



**BCC Group
FY2013 Results**



IMPORTANT NOTICE



The information presented herein is based on sources which Bank CenterCredit (the “Bank”) regards dependable. This presentation may contain forward looking statements.

These statements concern or may affect future matters, such as the Bank's economic results, business plans and strategies, and are based upon the current expectations of the directors. They are subject to a number of risks and uncertainties that might cause actual results and events to differ materially from the expectations expressed in or implied by such forward looking statements. Factors that could cause or contribute to differences in current expectations include, but are not limited to, regulatory developments, competitive conditions, technological developments and general economic conditions. The Bank assumes no responsibility to update any of the forward looking statements contained in this presentation.

1

Bank of best practice with consistent growth

- A 25-year history bank
 - Strong strategic shareholders
 - Strong liquidity
-

2

Strong Financial Stability Indicators

- Capital Adequacy ratio 15.96%
 - Loan to deposit ratio 0.97
 - Current liquidity ratio of 45.6%
-

3

Strong market share across market segments

- 4th largest bank by assets
 - Leading market share of SME value chain
 - Treasury powerhouse
-

THE BANK AT A GLANCE



JSC Bank CenterCredit	NBK License №248 dated Jan 17 2014
Subsidiaries	5 subsidiaries
Number of Employees	3 933 headcount
Channels	20 branches, 127 outlets, 738 ATMs
Total Equity	KZT 86,870 MM
Listings	KASE
Auditors	Deloitte LLP

Credit Rating	Long term	Short term	Outlook
STANDARD & POOR'S RATINGS SERVICES	B+	B	Stable
FitchRatings	B+	B	Stable

KEY PERFORMANCE HIGHLIGHTS



	KZT bln	FY'13	FY'12	%
1 Profitability	Net Interest Margin (%)	3.7%	1.4%	↑
	Profit before tax	2,29	0.6	
	Profit after tax	0.31	0.4	
2 Efficient Balance Sheet	Total Assets	1,093	1,087	0.6
	Customer deposits	796	772	3
	Net Loans & Advances	775	783	(1)
3 Strong Prudential & Performance Ratios	Capital Adequacy (%)	15.96	15.95	(0,01)
	Liquidity Ratio	45.6	62.3	(16.7)
	Net Loans to Deposits(%)	0.97	1	(0.1)
	ROAE (%)	0.36	0.4	(0.04)
	Cost of Funds (%)	5.1	5.8	↓

KEY MESSAGES



Continuous improvement in NIM

NIM Improved from 1.4 % in 2012 to 3.7 % in 2013.
Cost of funds reduced from 5.8% to 5.1%

Moderate loan growth

Loan book grew by 4% or KZT32 bln. in Y'13

Decrease of external borrowings

BCC has repaid its foreign liabilities in amount of USD 342 MM during Y'13

Improving cost efficiency

Operating cost to income down to 35%
in FY13 from 62% FY2012

ASSETS as of January 01 2014

	Bank name	01.01.2011			01.01.2012			01.01.2013			01.01.2014			2011 Change +/-	2012 Change +/-	2013 Change +/-
		KZT bl	Position	Share	KZT bl	Position	Share	KZT bl	Position	Share	KZT bl	Position	Share			
1	KKB	2 430	1		2 485	1	19%	2 553	1	18,4%	2 501	1	16,2%	2%	3%	-2%
2	Halyk	2 024	2	16,8%	2 222	2	17%	2 340	2	16,9%	2 442	2	15,8%	10%	5%	4%
3	BTA	1 994	3	16,6%	1 617	3	13%	1 518	3	10,9%	1 517	3	9,8%	-19%	-6%	0%
4	BCC	1 211	4	10,1%	1 063	4	8%	1 063	4	7,7%	1 072	4	6,9%	-12%	0%	1%
5	Sberbank	283	9	2,3%	491	7	4%	732	6	5,3%	1 036	5	6,7%	74%	49%	41%
6	Tsesna	227	12	1,9%	438	8	3%	618	7	4,5%	924	6	6,0%	93%	41%	49%
7	ATF	983	5	8,2%	984	5	8%	852	5	6,1%	895	7	5,8%	0%	-13%	5%
8	Kaspi	353	8	2,9%	422	9	3%	588	9	4,2%	851	8	5,5%	20%	39%	45%
9	Eurasian	359	7	3,0%	370	10	3%	466	10	3,4%	587	9	3,8%	3%	26%	26%
10	Alliance	490	6	4,1%	518	6	4%	599	8	4,3%	562	10	3,6%	6%	16%	-6%
	Total	12 038		100,0%	12 809		100%	13 870		100,0%	15 462		100,0%	6%	8%	11%

