

December 2023

Belorussian – Russian Belgazprombank Joint Stock



Macro



Bank overview



Performance



International



Awards



Innovations



BRIEF INFORMATION

Area 207 600 sq km
 Population 9.2 mln
 Languages Belarusian and Russian
 Currency Belarusian Ruble (BYN)
 Capital Minsk

Indicator	2022	2023
GDP	USD 73.0 bn	USD 71.8 bn
Inflation rate, y-o-y	12.8%	5.8%
Gross external debt/GDP	54.5%	51.4%
International reserves	USD 7.9 bn	USD 8.1 bn
Refinancing rate	12.0%	9.5%
Unemployment rate	3.6%	3.6%

CORE INDUSTRIES & ENTITIES



Mechanical engineering - trucks, buses, quarry lorries, tractors, harvesters, agricultural machines
MAZ, BELAZ, Amcodor, MTZ, Gomselmash etc.



Chemical & petrochemical – mineral fertilizers (phosphate, potash, nitrogen), chemical fibers, petroleum
BelarusKali, Grodno Azot, Mogilevkhimvolokno etc.



Agriculture – crop production (grain corps, vegetables), farming
Molochny mir, Dzerzhinsky Agricultural Plant etc.



Light & food industry – textile and garment production, meat and dairy products
Mark Formelle, Svitanak, Brest Meat Packing Plant etc.



IT sector – software development
Itransition, IBA, SoftClub, Intetics, Oxagile, EPAM etc.

BELARUS HI-TECH PARK

1 000+
Residents

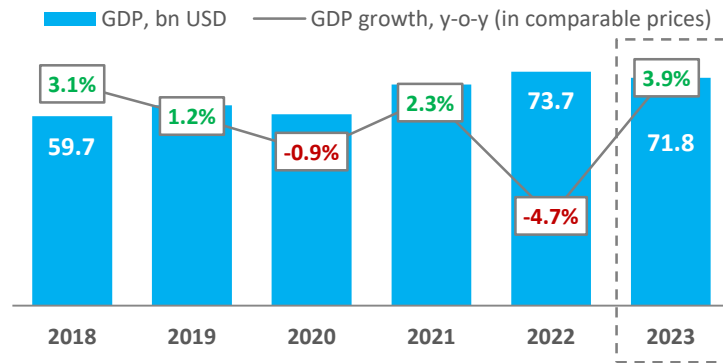
\$2.7 bn
Export

60 000+
Employees

100+
R&D Centers

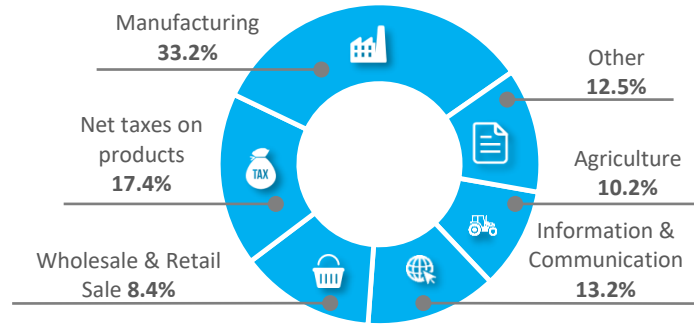


GDP VALUE & GROWTH

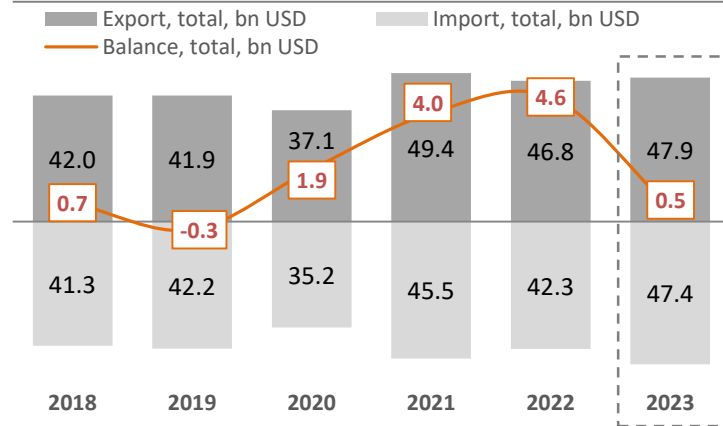


GDP STRUCTURE

as of 31.12.2023

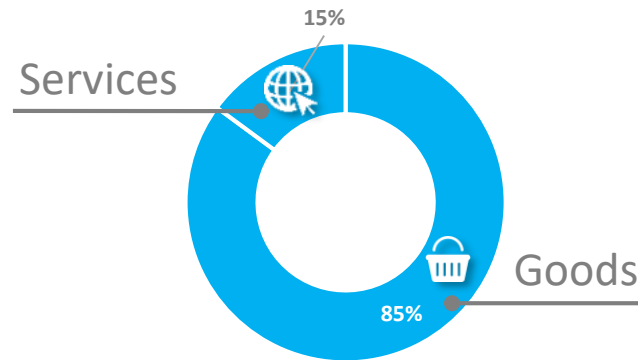


TRADE, in total



STRUCTURE OF TRADE

as of 31.12.2023



EXPORT (bn USD)



as of 31.12.2023

IMPORT (bn USD)



as of 31.12.2023

NOTES

The growth of industrial production in January-December 2023 compared to the same period in 2022 was +7.7%, growth in wholesale trade +13.3%.

GDP Forecasts

2024

Belarusian Government	+3.8%
Eurasian Development Bank	+2.0%
International monetary fund	+1.3%
The World Bank	+0.8%

Inflation rate Forecasts

2024

Belarusian Government	+6.0%
Eurasian Development Bank	+8.0%
International monetary fund	+5.7%
The World Bank	+8.9%

Export: tractors, semitrucks, trucks, crude oil, petrochemicals, potash fertilizers, mixed mineral fertilizers, medicines for retail sale, meat and dairy products

Import: light vehicles, spare parts and supplies for autos and tractors, petroleum gas and hydrocarbons, crude oil, petrochemicals, tires, medicines for retail sale, non-alloy roll steel and ferrous metal structures

The predominantly positive balance of foreign trade of the Republic of Belarus is formed through trade in services

NATIONAL BANK

as of 31.12.2023

Central bank and government body responsible for:

- regulating credit sphere and money circulation
- defining mode of settlements
- enjoying exclusive right to issuance of money
- performing other functions as per banking legislation



Price stability



Stability of banking system



Payment system functioning

21 COMMERCIAL BANKS

4 STATE-OWNED BANKS 67%

including:

Belarusbank	60%
Belagroprombank	

14 BANKS with foreign capital 29%

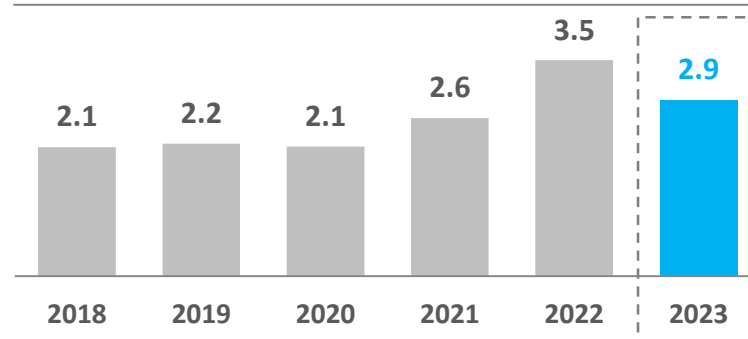
including TOP 5 Russia-owned:

Belgazprombank	20%
Alfa-Bank	
Sberbank	
Bank BelVEB	
Bank VTB	

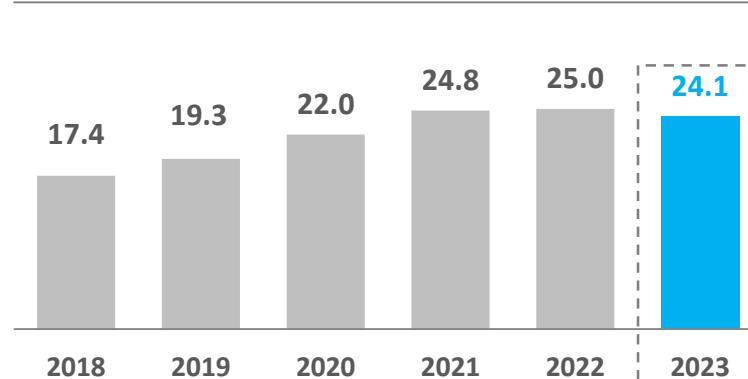
3 OTHER BANKS 4%

There are 11 **systemically important** banks in Belarus incl. **Belgazprombank**, subject to stricter CAR requirements

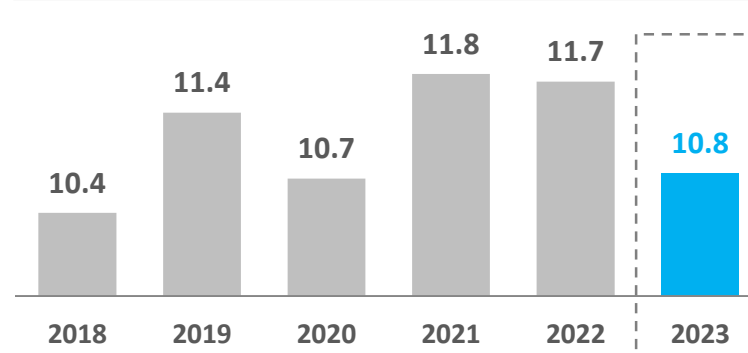
AUTHORIZED CAPITAL, bn USD



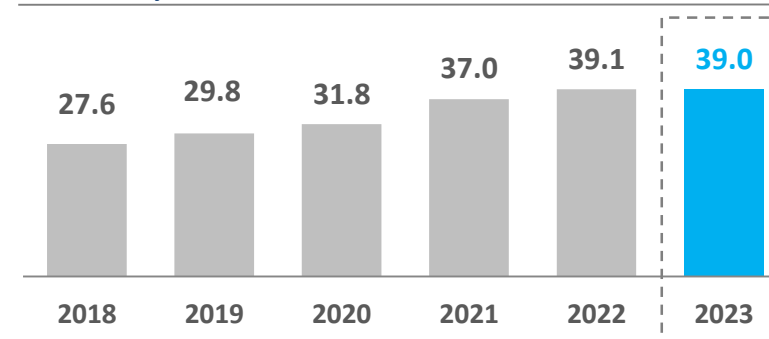
LOANS TO CUSTOMERS, bn USD



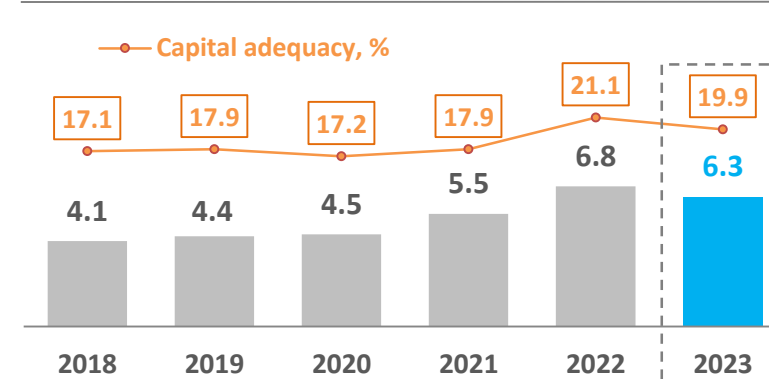
CUSTOMER FUNDS, bn USD



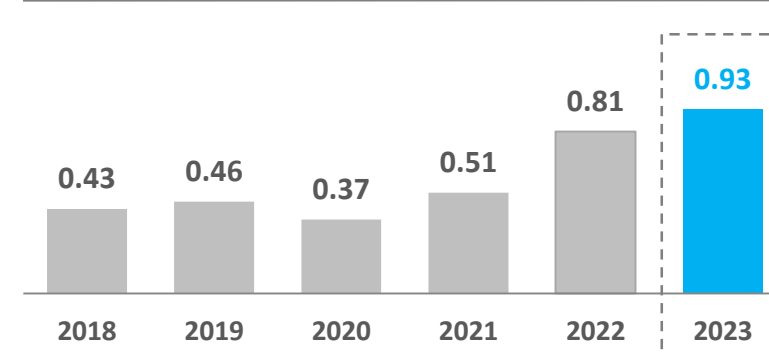
ASSETS, bn USD



REGULATORY CAPITAL, bn USD



NET PROFIT, bn USD



As of December 2023

BELGAZPROMBANK**In the banking system**

7th by equity & profit, 8th by net assets, 4th by customer funds

**Large private bank**

PJSC Gazprom & Bank GPB(JSC) each owning a share 49.818%

**Regional network**

5 regional offices, 43 banking centers, 259 smaller outlets

**Number of employees**

1588 results-driven professionals

**Expert RA credit ratings**

byAA+/stable (Belarus rating scale)
ruBBB+/stable (Russia rating scale)

**Clientele**

Over 735 thd retail clients & 49 thd corporates incl. sole entrepreneurs



Since 1990



IFRS	2021	2022	2023
Total Assets (USD mln)	1 513	1 504	1 526
Liabilities (USD mln)	1 195	1 196	1 225
Equity (USD mln)	318	308	301
Net Profit (USD mln)	32	31	40
Loans to customers (USD mln)	826	778	826
Customers' Funds (USD mln)	777	408	1 060
ROA, %	2.1	2.2	2.8
ROE, %	10.6	10.6	13.0
CIR, %	55.5	40.9	45.6

