



# INVESTORS BULLETIN IQ2009

## Company profile

The Financial Corporation URALSIB, headquartered in Moscow, is one of the largest financial holding companies in Russia with a nationwide distribution. Financial Corporation URALSIB offers a broad range of financial services including banking, leasing, investment brokerage, custody, assets and wealth management. A socially responsible company, Financial Corporation URALSIB aims to improve the well-being of the nation, develop entrepreneurial activity by providing a set of superior financial products and services to all types of clients, serve as an example of effective business practice in the key sectors of the Russian financial market.

## IQ News

<b>30/03. BANK URALSIB. Execution of pre-emption right to additional shares</b>	The shareholders, who voted against or did not participate in the voting on the placement of the Bank's shares by private subscription to increase authorized capital by 6.161 bln rubles (the Bank's EGM decision as of Dec 15, 2008) have a pre-emption right to additional shares in the amount proportional to the quantity of the Bank's shares owned by them, at the nominal value of 0.1 ruble per share. 7 requests for a total of 422.6 th rubles (0.007% for a total volume of additional shares) were received and responded during the share placement period (Feb 04, 2009-March 23, 2009)...	<b>09/04. BANK URALSIB. IQ2009 RAS report</b>	Net loss of the Bank reached 1.7 bln rubles, while the financial result before allowances for impairment and taxes was 2.0 bln rubles, with considerable expenses on allowances for loan losses (3.6 bln rubles) being the key negative factor. The Bank's assets remained at the previous level of 426.6 bln rubles. The loan portfolio reduced to 237.4 bln rubles y-t-d (by 10.3%). Customer accounts amounted to 210.4 bln rubles showing minor decline vs y-t-d...																																																																
<b>20/03. URALSIB Leasing company. Decision on bonds placement</b>	The EGM made a decision to place bonds of series 06, 07, 08. The volume of bonds of series 06 and 07 is 2 bln rubles each, the volume of 08 series bonds - 3 bln rubles. The maturity of bonds is 3 years (1, 092 days). The nominal value of series 06-08 bonds is 1,000 rubles each. The bonds will be placed through the open subscription at par value...	<p>For more information, please visit &gt; <a href="http://www.uralsib.com/investor_relations/">www.uralsib.com/investor_relations/</a></p> <table border="1"> <caption>Loans to customers, total (RUB mln)</caption> <thead> <tr> <th>Date</th> <th>Loans to customers, total</th> <th>Loans to corporates</th> <th>Loans to individuals</th> </tr> </thead> <tbody> <tr> <td>31.12</td> <td>260</td> <td>180</td> <td>80</td> </tr> <tr> <td>15.1</td> <td>260</td> <td>180</td> <td>80</td> </tr> <tr> <td>30.1</td> <td>260</td> <td>180</td> <td>80</td> </tr> <tr> <td>14.2</td> <td>250</td> <td>170</td> <td>80</td> </tr> <tr> <td>1.3</td> <td>240</td> <td>160</td> <td>80</td> </tr> <tr> <td>16.3</td> <td>230</td> <td>150</td> <td>80</td> </tr> <tr> <td>31.3</td> <td>230</td> <td>150</td> <td>80</td> </tr> </tbody> </table> <table border="1"> <caption>Customer accounts, total (RUB mln)</caption> <thead> <tr> <th>Date</th> <th>Customer accounts, total</th> <th>Corporate accounts</th> <th>Individuals accounts</th> </tr> </thead> <tbody> <tr> <td>31.12</td> <td>210</td> <td>150</td> <td>60</td> </tr> <tr> <td>15.1</td> <td>210</td> <td>150</td> <td>60</td> </tr> <tr> <td>30.1</td> <td>210</td> <td>150</td> <td>60</td> </tr> <tr> <td>14.2</td> <td>210</td> <td>150</td> <td>60</td> </tr> <tr> <td>1.3</td> <td>210</td> <td>150</td> <td>60</td> </tr> <tr> <td>16.3</td> <td>210</td> <td>150</td> <td>60</td> </tr> <tr> <td>31.3</td> <td>210</td> <td>150</td> <td>60</td> </tr> </tbody> </table> <p>Source: IQ 09 RAS financial accounts for Bank URALSIB as a stand-alone entity</p>		Date	Loans to customers, total	Loans to corporates	Loans to individuals	31.12	260	180	80	15.1	260	180	80	30.1	260	180	80	14.2	250	170	80	1.3	240	160	80	16.3	230	150	80	31.3	230	150	80	Date	Customer accounts, total	Corporate accounts	Individuals accounts	31.12	210	150	60	15.1	210	150	60	30.1	210	150	60	14.2	210	150	60	1.3	210	150	60	16.3	210	150	60	31.3	210	150	60
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<b>27/02. URALSIB Leasing company places bonds at MICEX</b>	The nominal value of series 03 bonds is 1,000 rubles each. The maturity of bonds is 3 years (1,092 days). During the auction the rate of 1-3 coupons was set at 17.5% p.a. The bonds of series 03 with total value of 1.5 bln rubles have six coupon periods. Coupon payments will be made on a semi-annual basis...																																																																		
<b>16/02. URALSIB-YUG BANK assigned 'B/B' outlook 'Developing' by S&amp;P</b>	According to S&P report, the positive rating factors include the bank's strong links to, and support from, BANK URALSIB, i.e. integration of major business and risk-management systems and policies. URALSIB-YUG BANK also benefits from its good market position and brand recognition in the south Krasnodar region, good core profitability and adequate capitalization...																																																																		
<b>30/01. URALSIB Leasing company redeemed CLN</b>	A timely redemption of Credit Linked Notes in the amount of 2.5 bln rubles is a symbolic event for international and Russian debt market against the backdrop of crisis and negative investors' sentiment regarding Russian issuers...																																																																		
<b>23/01. URALSIB Leasing company. Two bonds issues</b>	The volume of bonds of series 04 and 05 is 2 bln rubles and 3 bln rubles resp. The maturity of bonds is 3 years (1,092 days). During the auction the rate of 1-2 coupons was set at 17.5% p.a...																																																																		
<b>19/01. BANK URALSIB reports on preliminary 2008 financial results under RAS</b>	<ul style="list-style-type: none"> <li>- assets increased by 18.4% - from 359.8 bln rubles to 426.1 bln rubles</li> <li>- prudential capital for 2008 grew up by 23,6% - from 39.5 bln rubles as of 01.01.2008 to 48.8 bln rubles as of 01.01.2009, first of all, due to the 6 bln rubles subordinated deposit from Russian investors secured in December 2008</li> <li>- net income for 2008 reached 3.3 bln rubles (161.3% growth vs y-o-y 2007)</li> <li>- core banking income/operating and administrative expenses ratio went up to 132.8% as at YE (vs 92.9% in 2007)</li> <li>- Cost/Income rose to 63.3% (vs 67.7% in 2007)...</li> </ul>																																																																		
<b>19/01. BANK URALSIB two bond issues registration</b>	Bond issues of series 02 (3-year maturity) and series 03 (5-year maturity) will amount to 5 bln rubles each. The Bank will place the bonds on the MICEX...																																																																		
<b>16/01. CBR registered BANK's additional share issue</b>	Upon completion of placement in IQ2009, the Bank's authorized capital may rise by 30.2% (or by 6.2 bln rubles) up to 26.6 bln rubles...																																																																		