LOANS as of January 01 2014

	Bank name	01.01.2011			01.01.2012			01.01.2013			01.01.2014			2011 Change +/-	2012 Change +/-	2013 Change +/-
		KZT bl	Position	Share	KZT bl	Position	Share	KZT bl	Position	Share	KZT bl	Position	Share			
1	KKB	2 344	1	25,9%	2 268	1	21,7%	2 398	1	20,6%	2 482	1	18,6%	-3%	6%	4%
2	BTA	1 645	2	18,1%	2 090	2	20,0%	2 062	2	17,7%	2 381	2	17,8%	27%	-1%	16%
3	Halyk	1 224	3	13,5%	1 372	3	13,1%	1 534	3	13,2%	1 736	3	13,0%	12%	12%	13%
4	BCC	720	5	7,9%	806	5	7,7%	852	4	7,3%	887	4	6,6%	12%	6%	4%
5	Sberbank	177	11	1,9%	359	8	3,4%	529	7	4,5%	799	5	6,0%	103%	47%	51%
6	ATΦ	849	4	9,4%	863	4	8,3%	769	5	6,6%	717	6	5,4%	2%	-11%	-7%
7	Kaspi	289	7	3,2%	361	7	3,5%	485	8	4,2%	714	7	5,4%	25%	34%	47%
8	Tsesna	149	12	1,6%	333	9	3,2%	475	9	4,1%	664	8	5,0%	123%	43%	40%
9	Alliance	546	6	6,0%	535	6	5,1%	594	6	5,1%	585	9	4,4%	-2%	11%	-1%
10	Eurasian	228	8	2,5%	270	10	2,6%	368	10	3,2%	445	10	3,3%	19%	36%	21%
	Total	9 066		100,0%	10 443		100,0%	11 657		100,0%	13 348		100,0%	15%	12%	15%

Source: National Bank

2013 PERFORMANCE HIGHLIGHTS



MM KZT	FY2013	FY2012	Y-o-Y (%)
Net Income	7,880	7,545	4.3%
Net Interest Income ⁽¹⁾	35,659	19,477	45.4%
RoAE	0,36%	0,4%	
RoAA	0.03%	0,03%	
Gross loans	972,866	920,891	5.3%
Net Loans	775,652	783,471	(1.01)%
Total Assets	1,093,482	1,087,817	0.052%
Total Customer Accounts	803,422	777,864	3.18%
Total Equity	86,870	87,118	(0.3%)
Provisions/gross loans	20%	14.9%	
Loans/deposit ratio ⁽²⁾	97.4%	100.72%	
Liquid assets/total assets	23.7%	24%	

(1) before impairment charge

(2) loans to customers, net/amounts due to customers

INCOME STATEMENT



KZT MM	FY'13	FY'12	Y-o-Y %
Interest Income	85,269	73,631	13.7
Interest Expense	(49,610)	(54,154)	(9.2)
Net Interest Income	35,659	19,477	45.4
Non-Interest Income	23,760	19,938	16.09
Operating Income	31,640	27,483	13.1
Impairment Charges	(27,779)	(11,932)	57.05
Operating Expenses	(29,345)	(26,882)	8.4
Profit Before Tax	2,295	601	73.8
Profit for the Period	313	350	(12)

BALANCE SHEET



(mln. KZT)

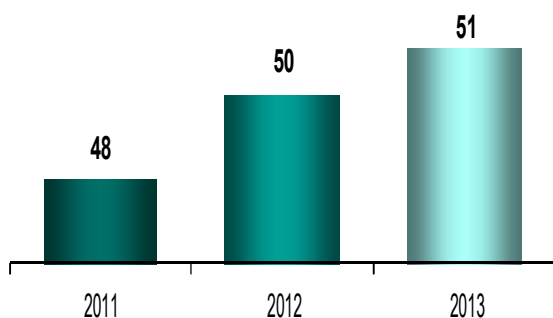
	2011г.	2012г.	2013г.	(+/-) 2013г.	
				mln.KZT	%
ASSETS					
Cash and cash equivalents	148 771	149 129	158 156	9 027	6%
Securities	123 478	109 100	97 030	-12 070	-11%
Due from banks	6 010	2 036	3 994	1 958	96%
Loans to clients and banks	764 806	789 096	783 895	-5 201	-1%
Others	38 852	38 456	50 407	11 951	31%
TOTAL ASSETS	1 081 917	1 087 817	1 093 482	5 665	0,5%
LIABILITIES AND EQUITY:					
Due to banks and financial institutions	106 176	106 176	89 436	-16 740	-16%
Customers and banks accounts	727 334	790 550	806 553	16 003	2%
Debt securities issued	154 957	98 453	102 079	3 626	4%
Other liabilities	6 642	5 520	8 544	3 024	55%
Total Liabilities	995 109	1 000 699	1 006 612	5 913	1%
EQUITY					
Share capital	69 797	69 798	69 826	28	0%
Reserve Capital	1 680	3 729	-583	-4 312	-116%
Retained earnings	14 253	12 385	16 077	3 692	30%
Total equity attributable to owners of the parent	85 730	85 912	85 320	-592	-1%
Non-controlling interest	1 078	1 206	1 550	344	29%
Total equity	86 808	87 117	86 870	-247	0%
TOTAL LIABILITIES AND EQUITY	1 081 917	1 087 817	1 093 482	5 665	0,5%

