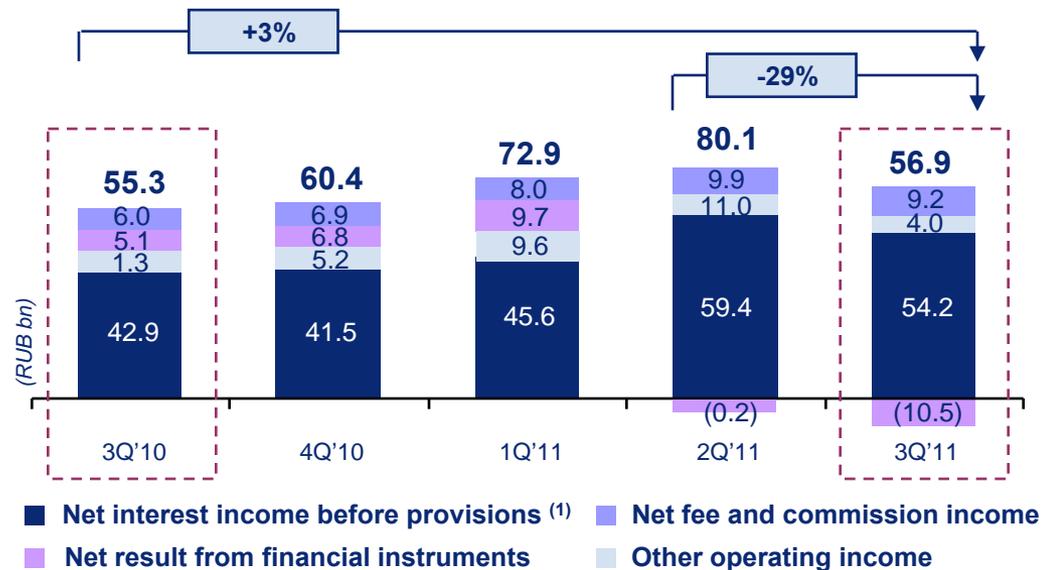


A low-angle, upward-looking photograph of modern glass skyscrapers against a clear blue sky. The perspective creates a sense of height and architectural scale. The grid pattern of the window panes is prominent, and the buildings appear to converge towards the top of the frame.

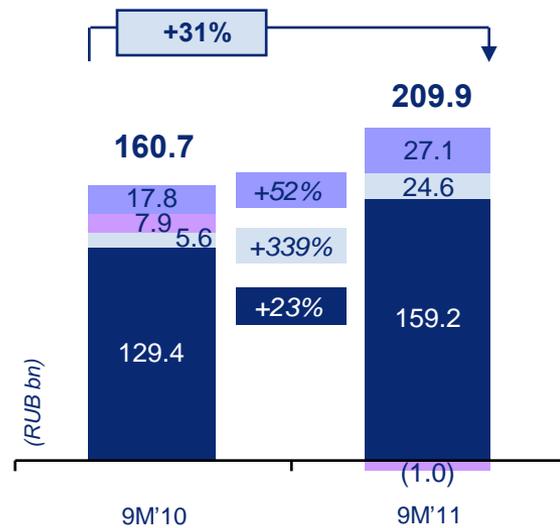
Financial Update

Solid Operating Income and Robust Net Interest Margin

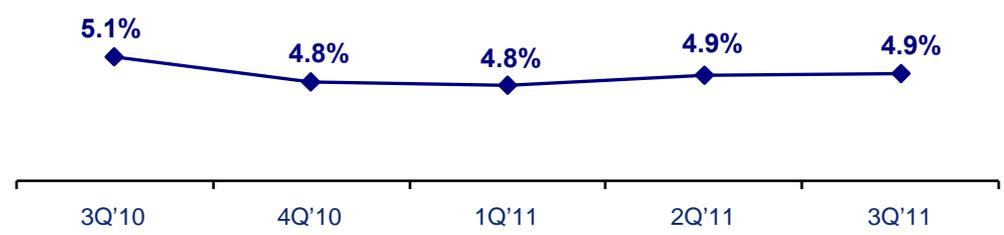
Operating Income before Provisions, q-o-q