MARKET POSITION (NSFR)

IN THE BANKING SYSTEM OF BELARUS

as of 31.12.2023

SHARE IN TOTAL ASSETS

#1	Belarusbank	45.2%
#2	Belagroprombank	14.7%
#3	Priorbank	6.6%
#4	Alfa-Bank	5.2%
#5	Belinvestbank	4.7%
#6	Sberbank	4.5%
#7	BelVEB	4.0%
#8	Belgazprombank	3.9%

SHARE IN NET PROFIT

#1	Belarusbank	41.5%
#2	Priorbank	11.5%
#3	Belinvestbank	10.3%
#4	Sberbank	7.4%
#5	Alfa-Bank	6.1%
#6	MTBank	4.2%
#7	Belgazprombank	4.0%
#8	Belagroprombank	3.3%

SHARE IN LOANS TO CUSTOMERS

#1	Belarusbank	49.4%
#2	Belagroprombank	16.4%
#3	Belinvestbank	5.0%
#4	Alfa-Bank	4.7%
#5	BelVEB	3.9%
#6	Sberbank	3.9%
#7	Belgazprombank	3.6%
#8	Priorbank	3.1%

SHARE IN REGULATORY CAPITAL

#1	Belarusbank	42.1%
#2	Belagroprombank	12.4%
#3	Priorbank	7.9%
#4	Belinvestbank	6.4%
#5	Alfa-Bank	5.3%
#6	Belgazprombank	5.0%
#7	Sberbank	4.4%
#8	BelVEB	3.8%

SHARE IN CUSTOMERS' FUNDS

#1	Belarusbank	46.0%
#2	Belagroprombank	20.6%
#3	BelVEB	5.4%
#4	Belgazprombank	4.4%
#5	Belinvestbank	3.7%
#6	Sberbank	3.4%
#7	MTBank	3.1%
#8	Alfa-Bank	3.0%

SHARE IN AUTHORIZED CAPITAL

#1	Belarusbank	60.2%
#2	Belagroprombank	20.5%
#3	Belinvestbank	4.6%
#4	Belgazprombank	3.8%
#5	Bank VTB	1.3%
#6	BelVEB	1.3%
#7	Bank Dabrabyt	1.2%
#8	Alfa-Bank	1.1%

Minimum CARs, leverage set by NBRB (Basel III):

Common Equity Tier 1 (CET1)	4.5%
CET1 plus Additional Tier 1 (AT1)*	8%
Total regulatory capital CAR (CET1 + AT1 + Tier 2)	10%
Total regulatory capital CAR plus conservation buffer	12.5%
Leverage	3%

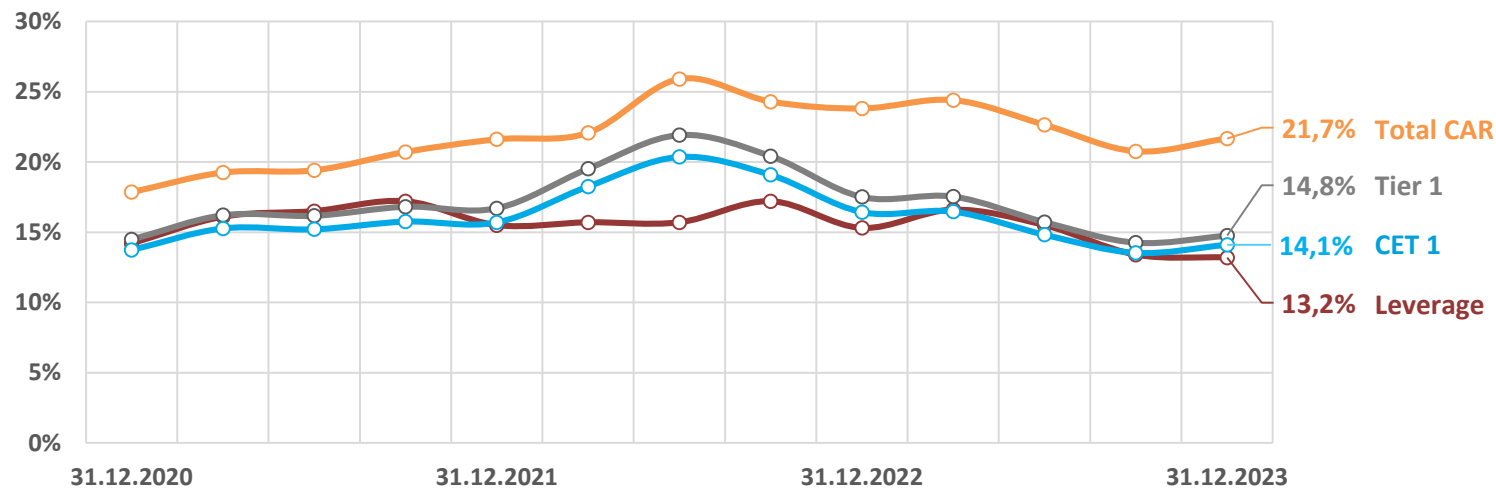
*Buffers set as follows: **conservation buffer** at 2.5 p.p./ **countercyclical buffer** at 0 p.p./ **systemic importance buffer** at 1.5 p.p. (for banks of I group importance) or 1 p.p. (for banks of II group importance)

Minimum liquidity ratios (Basel III)*:

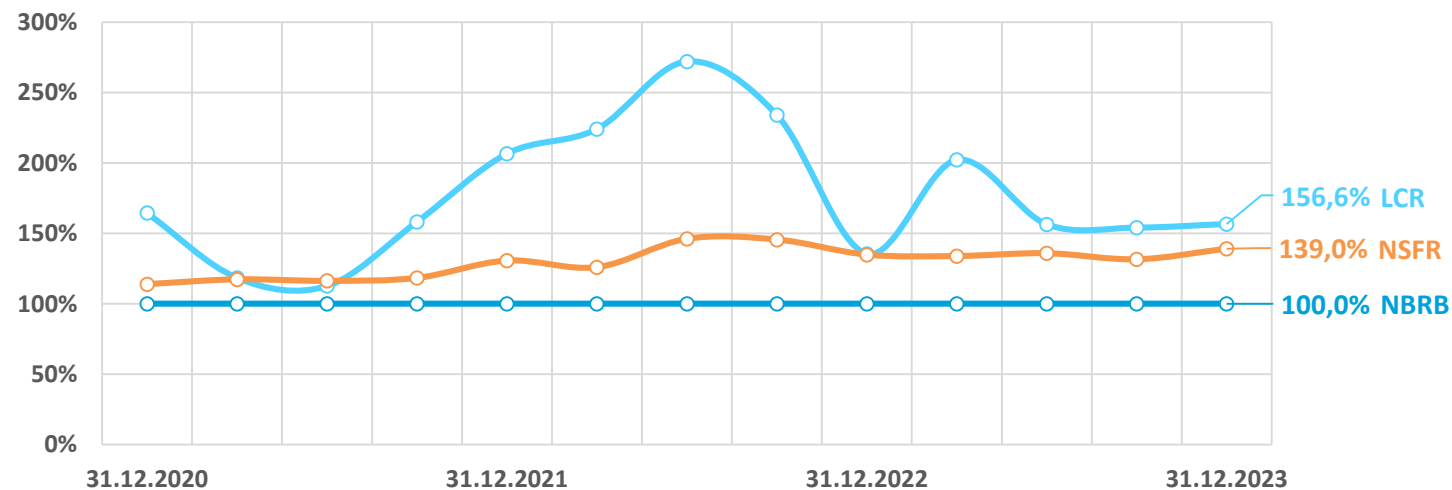
Liquidity coverage ratio (LSR)	100%
Net Stable Funding Ratio (NSFR)	100%