Source: Consolidated financial statements

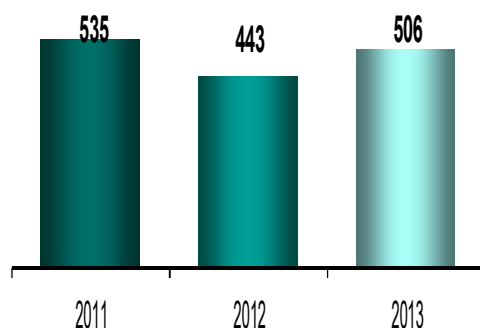
P&L: NET INTEREST INCOME



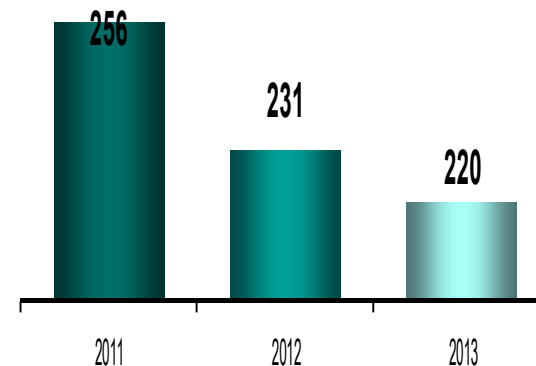
Net Interest Income, \$mm



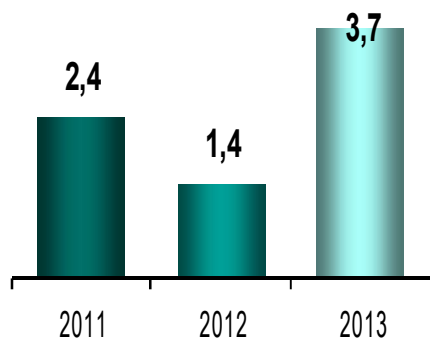
Interest Income on Loans, \$mm



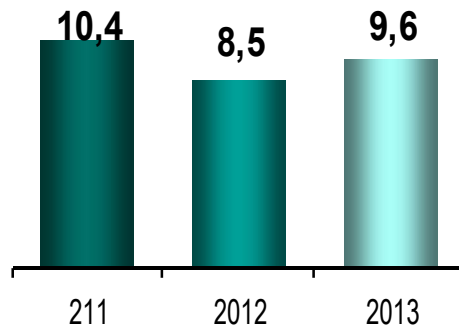
Interest Expenses on Deposits, \$mm



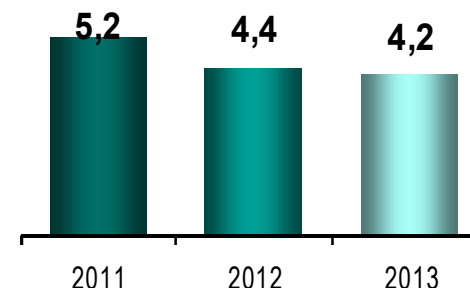
Net Interest Margin, %



Rates on Net Loan Portfolio, %



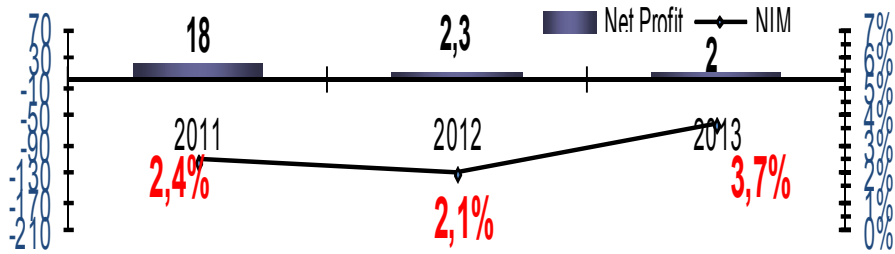
Rates on Deposits, %



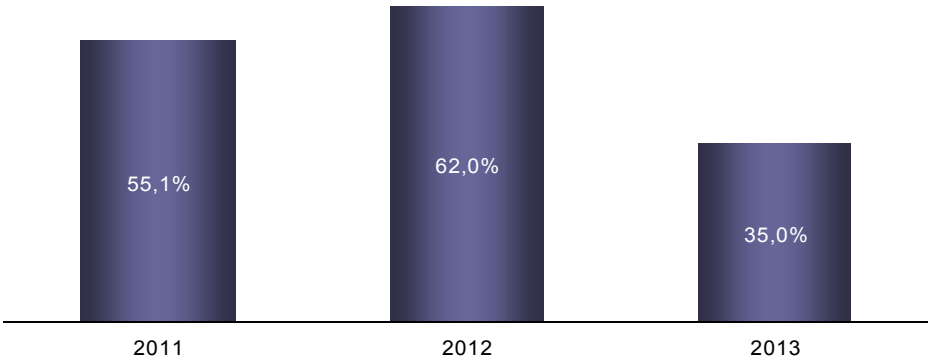
P&L: OPERATING EXPENSES



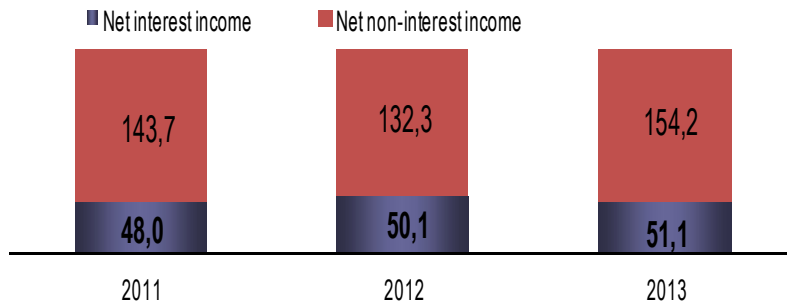
Net profit (\$mm), Net interest margin (%)