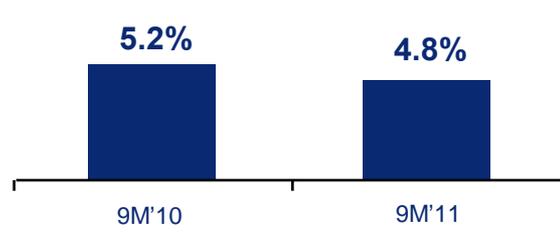
y-o-y



Quarterly NIM (2) (w/o BoM)



NIM, y-o-y (w/o BoM)

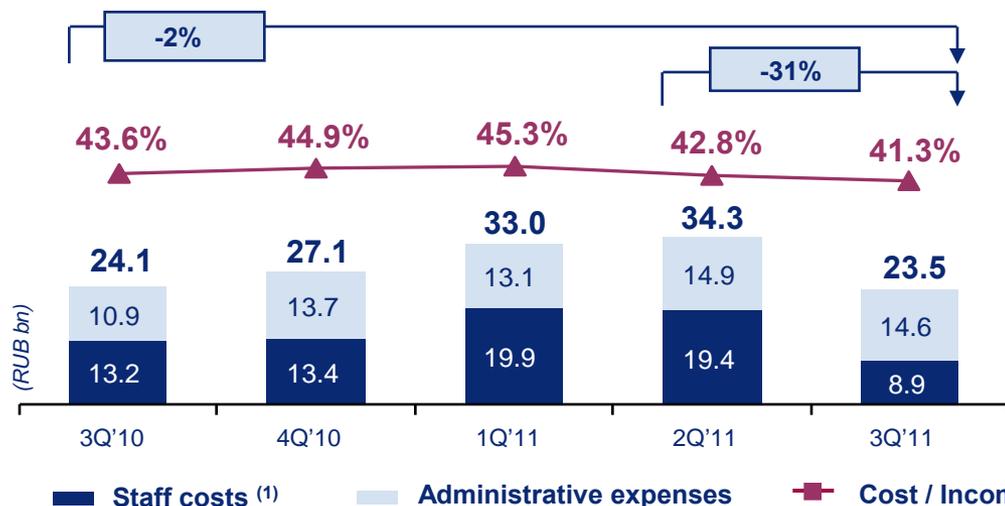


(1) Calculated including income arising from loan restructuring.

(2) Net interest income divided by average interest earning assets, which include gross loans and advances to customers, due from other banks (gross), debt securities and correspondent accounts with other banks.

Costs Remain under Control

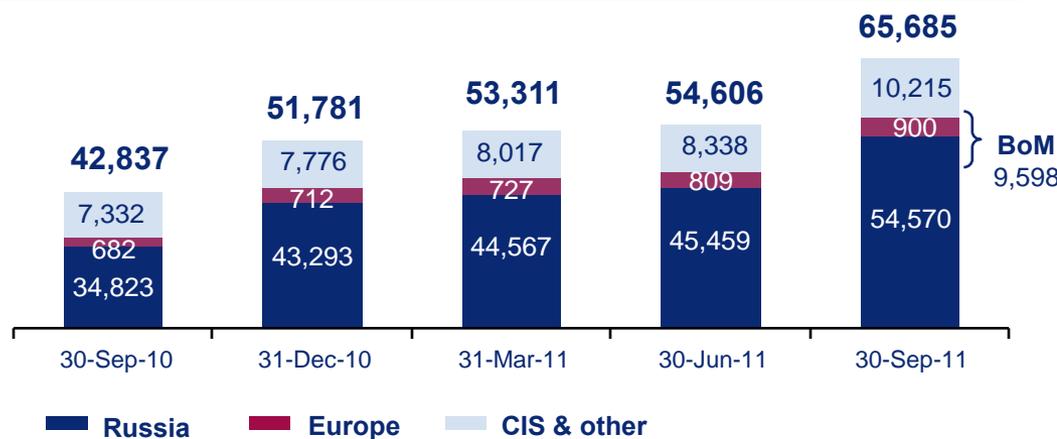
Staff and Administrative Expenses, q-o-q



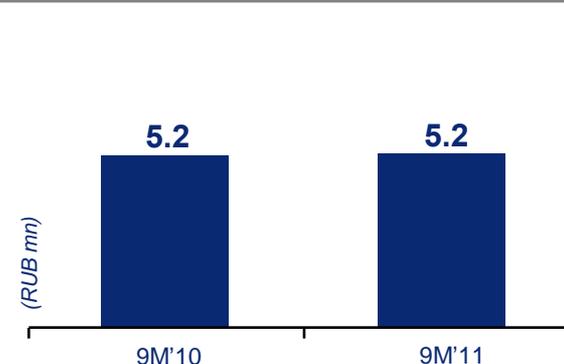
y-o-y



Number of Employees



Operating Income per Employee⁽²⁾ (w/o BoM)



(1) Including pensions.
 (2) Operating income calculated before provisions.