*Since 1 January 2018 National Bank of the Republic of Belarus (NBRB) adopted NSFR /LCR as per Basel III. On-demand, current and Short-term liquidity ratios previously applied to the Belarusian banks were phased out

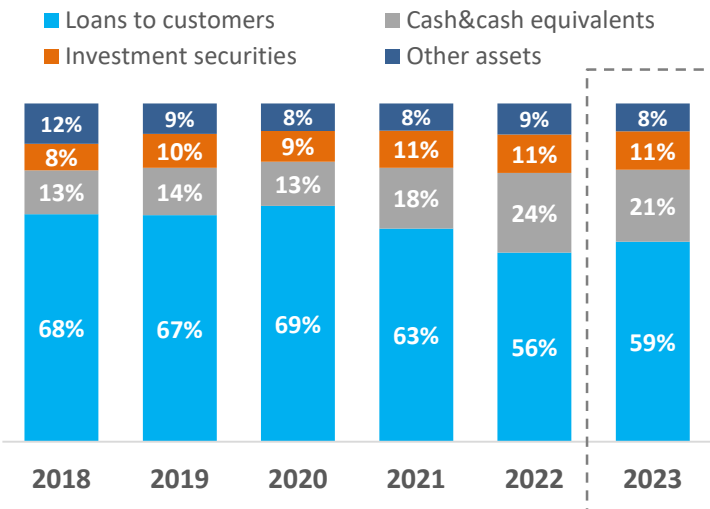
CAR, BELGAZPROMBANK



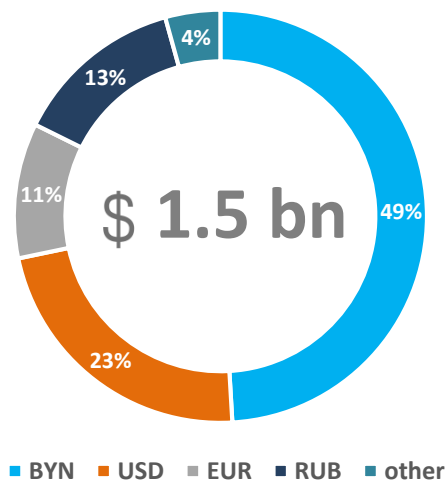
LCR & NSFR, BELGAZPROMBANK



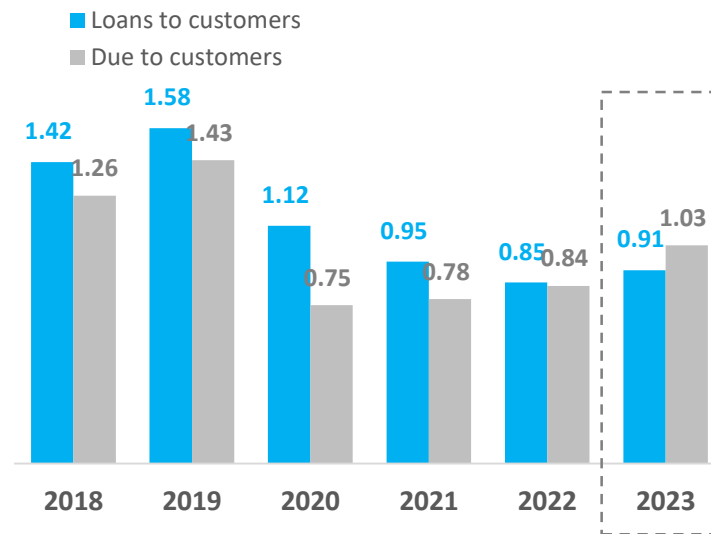
ASSETS DISTRIBUTION



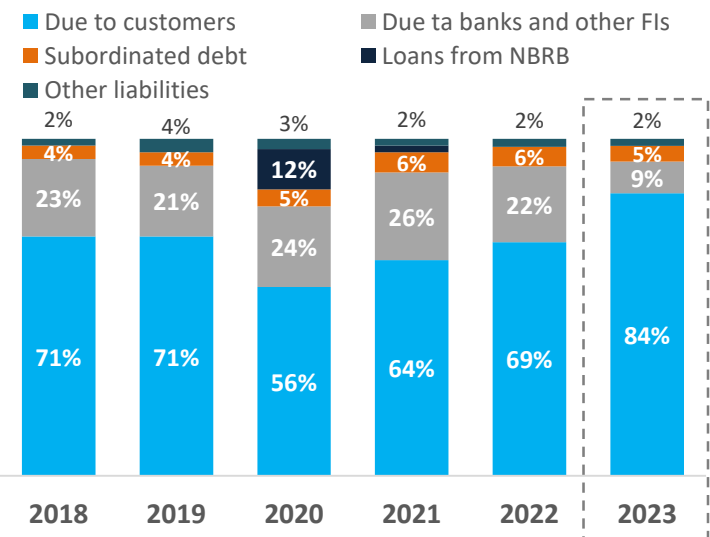
CURRENCY BREAKDOWN as of 31.12.2023



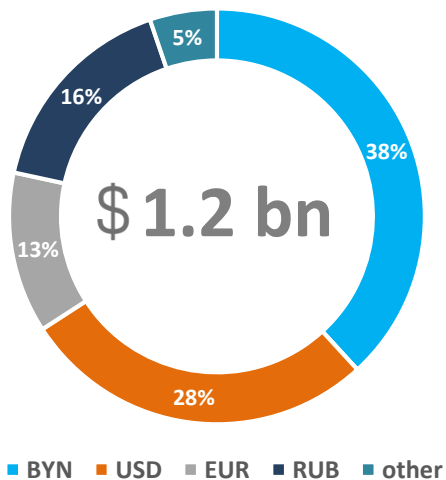
LOANS AND CUSTOMER FUNDS



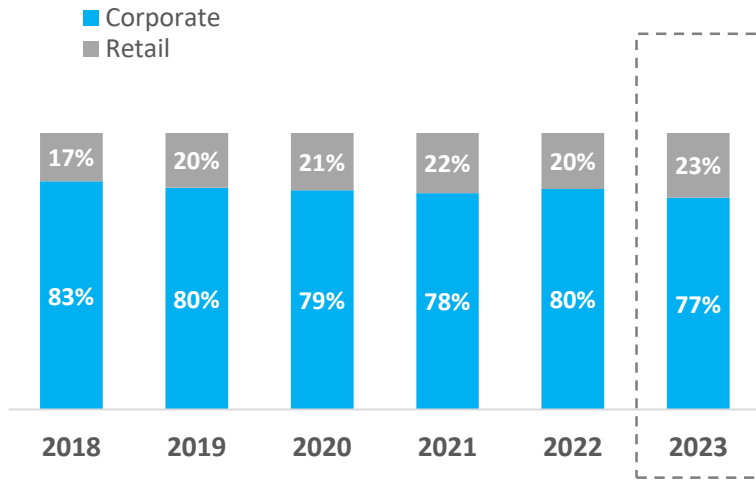
LIABILITIES DISTRIBUTION