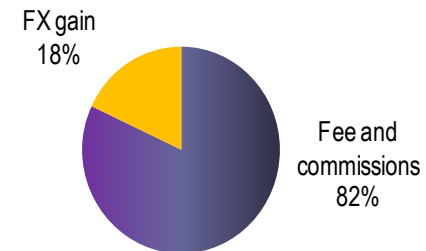
Cost / Income ratio



Operating income structure (\$mm)



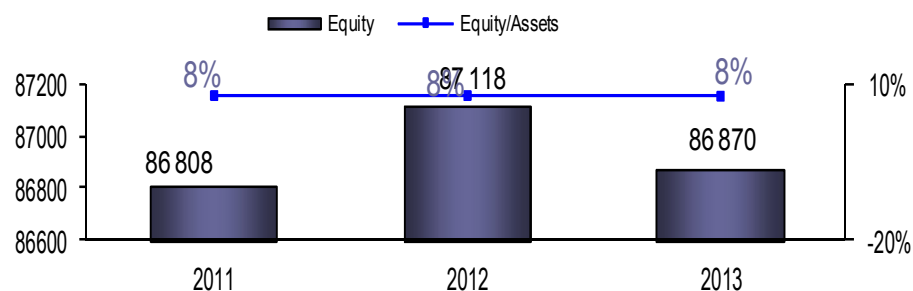
Non-interest income contribution (YE2013)



BALANCE SHEET: CAPITALIZATION



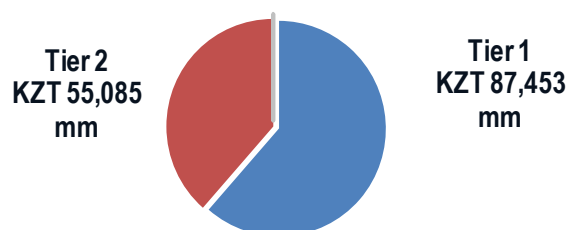
Equity (KZTmm)



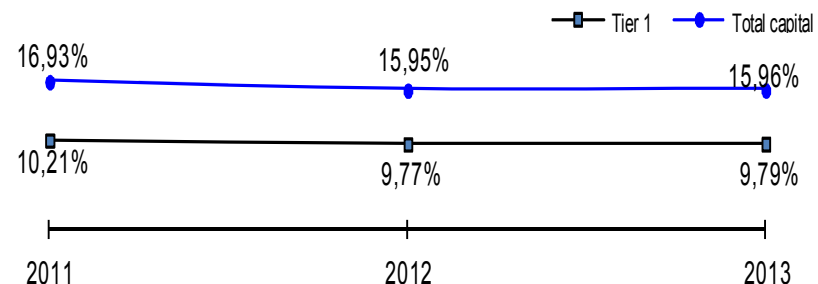
Capital dynamics (KZTmm)

	2011	2012	2013
Share capital	69,797	69,798	69,826
Retained earnings & statutory reserves	15,886	16,108	16,077
Tier I capital	86,761	87,112	87,453
Tier II capital	57,180	55,125	55,085
Total capital	143,941	142,237	142,538
RWA	850,035	891,670	893,368

Capital Structure (BIS, KZTmm)



Capital Adequacy (BIS)



Total capital adequacy min. requirement = 8%

Tier 1 capital adequacy min. requirement = 4%

CREDIT ACTIVITY INDICATORS



Provisioning level %			
Bank name	01.01.2012	01.01.2013	01.01.2014*
BTA	62,35%	86,53%	78,88%
ALSB	45,24%	40,95%	43,05%
ATF	19,95%	23,11%	35,95%
KKB	34,77%	37,99%	33,93%
BCC	16,01%	16,2%	20,29%
HSBK	23,71%	21,83%	17,36%
KASPIBANK	16,41%	15,70%	13,48%
TSESABANK	3,57%	3,85%	4,30%
SBERBANK	5,33%	5,16%	2,88%

Accrued interest, %			
Bank Name	01.01.2012	01.01.2013	01.01.2014
BTA	14,60%	16,70%	16,17%
KKB	15,00%	15,40%	15,06%
ALSB	11,70%	11,50%	12,25%
ATF	8,00%	8,70%	9,69%
BCC	7,70%	5,70%	7,59%
HSBK	8,10%	6,70%	6,54%
TSESABANK	5,16%	4,87%	5,56%
KASPIBANK	7,21%	5,29%	3,74%
SBERBANK	0,69%	0,66%	0,70%