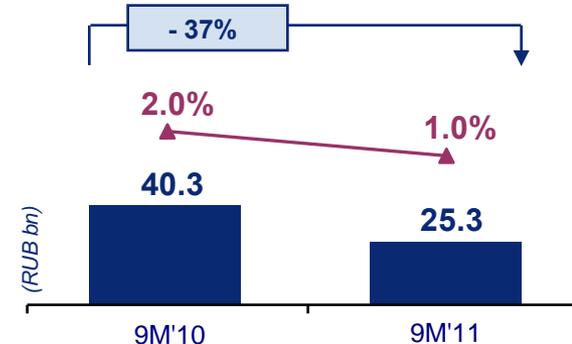
Asset Quality Improving

Quarterly P&L Provision Charge ⁽¹⁾ (y-o-y)



▲ Provision charge for loan impairment/ Average gross loan portfolio (in %, annualised, w/o BoM)

y-o-y



■ Provision charge for impairment of debt financial assets

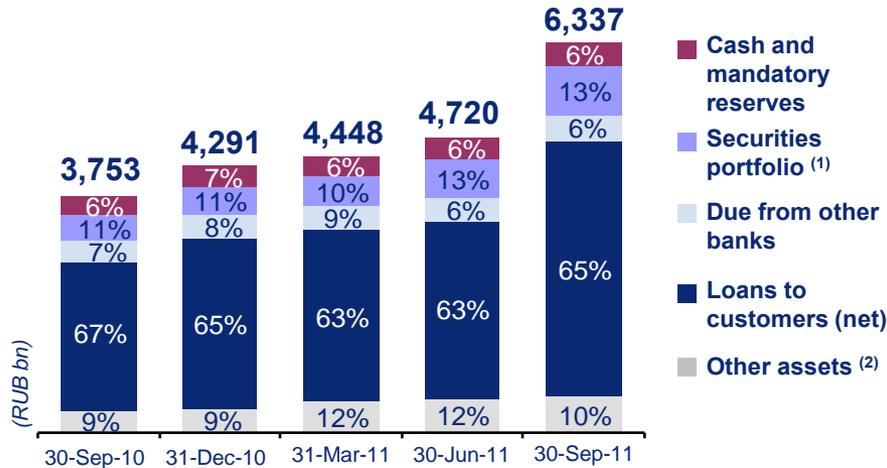
Asset quality	30-Sep-11	30-Jun-11	q-o-q	31-Mar-11	31-Dec-10	YTD
NPL ratio (90+ days) ⁽²⁾	5.9%	7.7%	-180 bps	8.2%	8.6%	-270 bps
- corporate	5.8%	7.7%	-190 bps	8.3%	8.8%	-300 bps
- individuals	6.2%	7.3%	-110 bps	7.7%	7.8%	-160 bps
Allowance for loan impairment / Total gross loans	6.5%	8.6%	-210 bps	8.9%	9.0%	-250 bps
- corporate	6.7%	9.0%	-230 bps	9.4%	9.4%	-270 bps
- individuals	5.9%	6.6%	-70 bps	7.0%	7.0%	-110 bps
Allowance for loan impairment / NPLs	110.7%	111.8%	-110 bps	109.2%	103.7%	+700 bps
- corporate	114.4%	116.2%	-180 bps	112.8%	106.4%	+800 bps
- individuals	94.2%	90.9%	+330 bps	91.4%	89.7%	+450 bps
Renegotiated loans (in RUB bn)	30-Sep-11	30-Jun-11	q-o-q	31-Mar-11	31-Dec-10	YTD
Renegotiated loans	316.8	256.4	+23.6%	260.6	270.4	+17.2%
- corporate	302.3	244.4	+23.7%	247.5	254.7	+18.7%
- individuals	14.5	12.0	+20.8%	13.1	15.7	-7.6%
Renegotiated loans / Total gross loans	7.2%	7.8%	-60 bps	8.5%	8.8%	-160 bps
- corporate	8.2%	9.2%	-100 bps	9.9%	10.1%	-190 bps
- individuals	1.9%	2.0%	-10 bps	2.4%	2.9%	-100 bps

(1) Provision charge for impairment of debt financial assets.