**BANK URALSIB is the core asset of Financial Corporation URALSIB**

Bank URALSIB P&L	RUB mln			
	IQ 09	Mar	Feb	Jan
Net interest income	4,657	1,285	1,729	1,643
Net fee and commission income	1,458	520	472	466
Net gains/losses from securities	154	13	24	116
Net gains from foreign currencies and precious metals	74	68	-228	234
Allowances for impairment	3,621	-607	-513	-2,500
Net operating income	2,793	1,315	1,513	-36
Operating expenses	-4,409	-1,090	-2,473	-846
Pre-tax income	-1,617	224	-960	-881
Net income	-1,702	194	-991	-905
Core banking income/operating expenses	56.6%	109.9%	68.3%	-46.2%
Cost-to-Income	68.7%	56.7%	122.1%	34.3%

Bank URALSIB Balance sheet	RUB mln				Change ytd %
	31.03.09	28.02.09	31.01.09	31.12.08	
Assets	426,598	438,529	440,725	426,109	0.1%
Total equity	40,297	38,707	39,774	41,411	-2.7%
Loan portfolio (gross)	237,405	250,057	268,181	264,600	-10.3%
Loans to corporates	155,399	167,669	184,466	189,907	-14.6%
Loans to individuals	82,006	82,388	83,715	82,693	-0.8%
Securities portfolio	72,481	71,770	66,566	60,105	20.6%
Debt securities	42,445	44,031	40,642	32,480	30.7%
Equity securities	6,307	6,481	4,777	6,438	-2.0%
Units in investment funds	23,858	21,350	21,325	21,349	11.8%
Reserves	129	92	178	161	-19.9%
Customer accounts	210,361	216,484	217,315	214,235	-1.8%
Corporate accounts	137,908	143,199	146,544	150,330	-8.3%
Individuals accounts	72,454	73,285	70,771	63,905	13.4%

Source: IQ 09 RAS financial accounts for Bank URALSIB as a stand-alone entity

## General information

### Credit Ratings

Bank URALSIB		URALSIB Leasing	URALSIB YUG BANK
Fitch Ratings	Standard & Poor's	Fitch Ratings	Moody's
Rating Upgraded November 21, 2007 "B+" (outlook negative-reviewed March 26,2009)	Upgraded May 15, 2008 "BB-" (outlook negative-reviewed Oct 10,2008)	Assigned November 21, 2007 "B+" (outlook stable)	Upgraded May 5, 2007 "Ba3" (outlook negative-reviewed March 23,2009)
			Standard & Poor's
			Assigned February 10, 2009 "B/B" (outlook developing)