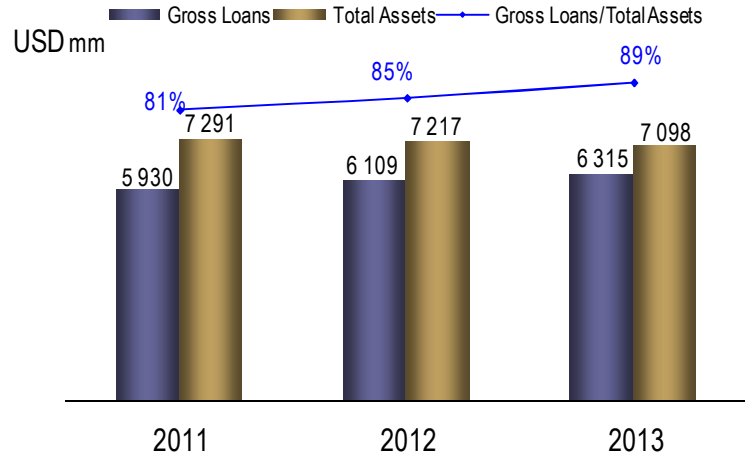
Overdue more than 90 days, %			
Bank name	01.01.2012	01.01.2013	01.01.2014
BTA	71,44%	78,21%	86,51%
ALSB	50,99%	46,30%	49,78%
ATF	33,61%	42,66%	40,99%
KKB	23,24%	25,25%	29,42%
BCC	8,64%	9,67%	16,35%
HSBK	18,61%	17,00%	16,30%
KASPIBANK	15,69%	13,45%	12,23%
TSESABANK	3,54%	2,90%	3,75%
SBERBANK	1,93%	1,28%	2,14%
Total:	30,60%	29,79%	31,37%

* on 01.01.2014, the provisions under IFRS.
Source: NB KR

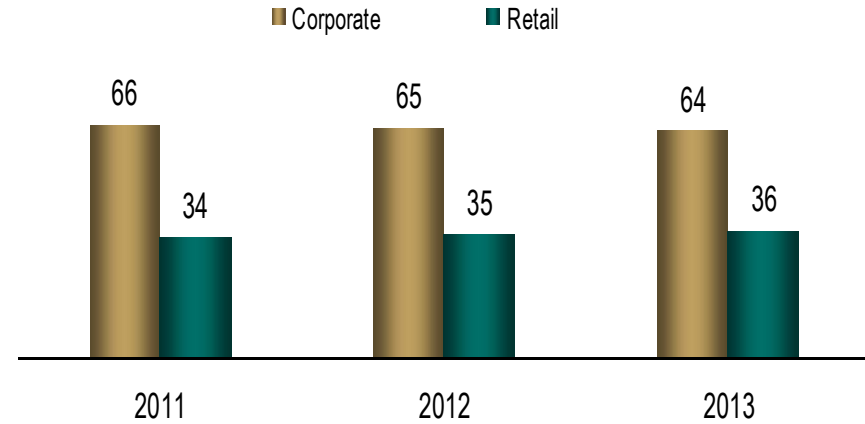
BALANCE SHEET: LOAN PORTFOLIO



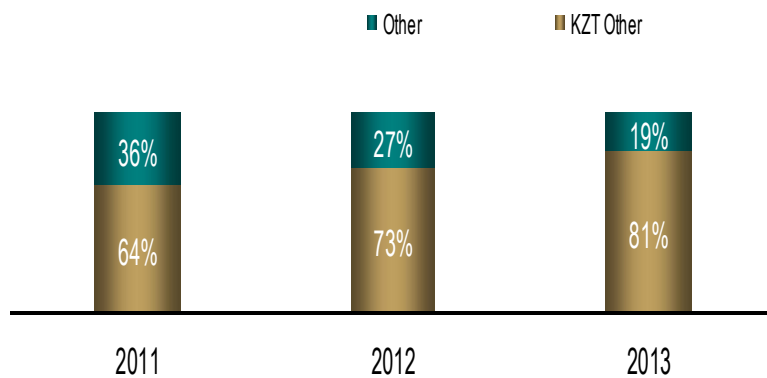
Loans to Assets



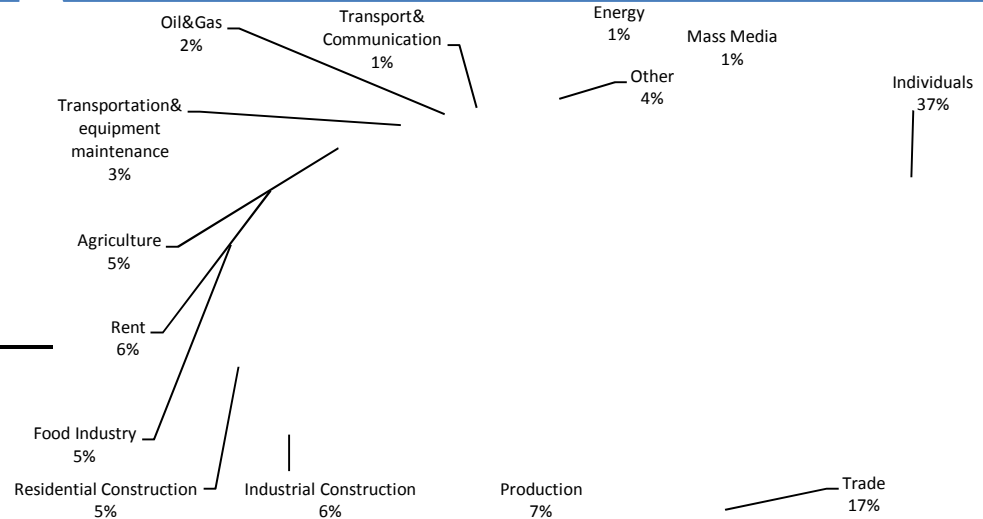
Loan Portfolio by Segments (%)