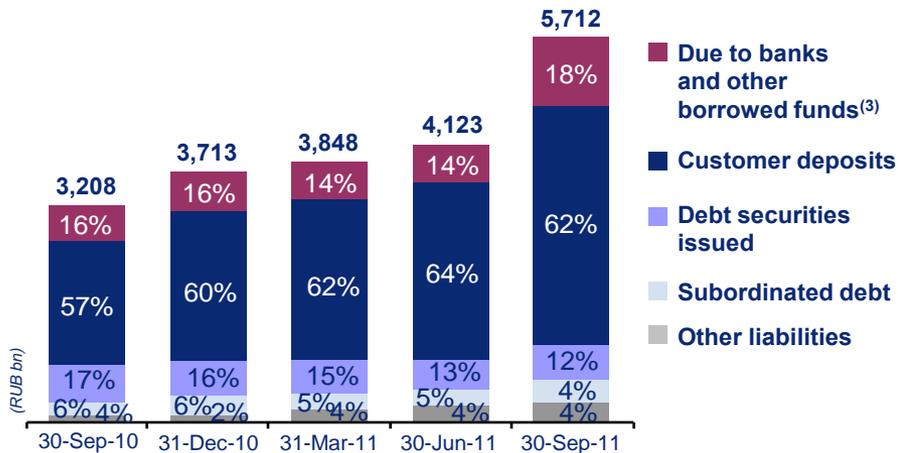
(2) Non-performing loans (NPLs) represent impaired loans with repayments overdue by over 90 days. NPLs are calculated including the entire principal and interest payments. Ratio is calculated to total gross loans.