CURRENCY BREAKDOWN as of 31.12.2023

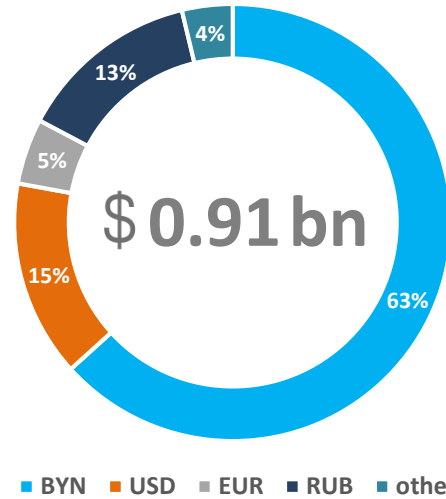


TYPE OF THE BORROWER

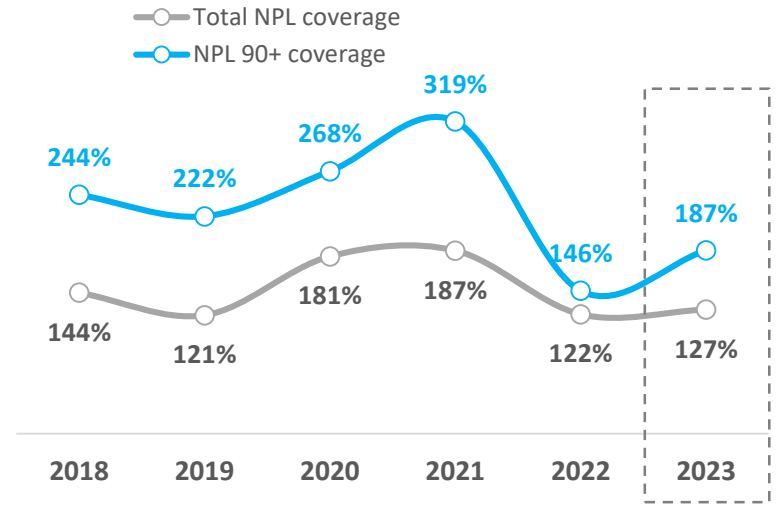


CURRENCY BREAKDOWN

as of 31.12.2023

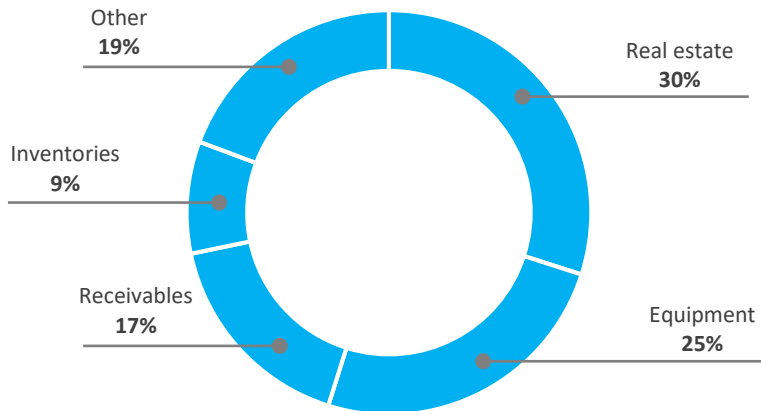


NPL COVERAGE

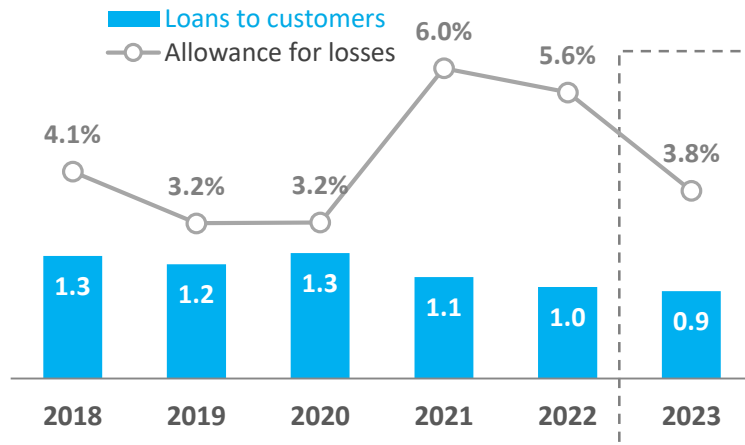


LOANS STRUCTURE, by collateral

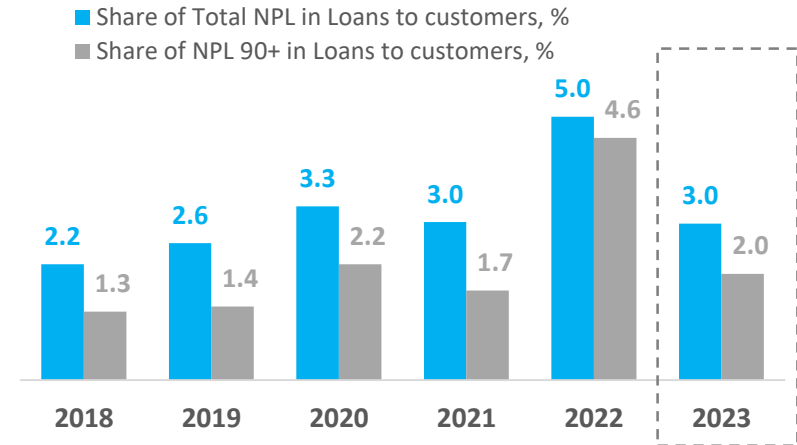
as of 31.12.2023



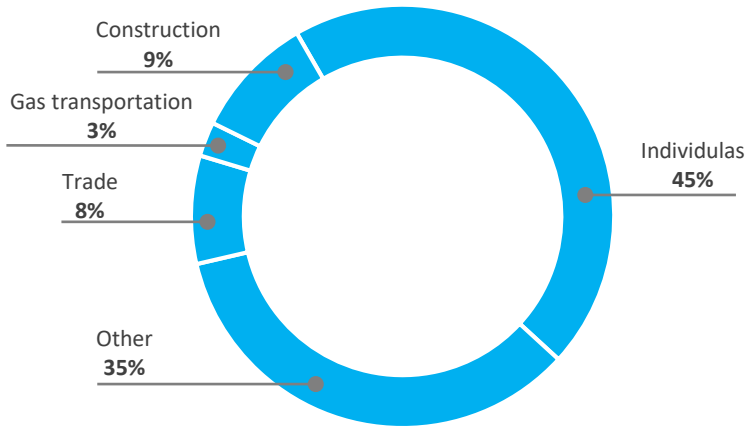
ALLOWANCE FOR LOSSES, %



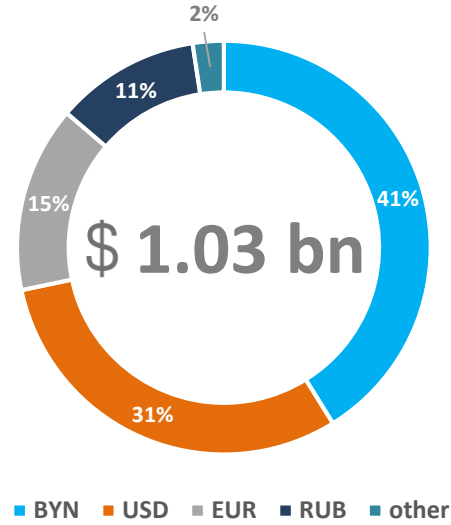
NPL, % of loans to customers



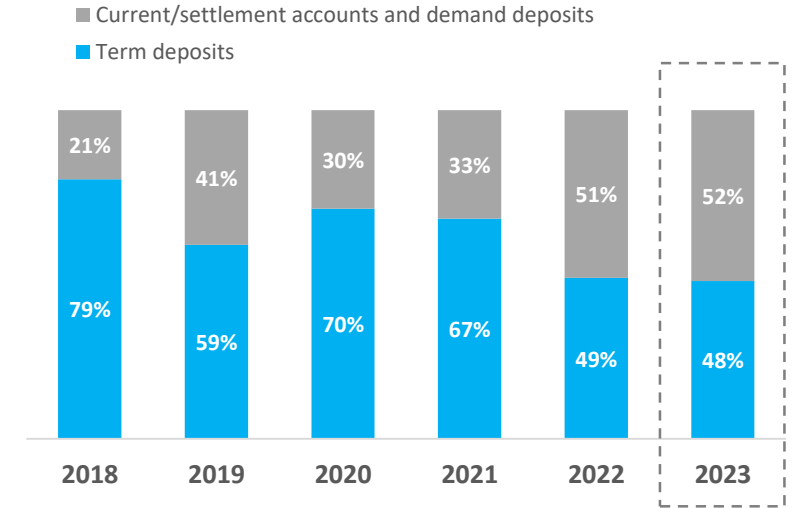
DUE TO CUSTOMERS, by industry as of 31.12.2023



