

**TCS Group Holding PLC**

**International Financial Reporting Standards  
Consolidated Financial Statements and  
Independent Auditor's Report**

**31 December 2015**

## **CONTENTS**

|  |    |
|--|----|
| Board of Directors and Other Officers .....  | 1  |
| Report of the Board of Directors .....   | 2  |
| Independent Auditors' Report .....   | 4  |
| <b>CONSOLIDATED FINANCIAL STATEMENTS</b>   |    |
| Consolidated Statement of Financial Position .....   | 6  |
| Consolidated Statement of Profit or Loss and Other Comprehensive Income .....                      | 7  |
| Consolidated Statement of Changes in Equity .....  | 8  |
| Consolidated Statement of Cash Flows .....   | 9  |
| <b>NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS</b>  |    |
| 1 Introduction .....   | 10 |
| 2 Operating Environment of the Group .....   | 11 |
| 3 Summary of Significant Accounting Policies .....   | 12 |
| 4 Critical Accounting Estimates and Judgements in Applying Accounting Policies .....               | 24 |
| 5 Adoption of New or Revised Standards and Interpretations and New Accounting Pronouncements ..... | 25 |
| 6 New Accounting Pronouncements .....  | 25 |
| 7 Cash and Cash Equivalents .....  | 27 |
| 8 Loans and Advances to Customers .....  | 28 |
| 9 Investment Securities Available for Sale .....   | 30 |
| 10 Repurchase Receivables .....  | 32 |
| d Guarantee Deposits with Payment Systems .....  | 32 |
| 12 Tangible Fixed and Intangible Assets .....  | 33 |
| 13 Other Financial and Non-financial Assets .....  | 34 |
| 14 Due to Banks .....  | 34 |
| 15 Customer Accounts .....   | 35 |
| 16 Debt Securities in Issue .....  | 35 |
| 17 Subordinated Debt .....   | 36 |
| 18 Insurance Provisions .....  | 36 |
| 19 Other Financial and Non-financial Liabilities .....   | 38 |
| 20 Share Capital .....   | 38 |
| 21 Interest Income and Expense .....   | 39 |
| 22 Customer Acquisition Expense .....  | 40 |
| 23 Net Gains/(Losses) from Operations with Foreign Currencies .....                                | 40 |
| 24 Insurance Claims Incurred .....   | 40 |
| 25 Fee and Commission Income and Expense .....   | 41 |
| 26 Administrative and Other Operating Expenses .....   | 41 |
| 27 Other Operating Income .....  | 42 |
| 28 Income Taxes .....  | 42 |
| 29 Dividends .....   | 44 |
| 30 Segment Analysis .....  | 44 |
| 31 Financial Risk Management .....   | 48 |
| 32 Management of Capital .....   | 58 |
| 33 Contingencies and Commitments .....   | 58 |
| 34 Transfers of Financial Assets .....   | 60 |
| 35 Financial Derivatives .....   | 61 |
| 36 Fair Value of Financial Instruments .....   | 62 |
| 37 Presentation of Financial Instruments by Measurement Category .....                             | 65 |
| 38 Related Party Transactions .....  | 66 |
| 39 Events after the End of the Reporting Period .....  | 68 |

**Board of Directors and Other Officers**

**Board of Directors**

Constantinos Economides, Chairman  
Alexios Ioannides  
Mary Trimithiotou  
Philippe Delpal (reappointed in June 2015)  
Jacques Der Megreditchian (reappointed in June 2015)  
Martin Cocker

All served throughout 2015 and through the date of these consolidated financial statements.

The Company's Articles of Association include regulations for the retirement by rotation of Directors at each annual general meeting. These regulations will operate in 2016 on the basis of the composition of the Board at the relevant date.

**Company Secretary**

**Altruco Secretarial Limited**

2<sup>nd</sup> Floor Sotiri Tofini 4  
Agios Athanasios  
4102 Limassol, Cyprus

**Registered office**

Kanika International Business Center,  
6th floor, Profiti Iliia No 4 Germasogeia,  
4046 Limassol, Cyprus.  
Mail: P.O.Box 50734,  
3609, Limassol, Cyprus

## **Report of the Board of Directors**

1 The Board of Directors presents its report together with the audited consolidated financial statements of TCS Group Holding PLC (the "Company") and its subsidiaries (collectively the "Group") for the year ended 31 December 2015.

### **Principal activities**

2 The Group's principal activities are undertaken within the Russian Federation being on-line retail banking operations through its subsidiary JSC "Tinkoff Bank" (the "Bank") and insurance operations through its subsidiary JSC "Tinkoff Insurance" (the "Insurance Company").