Healthy Balance Sheet Boosted by Bank of Moscow Acquisition

Assets Structure



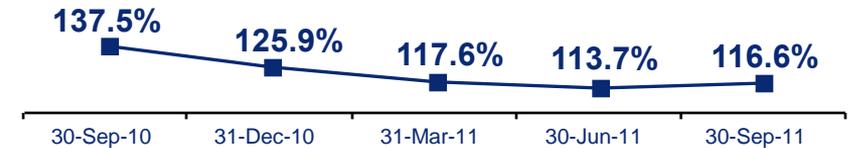
Liabilities Structure



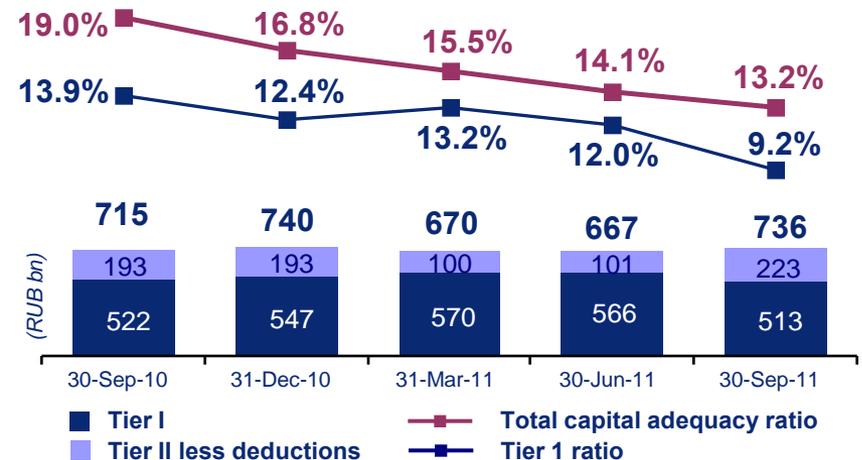
Net Interest Spread (w/o BoM), y-o-y



Customer Loans / Customer Deposits



BIS Group Capital

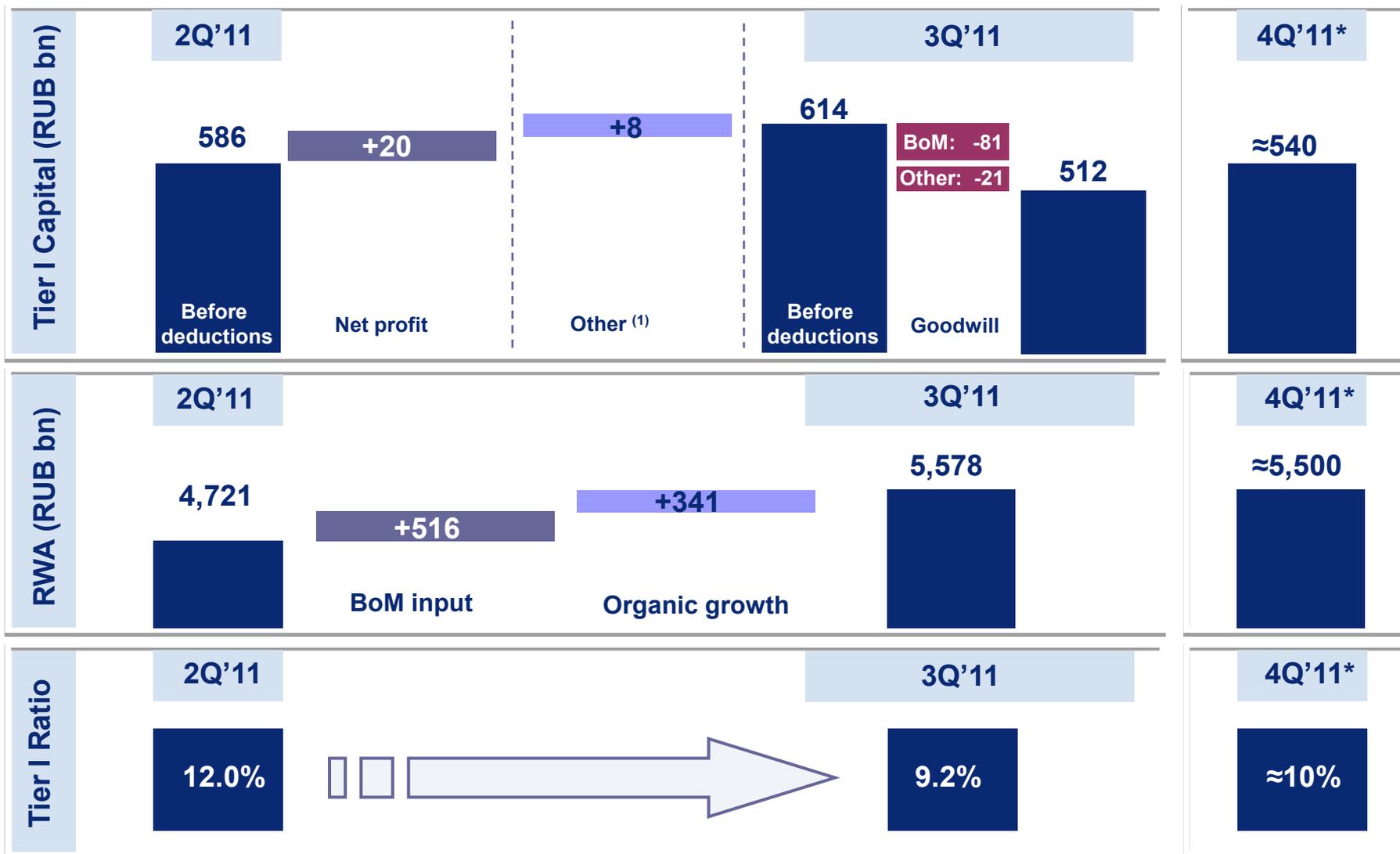


(1) Includes debt and equity securities, assets pledged under REPO, securities classified as due from other banks and loans to customers, and derivatives.

(2) Includes investment in associates, premises and equipment, investment property, intangible assets and goodwill, deferred tax assets and others.

(3) Other borrowed funds include bilateral and syndicated bank loans, secured and unsecured financing from central banks.

Tier I Development in 3Q'11 and YE'11 Forecast



(1) Including currency translation difference, non-controlling interests and others.
* Management estimation.

A low-angle, upward-looking photograph of modern glass skyscrapers against a clear blue sky. The perspective creates a sense of height and architectural scale. The grid pattern of the window panes is prominent, and the buildings appear to converge towards the top of the frame.