Loan Portfolio by Currencies



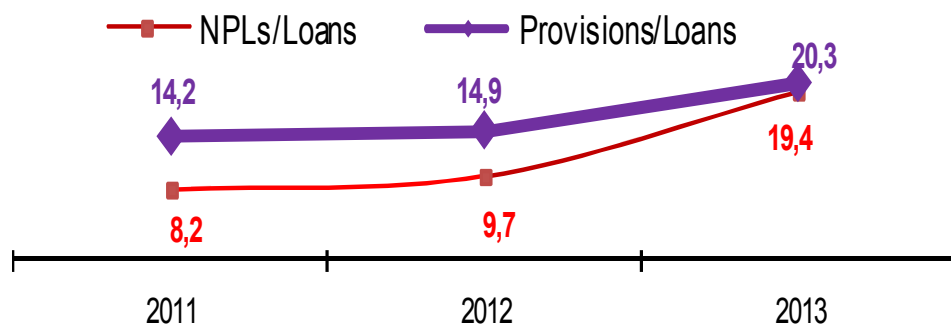
Loan Portfolio by Industries



BALANCE SHEET: NPLs

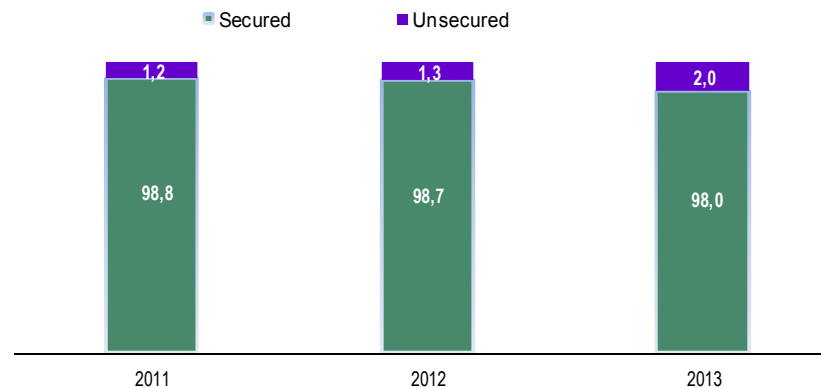


Provisions Level and NPLs (%)

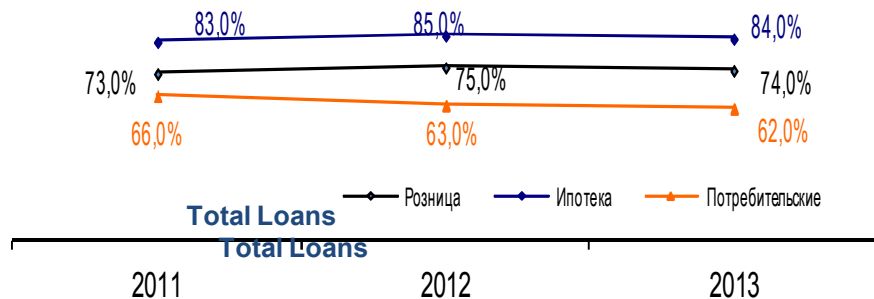


NB: NPL 16,9 without off-balance

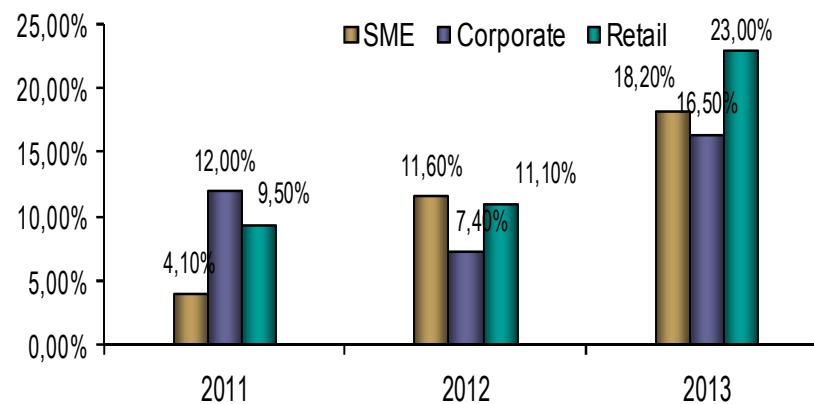
Collateralization (%)



