

## ProCommerce Bank Ltd.

(B 000 RUB)

(for the period ending)

|  | <b>Nov. 30,<br/>2020</b> | <b>Sept 30,<br/>2020</b> | <b>June 30,<br/>2020</b> | <b>March 31,<br/>2020</b> | <b>2019</b>      | <b>2018</b>      |
|--|--------------------------|--------------------------|--------------------------|---------------------------|------------------|------------------|
| Interest on small business and corporate loans | 50 133                   | 39 948                   | 23 925                   | 11 954                    | 71 963           | 66 243           |
| Interest on retail loans                       | 3 159                    | 2 702                    | 1 911                    | 1 031                     | 5 332            | 6 648            |
| Interest on placements/promissory notes        | 7 405                    | 6 658                    | 5 609                    | 3 204                     | 9 308            | 4 984            |
| <b>Interest Income</b>                         | <b>60 697</b>            | <b>49 308</b>            | <b>31 445</b>            | <b>16 189</b>             | <b>86 603</b>    | <b>77 875</b>    |
| Interest on deposits                           | (994)                    | (851)                    | (486)                    | (193)                     | (594)            | (427)            |
| Interest on promissory notes                   | 0                        | 0                        | 0                        | 0                         | 0                | 0                |
| Interest on funds borrowed from banks          | (490)                    | (149)                    | 0                        | 0                         | (5 032)          | (6 615)          |
| <b>Interest Expense</b>                        | <b>(1 484)</b>           | <b>(1 000)</b>           | <b>(486)</b>             | <b>(193)</b>              | <b>(5 626)</b>   | <b>(7 042)</b>   |
| <b>Net Interest Income</b>                     | <b>59 213</b>            | <b>48 308</b>            | <b>30 959</b>            | <b>15 996</b>             | <b>80 977</b>    | <b>70 833</b>    |
| Fee and commission income                      | 46 153                   | 36 824                   | 21 375                   | 10 364                    | 49 880           | 52 633           |
| Fee and commission expense                     | (2 196)                  | (1 648)                  | (920)                    | (430)                     | (2 084)          | (1 638)          |
| <b>Net Fee and Commission income</b>           | <b>43 957</b>            | <b>35 176</b>            | <b>20 455</b>            | <b>9 934</b>              | <b>47 796</b>    | <b>50 995</b>    |
| Net Foreign exchange result                    | 11 834                   | 8 878                    | 4 464                    | 2 596                     | 7 242            | 5 348            |
| <b>Net Trading Income</b>                      | <b>11 834</b>            | <b>8 878</b>             | <b>4 464</b>             | <b>2 596</b>              | <b>7 242</b>     | <b>5 348</b>     |
| Other operating income                         | 584                      | 562                      | 492                      | 473                       | 336              | 6 700            |
| <b>Operating Income</b>                        | <b>115 588</b>           | <b>92 924</b>            | <b>56 370</b>            | <b>28 999</b>             | <b>136 351</b>   | <b>133 876</b>   |
| Salaries and employee benefits                 | (60 324)                 | (50 115)                 | (34 771)                 | (18 866)                  | (76 113)         | (73 944)         |
| General and Administrative expenses            | (28 287)                 | (23 102)                 | (14 767)                 | (7 251)                   | (30 538)         | (34 387)         |
| Depreciation and amortization expense          | (1 477)                  | (1 146)                  | (636)                    | (275)                     | (1 138)          | (1 141)          |
| Taxes other than on income                     | (7 520)                  | (6 365)                  | (4 729)                  | (3 585)                   | (11 595)         | (11 067)         |
| <b>Operating Expenses</b>                      | <b>(97 608)</b>          | <b>(80 728)</b>          | <b>(54 903)</b>          | <b>(29 977)</b>           | <b>(119 384)</b> | <b>(120 539)</b> |
| <b>Net Operating Income</b>                    | <b>17 980</b>            | <b>12 196</b>            | <b>1 467</b>             | <b>(978)</b>              | <b>16 967</b>    | <b>13 337</b>    |
| Recoveries/(Provisions) for loan impairment    | (7 316)                  | (8 232)                  | (1 777)                  | (2 966)                   | 8 961            | (44 967)         |
| <b>Income before taxation</b>                  | <b>10 664</b>            | <b>3 964</b>             | <b>(310)</b>             | <b>(3 944)</b>            | <b>25 928</b>    | <b>(31 630)</b>  |
| Income tax expense                             | (756)                    | 0                        | 0                        | (1 539)                   | (2 575)          | 0                |
| <b>NET INCOME</b>                              | <b>9 908</b>             | <b>3 964</b>             | <b>(310)</b>             | <b>(5 483)</b>            | <b>23 353</b>    | <b>(31 630)</b>  |

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