M&A Update

Key Developments

- **VTB Group increased its ownership to 80.57% in BoM on Sep 29, 11**
 - BoM was consolidated in 9M'11 financial statements of VTB Group with full balance sheet effect as of 30-Sep-2011
- **The DIA issued RUB 295 bn 10-year loan to BoM at an annual rate of 0.51% on Sep 29, 11**
- **RUB 295 bn invested in a specially issued 10-year Russian Federal loan bond (OFZ) at 8.16% p.a. on Sep 30, 11**
- **VTB Management Committee approved BoM development strategy for 2011-2014 on Nov 8, 11**

Goodwill Calculation

	<i>(in RUB bn)</i>
Consideration paid	50.2
Non-controlling interests (proportionate share of the acquiree's identifiable net assets)	16.5
Fair value of the acquirer's previously held interest in the acquiree	99.2
Total	165.9
Fair value of BoM identifiable net assets	84.5
Goodwill arising from the acquisition	81.4

Key Financial Targets (2011)

Loan book growth 18%

Net profit RUB 3 bn ⁽¹⁾

ROE 4%

BoM Acquisition Price ⁽²⁾

Total price paid RUB 266 bn

BV after recapitalisation RUB 180 bn

P/BV ≈ 1.5x

(1) Net of provision releases.

(2) Management forecast.

Bank of Moscow Development Strategy for 2011-2014

BoM will be developed as an independent universal commercial bank within VTB Group

- Focus on business development in Moscow and Moscow region

- Focus on independent business development with small and medium-sized enterprises

- Further development of partnership with Moscow Government

- Transfer of BoM subsidiary banks and financial companies under management of VTB Group

- Coordination of large-cap client coverage with VTB

- Integration of investment business with VTB Capital

- Coordination of retail client coverage with VTB24

- Branch network optimisation

Key Financial Targets (2014)

Net profit → RUB 35 bn

ROE → 20%

Key Development in 3Q'11

- In July and August 2011, VTB Group increased its ownership share in TCB from 43.18% to 74.48% by purchasing 29.39% stake from Russian Railways and 1.91% stake from the non-controlling interests
- On Sep 28, 2011, TCB's Board of Directors approved an additional share issue in the amount of RUB 7,587 mn
 - The additional share issue is planned for 1Q'2012
 - VTB reached an agreement with the Russian Railways that VTB would buy this additional share issue in full, thus increasing its stake to 77.7%
- On Sep 28, 2011, TCB's Board of Directors approved the Bank's development strategy for 2011 – 2013 and road-map of integration into VTB Group

TCB Acquisition Price (for 74.48% stake)

Total price paid	RUB 38.3 bn
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BV (as of Dec 31, 10)	RUB 20.9 bn
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P/BV	1.8x
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TCB FY'11 Outlook

Loan book growth	> 35%
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Net profit	RUB 9 bn
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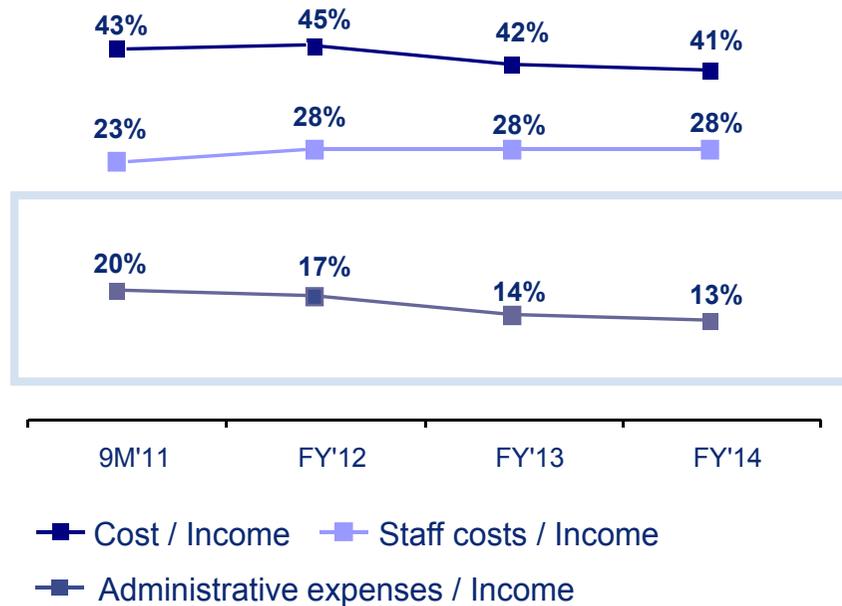
ROE	> 25%
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A low-angle, upward-looking photograph of modern glass skyscrapers against a clear blue sky. The perspective creates a sense of height and architectural scale. The grid pattern of the window frames is prominent, and the sky is a uniform, bright blue. The text 'Cost Optimisation Program' is overlaid in a dark blue, bold, italicized font on a semi-transparent white horizontal band across the middle of the image.