3 The Bank specialises in credit cards. The Bank which is fully licensed by the Central Bank of Russia and launched its operations in the summer of 2007 is a member of the Russian Deposit Insurance System. The Insurance Company specialises in providing non-life insurance coverage such as accident, property, travelers', financial risks and auto insurance. The founder and controlling shareholder of the Company is Oleg Tinkov.

### **Review of developments, position and performance of the Group's business**

4 The Bank operates a flexible business model. Its virtual network enables it to increase business or slow customer acquisition down depending on the availability of funding and market conditions. The Bank's primary customer acquisition channel is Internet and Mobile, but it also uses Direct Sales Agents (DSA) and partnerships (co-brands) to acquire new customers. These customer acquisition models, combined with the Bank's virtual network, afford it a geographic reach across all of Russia's regions resulting in a highly diversified portfolio.

The key segments for JSC "Tinkoff Insurance" are accident insurance, travel insurance, property insurance and voluntary insurance of vehicles (KASKO) and Compulsory Motor Third Party Liability (CMTPL). Company focuses on online sales.

5 The net profit of the Group for the year ended 31 December 2015 was RR 1,850,182 thousand (2014: RR 3,400,613 thousand). On 31 December 2015 the total assets of the Group were RR 139,651,983 thousand (2014: RR 108,806,274 thousand) and the net assets were RR 22,946,471 thousand (2014: RR 20,969,068 thousand).

### **Principal risks and uncertainties**

6 The Group conducts its activities in Russia through its subsidiaries; the Group's business and financial results during 2015 have been affected by the increased uncertainties and volatility of the Russian economic environment that have been evident throughout 2015.

7 Other risks and uncertainties, which affect the Group, are presented in Notes 2, 31, 32 and 33 of the consolidated financial statements.

### **Future developments**

8 Subject to the ongoing uncertainty of the Russian economy the Board of Directors does not plan any significant changes or developments in the operations of the Group in the near future.

### **Results**

9 The Group's results for the year are set out on page 7 of the consolidated financial statements.

### **Any important events for the Group that have occurred after the end of the financial year**

10 Any important events for the Group that have occurred after the end of the financial year are presented in Note 39.

**Report of the Board of Directors (continued)**

**Share capital**

11 There were no changes in issued share capital in 2015.

**Treasury shares**

12 During the three months ended 30 June 2015 the Group repurchased 1,843,682 GDRs at market prices for RR 323,808 thousand (Note 20) which are to be allocated to meet projected commitments under a new long term management incentive plan due to be launched in 2016.

**Board of Directors**


13 The members of the Board of Directors as of 31 December 2015 and at the date of this report are presented on page 1.

14 Oleg Tinkov resigned on 5 June 2015.

**Auditors**

15 The Independent Auditors, PricewaterhouseCoopers Limited, have expressed their willingness to continue in office. A resolution giving authority to the Board of Directors to fix their remuneration will be proposed at the Annual General Meeting.

By Order of the Board



Constantinos Economides  
Chairman of the Board  
Limassol  
1 March 2016



## **Independent auditor's report**

To the Members of TCS Group Holding PLC

### **Report on the consolidated financial statements**

We have audited the accompanying consolidated financial statements of TCS Group Holding PLC (the "Company") and its subsidiaries (together with the Company, the "Group"), which comprise the consolidated statement of financial position as at 31 December 2015, and the consolidated statements of comprehensive income, changes in equity and cash flows for the year then ended, and a summary of significant accounting policies and other explanatory information.

#### *Board of Directors' responsibility for the consolidated financial statements*

The Board of Directors is responsible for the preparation of consolidated financial statements that give a true and fair view in accordance with International Financial Reporting Standards as adopted by the European Union and the requirements of the Cyprus Companies Law, Cap. 113, and for such internal control as the Board of Directors determines is necessary to enable the presentation of consolidated financial statements that are free from material misstatement, whether due to fraud or error.