## BoD

Nikolay A. Tsvetkov – Chairman  
 Douglas Gardner (INED)  
 Andrey M. Donskikh  
 Denis I. Korobkov  
 Mikhail M. Sagalov  
 Dmitry A. Timoshin  
 Ludmila A. Shabalkina

## Key Management

Andrey M. Donskikh, Chairman of the Management Board.  
 Konstantin M. Vaysman, Head of Strategy and Finance  
 Ildar R. Muslimov, Chief Managing Director, Head of Corporate banking and regional business  
 Alexander V. Dementiev, Head of Investment Banking, Asset Management, Private banking, International business, Leasing, Private Equity Funds and Corporate bank  
 Iliya V. Filatov, Head of Retail Banking, IT & Marketing  
 Alexey V. Sazonov, Risk Management, Compliance

## IR contacts



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 e.: [AvetikovAM@uralsib.ru](mailto:AvetikovAM@uralsib.ru)

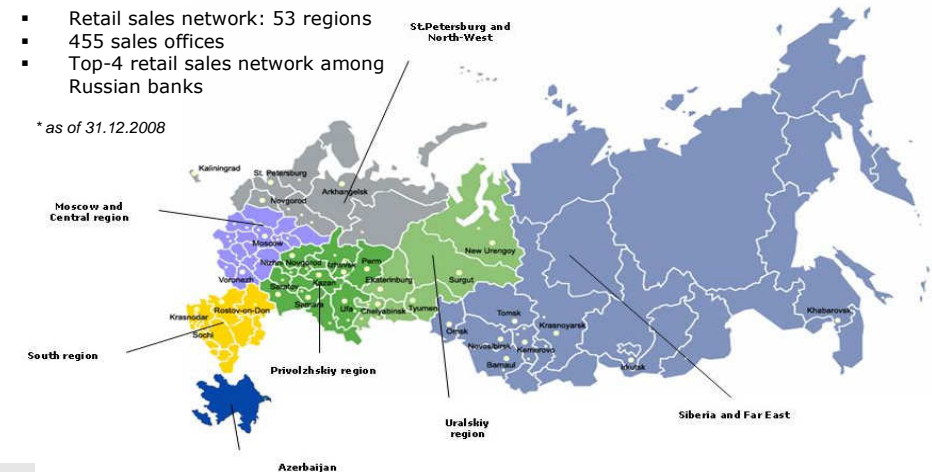
The statements and financial information of OJSC "BANK URALSIB" (including, for avoidance of doubt, OJSC "BANK URALSIB" as well as its predecessor banks, including but not limited to Avtobank-NIKoil Bank, NIKoil IBG Bank, Bryansky Narodny Bank, Kuzbassugolbank, Ural-Siberian Bank), have been derived from audited and/or un-audited consolidated and unconsolidated accounts for BANK URALSIB, as these were available at the time of preparation of this document. Quarterly updates are based on management accounts.

Some statements and/or other information included in this document may be deemed to be "forward looking" within the meaning of United States federal securities laws. Forward looking statements include statements concerning BANK URALSIB's plans, objectives, goals, strategies, and future operations and performance, and the assumptions underlying these forward looking statements. Sometimes these statements will use words such as "anticipates", "estimates", "expects", "believes", "intends", "plans", "may", "will", "should", and other similar expressions. These forward looking statements are used widely in this presentation, especially in the sections that include plans, outlook, projections, trends and forecasts. These statements are not guarantees of our future performance. BANK URALSIB has based these forward looking statements on the view of its management only as of the date that they initially were made with respect to future events and financial performance. These views reflect the best judgment of the BANK URALSIB's management but involve uncertainties and are subject to certain risks and uncertainties, the occurrence of which could cause the actual results to differ materially from those projected in the BANK URALSIB's forward-looking statements. Factors that could cause actual results to differ materially from current expectations include, without limitation, the BANK URALSIB's ability to implement its strategic initiatives, economic, political and market conditions, government regulation, interest rate risk and competition. Given these uncertainties, you should not rely on forward-looking statements. BANK URALSIB expressly disclaims a duty to provide updates to any forward-looking statements, and the estimates and assumptions associated with them, to reflect events or circumstances or changes in expectations or the occurrence of anticipated events after the date they initially were made. The financial information contained herein has been derived from un-audited [consolidated and unconsolidated] accounts for OJSC "BANK URALSIB" (the "Bank") as prepared independently by the Bank, as these were available at the time of preparation of this document "URALSIB" means the group comprising OJSC "Financial Corporation URALSIB" and each of its subsidiaries.

## The Bank's nationwide presence\*:

- Retail sales network: 53 regions
- 455 sales offices
- Top-4 retail sales network among Russian banks

\* as of 31.12.2008



FC URALSIB Infrastructure	2008	2007
Sales points	574	623
ATMs (th)	2.2	1.7
Cards issued (mln)	3.8	3.1
Personnel (th)	16.3	17.3