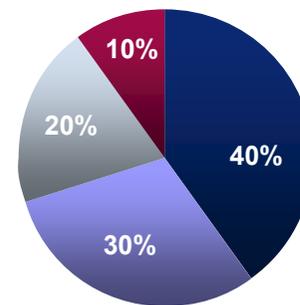
Cost Optimisation Program

VTB Group Cost Management Strategy for 2012-2014

Targeted Ratios



Sources of Cost Savings



- Supplier and procurement process management
- Premises and equipment management
- Outsourcing of selected services
- Labour automation and other areas

A low-angle, upward-looking photograph of modern glass skyscrapers against a clear blue sky. The perspective creates a sense of height and architectural scale. The grid-like pattern of the window frames is prominent, and the sky is a uniform, bright blue. The text 'Appendix' is overlaid on the upper left portion of the image.

Appendix

VTB Group 9M'2011 Financial Highlights

(in RUB bn)	9M'11	9M'10	y-o-y	3Q'11	3Q'10	y-o-y	2Q'11	1Q'11	3Q'11/2Q'11
Net interest income before provisions ⁽¹⁾	159.2	129.4	23.0%	54.2	42.9	26.3%	59.4	45.6	-8.8%
Net fee and commission income	27.1	17.8	52.2%	9.2	6.0	53.3%	9.9	8.0	-7.1%
Net result from financial instruments	(1.0)	7.9	-112.7%	(10.5)	5.1	n/a	(0.2)	9.7	5150.0%
Operating income before provisions	209.9	160.7	30.6%	56.9	55.3	2.9%	80.1	72.9	-29.0%
Provisions for impairment ⁽²⁾	(25.9)	(42.3)	-38.8%	(7.1)	(13.3)	-46.6%	(11.0)	(7.8)	-35.5%
Staff costs and administrative expenses	(90.8)	(68.0)	33.5%	(23.5)	(24.1)	-2.5%	(34.3)	(33.0)	-31.5%
Net profit	72.6	38.8	87.1%	19.0	13.7	38.7%	27.5	26.1	-30.9%
Net interest margin (w/o BoM)	4.8%	5.2%	-40 bps	4.9%	5.1%	-20 bps	4.9%	4.8%	0 bps
Provision charge for loan impairment / Average gross loan portfolio (w/o BoM)	1.0%	2.0%	-110 bps	0.8%	1.8%	-100 bps	1.2%	1.1%	-40 bps
Cost / Income ratio ⁽³⁾	43.3%	42.3%	100 bps	41.3%	43.6%	-230 bps	42.8%	45.3%	-150 bps
ROE (w/o BoM)	16.2%	9.9%	630 bps	12.6%	10.2%	240 bps	18.4%	17.7%	-580 bps
EPS (in kopecks)	0.71	0.40	78%	0.20	0.14	42.9%	0.26	0.26	-23.1%

(in RUB bn)	30-Sep-11	w/o BoM	30-Jun-11	31-Mar-11	q-o-q	q-o-q w/o BoM	31-Dec-10	YTD
Customer loans (gross)	4,429.0	3,775.5	3,277.0	3,063.5	44.6%	15.2%	3,059.6	44.8%
Total assets	6,337.0	5,494.7	4,720.0	4,448.4	42.5%	16.4%	4,290.9	47.7%
Customer deposits	3,550.9	3,037.8	2,634.7	2,373.2	49.6%	15.3%	2,212.9	60.5%
Total equity	625.1	609.0	597.5	600.7	4.1%	1.9%	578.2	8.1%
Allowance for loan impairment / Total gross loans	6.5%	7.7%	8.6%	8.9%	-210 bps	-120 bps	9.0%	-250 bps
NPL ratio ⁽⁴⁾	5.9%	6.9%	7.7%	8.2%	-180 bps	-80 bps	8.6%	-270 bps

(1) Including income arising from loan restructuring.

(2) Calculated including provision charge for impairment of debt financial assets and provision charge for impairment of other assets and credit related commitments.

(3) Calculated before provision charge for impairment and recovery of / (provision charge for) impairment of other assets and credit related commitments.

(4) Non-performing loans (NPLs) represent impaired loans with repayments overdue by over 90 days. NPLs are calculated including the entire principal and interest payments. Ratio is calculated to total gross loans.