#### *Auditor's responsibility*

Our responsibility is to express an opinion on these consolidated financial statements based on our audit. We conducted our audit in accordance with International Standards on Auditing. Those Standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the consolidated financial statements are free of material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the consolidated financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the consolidated financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation of consolidated financial statements that give a true and fair view in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by the Board of Directors, as well as evaluating the overall presentation of the consolidated financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

---

*PricewaterhouseCoopers Ltd, City House, 6 Karaiskakis Street, CY-3032 Limassol, Cyprus  
P O Box 53034, CY-3300 Limassol, Cyprus  
T: +357 25 - 555 000, F: +357 - 25 555 001, [www.pwc.com.cy](http://www.pwc.com.cy)*

PricewaterhouseCoopers Ltd is a member firm of PricewaterhouseCoopers International Ltd, each member firm of which is a separate legal entity. PricewaterhouseCoopers Ltd is a private company registered in Cyprus (Reg. No. 143594). A list of the company's directors including for individuals the present name and surname, as well as any previous names and for legal entities the corporate name, is kept by the Secretary of the company at its registered office at 3 Themistocles Dervis Street, 1066 Nicosia and appears on the company's web site. Offices in Nicosia, Limassol, Larnaca and Paphos.



### *Opinion*

In our opinion, the consolidated financial statements give a true and fair view of the financial position of the Group as at 31 December 2015, and of its financial performance and its cash flows for the year then ended in accordance with International Financial Reporting Standards as adopted by the European Union and the requirements of the Cyprus Companies Law, Cap. 113.

### **Report on Other Legal Requirements**

Pursuant to the additional requirements of the Auditors and Statutory Audits of Annual and Consolidated Accounts Laws of 2009 and 2013, we report the following:

- We have obtained all the information and explanations we considered necessary for the purposes of our audit.
- In our opinion, proper books of account have been kept by the Company, so far as appears from our examination of these books.
- The consolidated financial statements are in agreement with the books of account.
- In our opinion and to the best of our information and according to the explanations given to us, the consolidated financial statements give the information required by the Cyprus Companies Law, Cap. 113, in the manner so required.
- In our opinion, the information given in the report of the Board of Directors is consistent with the consolidated financial statements.

### **Other Matter**

This report, including the opinion, has been prepared for and only for the Company's members as a body in accordance with Section 34 of the Auditors and Statutory Audits of Annual and Consolidated Accounts Laws of 2009 and 2013 and for no other purpose. We do not, in giving this opinion, accept or assume responsibility for any other purpose or to any other person to whose knowledge this report may come to.

A handwritten signature in black ink, appearing to read 'A. Loizou', written in a cursive style.

Anna Loizou  
Certified Public Accountant and Registered Auditor  
For and on behalf of

PricewaterhouseCoopers Limited  
Certified Public Accountants and Registered Auditors

Limassol, 1 March 2016

**TCS Group Holding PLC**  
**Consolidated Statement of Financial Position**

| <i>In thousands of RR</i>                | Note | 31 December<br>2015 | 31 December<br>2014 |
|--|------|---------------------|---------------------|
| <b>ASSETS</b>                            |      |                     |                     |
| Cash and cash equivalents                | 7    | 13,689,044          | 10,699,577          |
| Mandatory cash balances with the CBRF    |      | 674,717             | 685,510             |
| Due from other banks                     |      | 726,209             | -                   |
| Loans and advances to customers          | 8    | 82,067,018          | 74,579,998          |
| Financial derivatives                    | 35   | 11,344,871          | 8,879,972           |
| Investment securities available for sale | 9    | 15,935,866          | 216,535             |
| Repurchase receivables                   | 10   | 2,344,080           | 5,366,280           |
| Current income tax assets                | 28   | 742,722             | 1,094,088           |
| Guarantee deposits with payment systems  | 11   | 3,376,795           | 2,967,132           |
| Tangible fixed assets                    | 12   | 2,051,514           | 541,348             |
| Intangible assets                        | 12   | 1,418,621           | 1,125,307           |
| Other financial assets                   | 13   | 3,499,560           | 1,890,667           |
| Other non-financial assets               | 13   | 1,780,966           | 759,860             |
| <b>TOTAL ASSETS</b>                      |      | <b>139,651,983</b>  | <b>108,806,274</b>  |
| <b>LIABILITIES</b>                       |      |                     |                     |
| Due to banks                             | 14   | 6,391,636           | 10,331,216          |
| Customer accounts                        | 15   | 89,342,642          | 43,366,434          |
| Debt securities in issue                 | 16   | 1,904,857           | 19,414,780          |
| Financial derivatives                    | 35   | 7,514               | -                   |
| Current income tax liabilities           |      | 35,784              | 12,593              |
| Deferred income tax liabilities          | 28   | 1,783,657           | 1,039,795           |
| Subordinated debt                        | 17   | 14,609,295          | 11,250,686          |
| Insurance provisions                     | 18   | 515,460             | 248,409             |
| Other financial liabilities              | 19   | 1,296,224           | 1,573,861           |
| Other non-financial liabilities          | 19   | 818,443             | 599,432             |
| <b>TOTAL LIABILITIES</b>                 |      | <b>116,705,512</b>  | <b>87,837,206</b>   |
| <b>EQUITY</b>                            |      |                     |                     |
| Share capital                            | 20   | 188,112             | 188,112             |
| Share premium                            | 20   | 8,622,919           | 8,622,919           |
| Treasury shares                          | 20   | (327,718)           | (4,474)             |
| Share-based payment reserve              | 38   | 614,394             | 587,200             |
| Retained earnings                        |      | 13,716,168          | 11,800,358          |
| Revaluation reserve                      |      | 132,596             | (225,047)           |
| <b>TOTAL EQUITY</b>                      |      | <b>22,946,471</b>   | <b>20,969,068</b>   |
| <b>TOTAL LIABILITIES AND EQUITY</b>      |      | <b>139,651,983</b>  | <b>108,806,274</b>  |