LTV Ratio



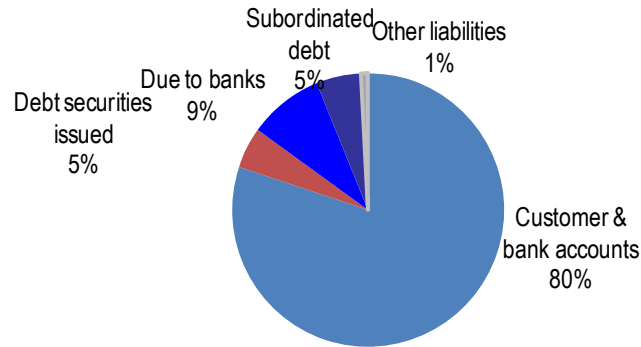
NPL by Business Segments



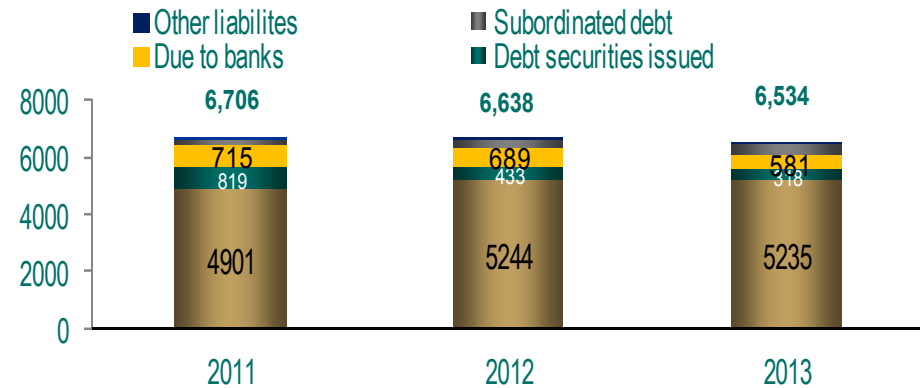
BALANCE SHEET: FUNDING



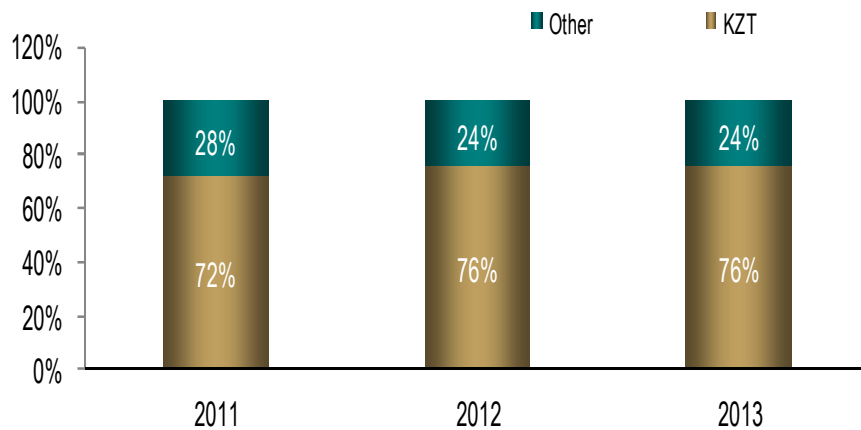
Funding Composition (YE2013)



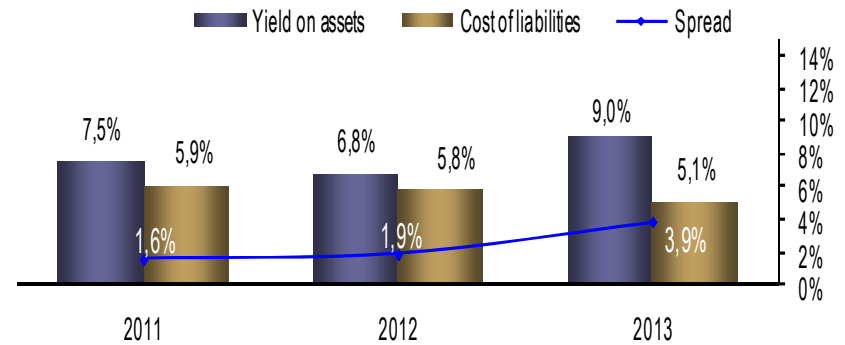
Funding diversification dynamics (\$mm)