VTB Group Public Debt Instruments ⁽¹⁾

VTB Group Public Debt Instruments Outstanding

Borrower	Equivalent amount (USD, mn)	Instrument	Maturity Date/Put or Call Option	Coupon
2011				
Members of VTB Group	28	Loans repayment / amortisation	During 2011	
Subtotal	28			
2012				
VTB	308	Series 8 SGD EMTN 2	August 2012	4.2%
VTB	1,054	Series 1 EMTN 2	October 2012	6.609%
VTB	955	Series 3 RUB EMTN 2	November 2012	6.85%
Members of VTB Group	266	Loans repayment / amortisation	During 2012	
Subtotal	2,583			
2013				
VTB	1,706	Series 4 EMTN 2 (put option)	May 2013	6.875%
VTB	433	Series 9 CHF EMTN 2	August 2013	4.0%
VTB	157	Series 11 CNY EMTN 2	December 2013	2.95%
Subtotal	2,296			
2014				
VTB	231	Series 13 SGD EMTN 2	June 2014	3.4%
VTB	3,130	Loan repayment	July 2014	
Subtotal	3,361			
2015				
VTB	1,250	Series 7 EMTN 2	March 2015	6.465%
VTB	693	Series 6 EMTN 1 (put option)	June 2015	6.25%
VTB ⁽³⁾	400	Subordinated Debt	September 2015	5.01%
VTB	325	Series 14 CHF EMTN 2	November 2015	5%
Subtotal	2,668			
2016				
VTB	256	Series 9 EUR EMTN 1	February 2016	4.25%
Subtotal	256			
2018				
VTB	750	Series 12 EMTN 2	February 2018	6.315%
Subtotal	750			
2020				
VTB	1,000	Series 10 EMTN 2	October 2020	6.551%
Subtotal	1,000			
Total	12,942			

Bank of Moscow Public Debt Instruments Outstanding

Borrower	Equivalent amount (USD, mn)	Instrument	Maturity Date/Put or Call Option	Coupon
2011				
Bank of Moscow	350	Loans repayment / amortisation	During 2011	
Subtotal	350			
2013				
Bank of Moscow	115	SGD public debt instrument	February 2013	4.25%
Bank of Moscow	500	Public debt instrument	May 2013	7.335%
Bank of Moscow	379	CHF Public debt instrument	September 2013	4.5%
Subtotal	994			
2015				
Bank of Moscow	750	Public debt instrument	March 2015	6.699%
Bank of Moscow	300	Public debt instrument	November 2015	5.967%
Subtotal	1,050			
2017				
Bank of Moscow	400	Public debt instrument (call option)	May 2017	6.8075%
Subtotal	400			
Total	2,794			

VTB Group Debt Maturity Profile ⁽³⁾



(1) Exchange rates are as of December 1, 2011. CBR data. Note: In addition to international debt, VTB Group currently has RUB 141 bn outstanding domestic bonds

(2) As the result of the reorganisation of JSC Bank VTB North-West and its merger with JSC VTB Bank, March 18, 2011, JSC VTB Bank has assumed the rights and obligations of JSC Bank VTB North-West as the Borrower

(3) Including public debt instruments of Bank of Moscow

VTB Group International Public Debt Instruments Issued in 2010-2011

Borrower	Date of issue	Amount (mln)	Instrument	Maturity date	Coupon/rate
VTB	March 2010	USD 1,250	Series 7 EMTN 2	March 2015	6.465%
VTB	August 2010	SGD 400	Series 8 EMTN 2	August 2012	4.2%
VTB	August 2010	CHF 400	Series 9 EMTN 2	August 2013	4%
VTB	October 2010	USD 1,000	Series 10 EMTN 2	October 2020	6.551%
VTB	December 2010	CNY 1,000	Series 11 EMTN 2	December 2013	2.95%
VTB	February 2011	USD 750	Series 12 EMTN 2	February 2018	6.315%
VTB	June 2011	SGD 300	Series 13 EMTN 2	June 2014	3.4%
VTB	July 2011	USD 3,130	Syndicated loan	July 2014	LIBOR+1.3%
VTB	November 2011	CHF 300	Series 14 EMTN 2	November 2015	5%
Total (USD equivalent) ⁽¹⁾		USD 7,583			

(1) Exchange rates are as of December 01, 2011, CBR data.