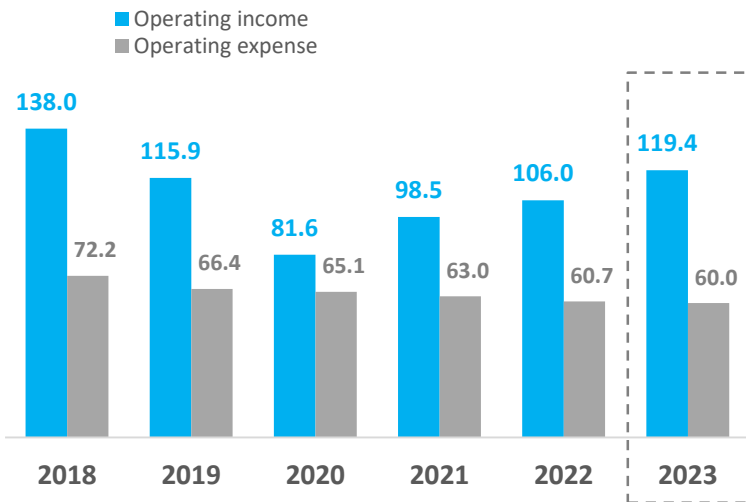
CURRENCY BREAKDOWN as of 31.12.2023



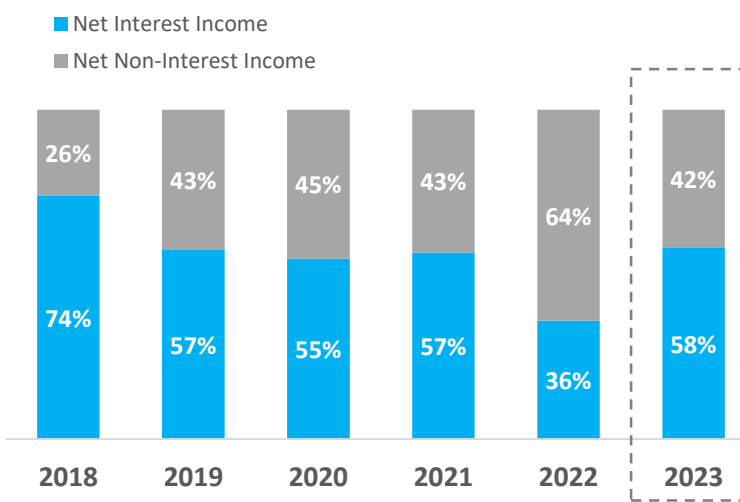
DUE TO CUSTOMERS, by type of account



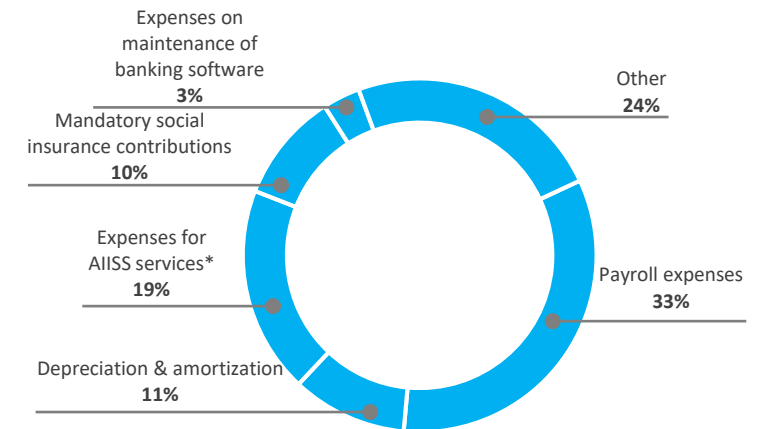
OPERATING INCOME&EXPENSE, mln USD



OPERATING INC. STRUCTURE, by type of income

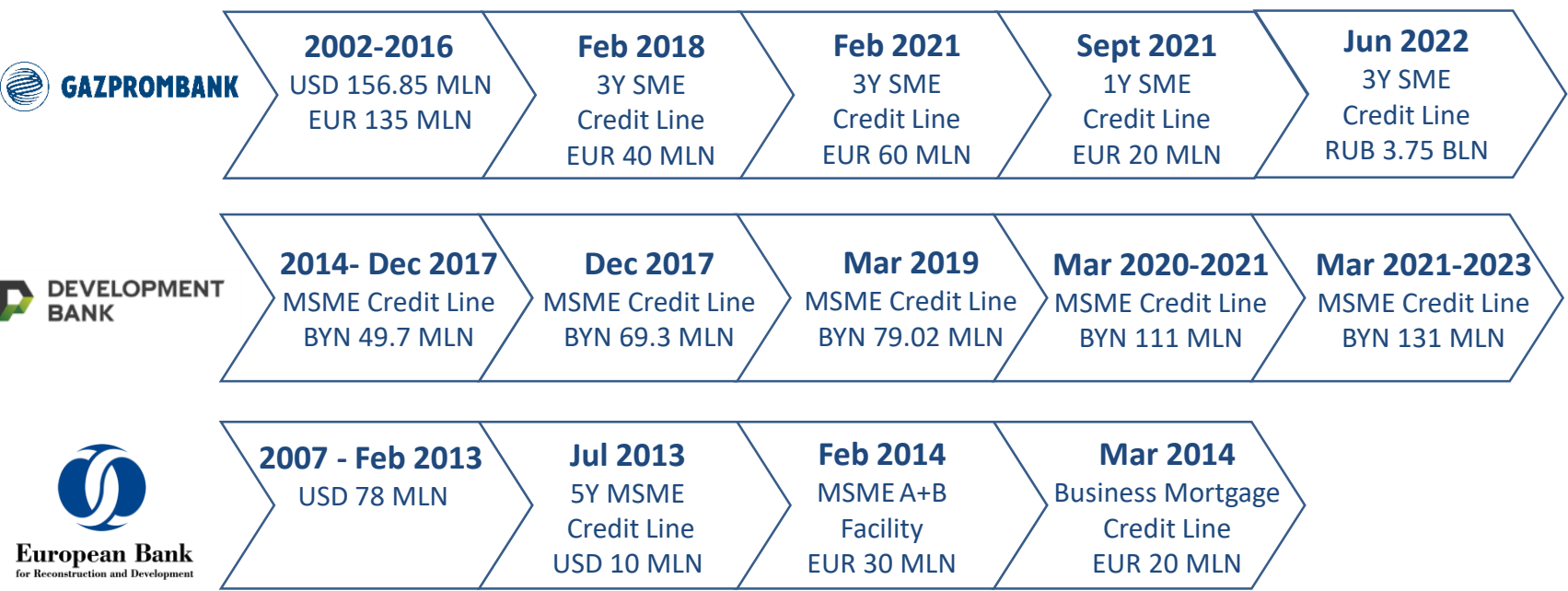


OPERATING EXP. STRUCTURE as of 31.12.2023



*AISS – Automated Interbank and International Settlement System

While the focus remains on providing services to Belarusian MSMEs, Belgazprombank has also developed a large international network of more than 100 FIs from more than 20 countries.



UCO BANK



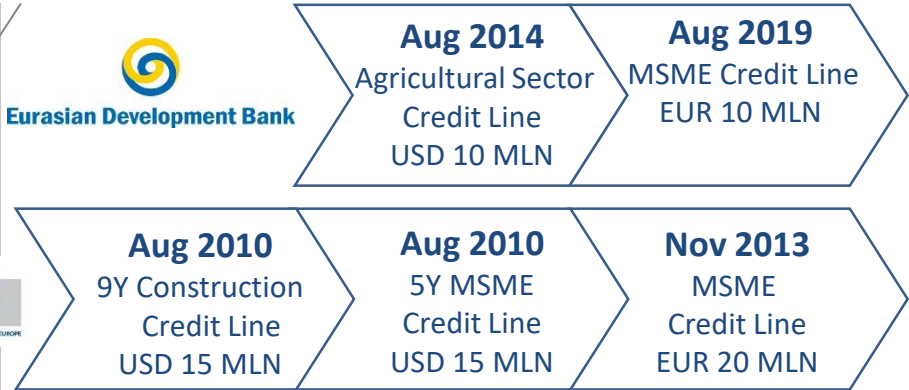
Ardshinbank



Bank Polski



Largest International Partners



 **GAZPROMBANK**

 **VTB Capital**  **VTB**

USD 10 000 000 +
EUR 5 000 000

Trade related
Syndicated loan

September 2006

 **GAZPROMBANK**

 **Bayern LB**  **VTB**

USD 35 000 000

Trade related
Syndicated loan