Approved for issue and signed on behalf of the Board of Directors on 1 March 2016.

  
Constantinos Economides  
Director

  
Mary Trimithiotou  
Director



**TCS Group Holding PLC**  
**Consolidated Statement of Profit or Loss and Other Comprehensive Income**

| <i>In thousands of RR</i>   | <b>Note</b> | <b>2015</b>       | <b>2014</b>       |
|---|-------------|-------------------|-------------------|
| Interest income   | 21          | 40,773,289        | 39,062,011        |
| Interest expense  | 21          | (12,706,829)      | (8,264,026)       |
| <b>Net interest income</b>  |             | <b>28,066,460</b> | <b>30,797,985</b> |
| Provision for loan impairment   | 8           | (14,908,053)      | (15,839,175)      |
| <b>Net interest income after provision for loan impairment</b>  |             | <b>13,158,407</b> | <b>14,958,810</b> |
| Customer acquisition expense  | 22          | (3,661,607)       | (3,095,285)       |
| Net gains/(losses) from operations with foreign currencies  | 23          | 170,136           | (1,122,054)       |
| Income from insurance operations  |             | 1,170,221         | 923,363           |
| Insurance claims incurred   | 24          | (411,525)         | (210,060)         |
| Gain from sale of impaired loans  | 8           | 27,830            | 28,159            |
| Fee and commission income   | 25          | 1,371,233         | 312,145           |
| Fee and commission expense  | 25          | (1,961,064)       | (991,130)         |
| Administrative and other operating expenses   | 26          | (7,539,052)       | (6,091,574)       |
| Other operating income  | 27          | 240,852           | 182,311           |
| <b>Profit before tax</b>  |             | <b>2,565,431</b>  | <b>4,894,685</b>  |
| Income tax expense  | 28          | (715,249)         | (1,494,072)       |
| <b>Profit for the year</b>  |             | <b>1,850,182</b>  | <b>3,400,613</b>  |
| Other comprehensive income/(loss):  |             |                   |                   |
| <i>Items that may be reclassified to profit or loss</i>   |             |                   |                   |
| Investment securities available for sale and Repurchase receivables   |             |                   |                   |
| - Net gains/(losses) arising during the year, net of tax  |             | 384,170           | (213,995)         |
| - Net gains reclassified to profit or loss upon disposal or impairment, net of tax                                |             | (26,527)          | (11,052)          |
| <b>Other comprehensive income/(loss) for the year, net of tax</b>   |             | <b>357,643</b>    | <b>(225,047)</b>  |
| <b>Total comprehensive income for the year</b>  |             | <b>2,207,825</b>  | <b>3,175,566</b>  |
| <b>Earnings per share for profit attributable to the owners of the Group, basic (expressed in RR per share)</b>   | 20          | <b>10.38</b>      | <b>19.00</b>      |
| <b>Earnings per share for profit attributable to the owners of the Group, diluted (expressed in RR per share)</b> | 20          | <b>10.36</b>      | <b>18.89</b>      |