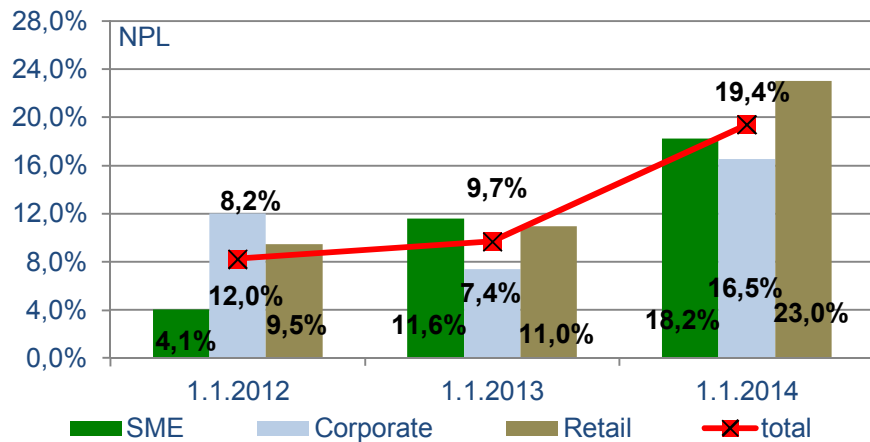
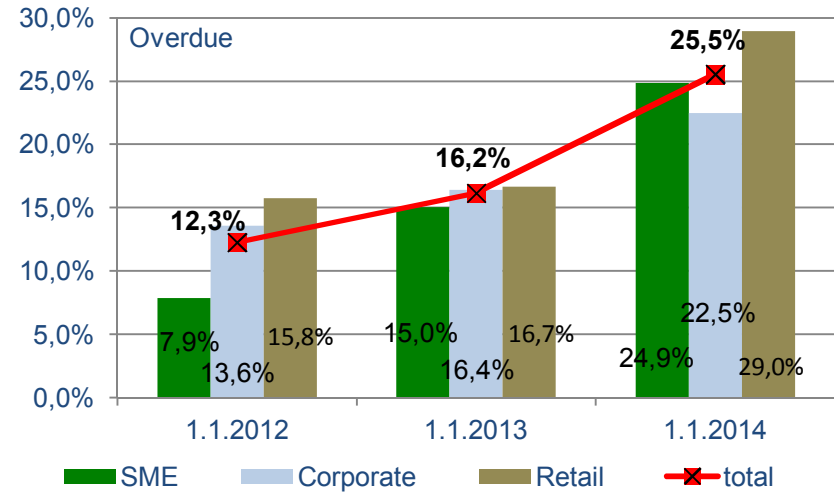
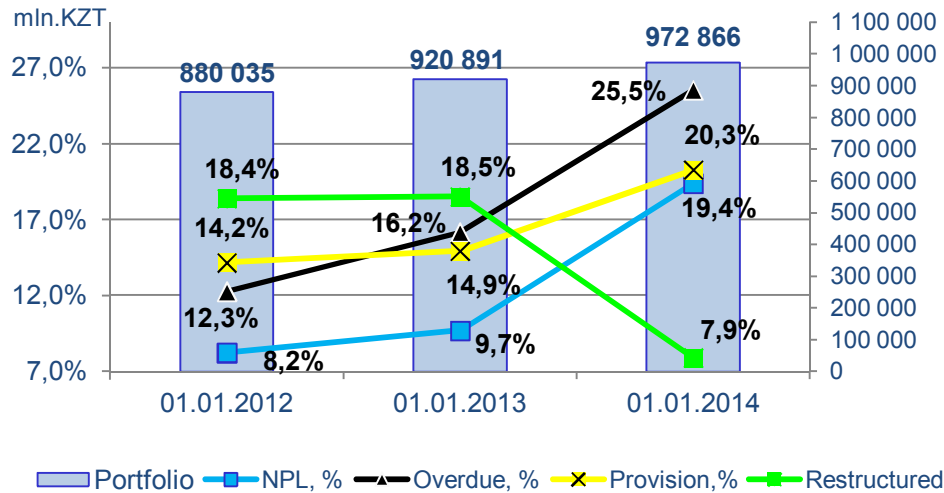
Customer account breakdown by currency



Average loan rates and cost of funding



PORTFOLIO QUALITY



FORECAST



№	Indicator	2013 fact	2014				2014	2015				2015
			1Q 2014	2Q 2014	3Q 2014	4Q 2014	balance	1Q 2014	2Q 2014	3Q 2014	4Q 2014	balance
1	Portfolio	883 467	925 723	932 457	943 477	944 516	944 516	956 844	968 241	982 889	993 597	993 597
2	Overdue, mln	200 444	236 143	230 501	227 821	218 994	218 994	216 265	212 347	203 224	201 473	201 473
	Overdue, %	22,7%	25,5%	24,7%	24,1%	23,2%	23,2%	22,6%	21,9%	20,7%	20,3%	20,3%
3	NPL, mln	149 081	175 192	167 833	162 429	140 266	140 266	131 371	121 535	105 809	98 425	98 425
	NPL, %	16,9%	18,9%	18,0%	17,2%	14,9%	14,9%	13,7%	12,6%	10,8%	9,9%	9,9%
5	Provisions, mln	193 653	213 865	223 397	229 726	222 529	222 529	226 473	227 429	235 365	239 408	239 408
	Provisions, %	21,9%	23,1%	24,0%	24,3%	23,6%	23,6%	23,7%	23,5%	23,9%	24,1%	24,1%
6	Return	80 493	13 386	35 788	54 106	82 745	82 745	18 285	37 912	54 670	75 855	75 855

ANNEX: KEY FINANCIAL INDICATORS



KZT MM	FY'13	FY'12	FY'11
Loans/deposit ratio ⁽¹⁾	0.97	1	1
Liquid assets/total assets	23.7%	24%	25.7%
NPLs/gross loans	19.4%	9.7%	8.2%
Tier 1 CAR	87,453	87,112	86,761
Tier 2 CAR	55,085	55,125	57,180
Total regulatory capital	142,538	142,237	143,941
RWA	893,368	891,670	850,035
Tier 1 capital ratio	9.79%	9.77%	10.21%
Total CAR	15.96%	15.95%	16.93%

(1) Loans to customers, net/amounts due to customers

ANNEX: KEY FINANCIAL INDICATORS (cont'd)



CENTERCREDIT

	2013	2012
Number of branches	20	20
Number of outlets	127	136
Number of ATMs	738	726
Number of POS-terminals	3403	1623
Cost-to-income	35%	62%
ROAE	0.36%	0.4%
ROAA	0.03%	0.03%
Net interest margin	3.7%	1.4%