June 2007

 **GAZPROMBANK**

 **Bayern LB**  **VTB**

USD 35 000 000

Trade related
Syndicated loan

November 2007

 **GAZPROMBANK**

 **Bayern LB**  **VTB**

USD 45 000 000 ↑
USD 35 000 000

The loan dd. June 2007
was increased

June 2008

 **GAZPROMBANK**

USD 40 000 000

Subordinated loan

December 2011

 **EFSE**
EUROPEAN FUND FOR SOUTHEAST EUROPE

EUR 20 000 000

Bridge Financing

November 2013

 **European Bank**
for Reconstruction and Development

 **EFSE**
EUROPEAN FUND FOR SOUTHEAST EUROPE

USD 30 000 000
4Y

Syndicated loan
A+B Structure

February 2014

 **GAZPROMBANK**

 **ГАЗПРОМ**

USD 150 000 000
7Y+1Y

Subordinated loan

January 2015

 **GAZPROMBANK**

 **OTKRITIE** | BANK

EUR 117 500 000
1.5+1.5Y / 2+2Y

2 Tranche Syndicated loan
tr 2Y+2Y

June 2018

 **GAZPROMBANK**

 **ГАЗПРОМ**

RUB 4.96 bln

Subordinated loan

January 2023

International settlements in BYN and RUB via correspondent accounts with Belgazprombank

- Wide correspondent network
- Safe passage of payments under export/import transactions regardless of the availability of SWIFT
- Comfortable cut-off times for execution of payment instructions on the current business day (Minsk time)*
- Client manager providing consulting support and accompanying the transaction until the receipt of the funds by beneficiary
- Attractive terms and conditions

*on Fridays and days falling before public or banking holidays cut-off times are reduced by 1 (one) hour

external payments:
BYN 15:30
RUB 14:00

internal payments:
BYN 16:15
RUB 16:00



Cooperation in financial markets

- FX transactions on wide range of currencies
- Agile interest rates on interbank loans/deposits
- Option for establishment of uncovered credit limit for interbank transactions
- Tailor-made solutions



Banking support of the contracts

- Budget management and control over the targeted use of funds under the contract
- Transparent monitoring of settlements
- Real-time informing the customer about the results of funds spending via interactive reporting service



The recognition of our efforts brings pride to all of us and confirms the invaluable price Belgazprombank receives from its stakeholders, customers and employees



"The Best Partner Bank" awarded by Development Bank of Belarus for supporting SMEs



"Large outreach" 2022 award by Development Bank of Belarus for covering MSMEs across Belarus with most diversified banking products



"Effective coverage of SME" 2020 award by Development Bank of Belarus



Best partner of the Development Bank of Belarus in SME support for 5 consecutive years



"2020 Innovator in Personal Banking" award by reputable Global Finance magazine for developing and launching mobile app Cashalot Catch



"New Silk Road Finance Awards 2019" in the nomination **"Best local bank in the region for BRI"** by Asia Money



Best Mobile Bank in Belarus for Android and Iphone (Markswebb) 2019, 2017



Awards **"Mobile Bank for Android"** & **"Mobile Bank for iOS"** 2019, 2018, 2017, 2016, 2015 & Award **"Payment Cards. Remittances and Credits - 2018"** in the **"Consumer experience"** competition



Awards in the **"Consumer experience"** competition 2019, 2018



1st place in the nomination **"Deal of the Year"** of the annual industry-wide **"Bank of the year"** award 2019



"STP Award 2018 Best in Class" VTB Bank (Europe) SE, Germany



1st place in the nominations **"Corporate & Social Responsibility - 2018"** & **"Top Manager - 2018"** of **"Bank of the year"** award 2018



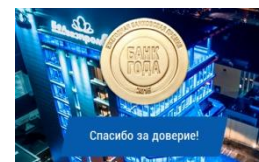
Patron of Culture of Belarus 2018, 2017, 2016, 2015



Award **"Best Bank for SMEs 2017"** in the **"Consumer experience"** competition 2017



"STP Award 2017 Best in Class" VTB Bank (Europe) SE, Germany



Grand Prix and 1st place in the nomination **"The best bank among the largest banks"** of **"Bank of the year"** award 2016

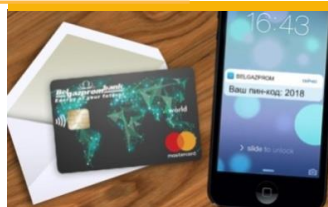


"STP Award 2014" Commerzbank AG, Germany



"STP Quality Award January-June 2014" Raiffeisen Bank International AG, Austria

Payment card without presence at bank office. Card can be ordered on internet and at a customer's choice delivered to the postbox or received at the office. Activation is made through Internet banking, mobile app, USSD or SMS-request.



Mobile application for legal entities and entrepreneurs provides online access to bank accounts through mobile gadgets all over the world.



Users' authentication in mobile application through biometrics technology launched by the bank is the first service of this kind in Belarus based on Touch ID technology.



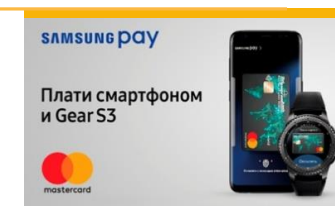
Banking app game CASHALOT CATCH launched in 2019 transforms transactional activities of a banking card holder into the game plot, molding a new consumer experience of interaction with the bank.



Service of guaranteed payments in favor of third parties offered by the bank was the first technology of this kind in Belarus (e.g. used by Alibaba, Paypal and crowd funding platforms).



SamsungPay launched in Belarus in 2017 introduced safe and convenient mobile payment service allowing customers to easily pay for goods and services using their Samsung phones or Gear watches through any terminal accepting bank cards.



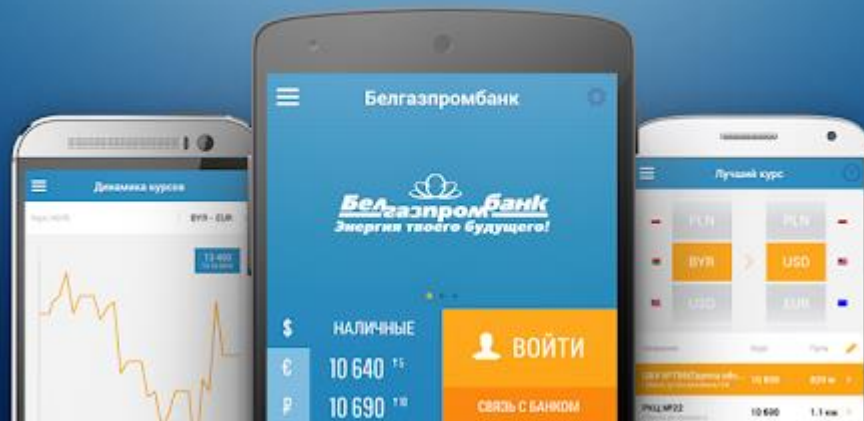
The best banking mobile application 2015-2019 in the «Consumer experience» competition

held by reputable portal infobank.by



The most functional and convenient mobile bank in Belarus 2017 & 2019

by the Russian consulting agency Markswebb



BGPB mobile on



★★★★★ 4.8



★★★★★ 4.8

BUSINESS DEVELOPMENT**FINANCIAL INSTITUTIONS**

Address:

Pritytsky Str., 60/2

220121, Minsk

Republic of Belarus

E-mail: fi@bgpb.by

+375 (17) 218 36 55

SWIFT: OLMPY2X

**Iryna Antonava**

Deputy Chairman of the Board

✉ fi@bgpb.by

Financial Institutions**Andrei Khatsenka**

Head of Financial Institutions

✉ khatsenka@bgpb.by

**Maria Yusha**Head of Business Development
Financial Institutions

✉ yusha@bgpb.by

**Galina Misko**

Senior Relationship Manager

✉ misko@bgpb.by

**Yuliya Grebenchuk**

Senior Relationship Manager

✉ schestlyonok@bgpb.by

Business Intelligence Financial Institutions**Aliaksandr Skarlyhin**Head of Business Intelligence
Financial Institutions

✉ skarlygin@bgpb.by

**Aliaksandra Ziamko**

Analyst

✉ zemko@bgpb.by