**TCS Group Holding PLC**  
**Consolidated Statement of Changes in Equity**

|   | Note | Share capital  | Share premium    | Share-based payment reserve | Treasury shares  | Retained earnings  | Revaluation reserve | Total              |
|---|------|----------------|------------------|-----------------------------|------------------|--------------------|---------------------|--------------------|
| <i>In thousands of RR</i>   |      |                |                  |                             |                  |                    |                     |                    |
| <b>Balance at 31 December 2013</b>  |      | <b>186,162</b> | <b>8,622,919</b> | <b>477,740</b>              | <b>(2,524)</b>   | <b>11,266,710</b>  | <b>-</b>            | <b>20,551,007</b>  |
| Profit for the year   |      | -              | -                | -                           | -                | 3,400,613          | -                   | 3,400,613          |
| Other comprehensive income:   |      |                |                  |                             |                  |                    |                     |                    |
| Revaluation of investment securities available for sale and transfers to profit or loss upon disposal or impairment |      | -              | -                | -                           | -                | -                  | (225,047)           | (225,047)          |
| <b>Total comprehensive income for 2014</b>  |      | <b>-</b>       | <b>-</b>         | <b>-</b>                    | <b>-</b>         | <b>3,400,613</b>   | <b>(225,047)</b>    | <b>3,175,566</b>   |
| Share issue   | 20   | 1,950          | -                | -                           | (1,950)          | -                  | -                   | -                  |
| Share-based payment reserve   |      | -              | -                | 109,460                     | -                | -                  | -                   | 109,460            |
| Dividends   | 29   | -              | -                | -                           | -                | (2,866,965)        | -                   | (2,866,965)        |
| <b>Total transactions with owners</b>   |      | <b>1,950</b>   | <b>-</b>         | <b>109,460</b>              | <b>(1,950)</b>   | <b>(2,866,965)</b> | <b>-</b>            | <b>(2,757,505)</b> |
| <b>Balance at 31 December 2014</b>  |      | <b>188,112</b> | <b>8,622,919</b> | <b>587,200</b>              | <b>(4,474)</b>   | <b>11,800,358</b>  | <b>(225,047)</b>    | <b>20,969,068</b>  |
| Profit for the year   |      | -              | -                | -                           | -                | 1,850,182          | -                   | 1,850,182          |
| Other comprehensive income:   |      |                |                  |                             |                  |                    |                     |                    |
| Revaluation of investment securities available for sale and transfers to profit or loss upon disposal or impairment |      | -              | -                | -                           | -                | -                  | 357,643             | 357,643            |
| <b>Total comprehensive income for 2015</b>  |      | <b>-</b>       | <b>-</b>         | <b>-</b>                    | <b>-</b>         | <b>1,850,182</b>   | <b>357,643</b>      | <b>2,207,825</b>   |
| GDRs buy-back   | 20   | -              | -                | -                           | (323,808)        | -                  | -                   | (323,808)          |
| Share-based payment reserve   |      | -              | -                | 93,386                      | -                | -                  | -                   | 93,386             |
| Shares sold under ESOP  | 20   | -              | -                | (66,192)                    | 564              | 65,628             | -                   | -                  |
| <b>Total transactions with owners</b>   |      | <b>-</b>       | <b>-</b>         | <b>27,194</b>               | <b>(323,244)</b> | <b>65,628</b>      | <b>-</b>            | <b>(230,422)</b>   |
| <b>Balance at 31 December 2015</b>  |      | <b>188,112</b> | <b>8,622,919</b> | <b>614,394</b>              | <b>(327,718)</b> | <b>13,716,168</b>  | <b>132,596</b>      | <b>22,946,471</b>  |

**TCS Group Holding PLC**  
**Consolidated Statement of Cash Flows**

| <i>In thousands of RR</i>  | <b>Note</b> | <b>2015</b>         | <b>2014</b>         |
|--|-------------|---------------------|---------------------|
| <b>Cash flows from operating activities</b>  |             |                     |                     |
| Interest received  |             | 38,056,968          | 36,394,790          |
| Interest paid  |             | (13,065,014)        | (8,449,325)         |
| Customers acquisition expenses paid  |             | (2,625,496)         | (1,942,562)         |
| Cash received from operations in foreign currencies  |             | 2,916,565           | 760,543             |
| Income from insurance operations received  |             | 1,302,405           | 984,123             |
| Cash received from sale of impaired loans  | 8           | 37,424              | 86,613              |
| Fees and commissions paid  |             | (1,846,689)         | (996,483)           |
| Fees and commissions received  |             | 1,371,233           | 312,145             |
| Other operating income received  |             | 261,715             | 240,485             |
| Administrative and other operating expenses paid   |             | (3,392,331)         | (3,116,721)         |
| Income tax paid  |             | (68,691)            | (1,323,993)         |
| <b>Cash flows from operating activities before changes in operating assets and liabilities</b> |             | <b>22,948,089</b>   | <b>22,949,615</b>   |
| <b>Changes in operating assets and liabilities</b>   |             |                     |                     |
| Net decrease in CBRF mandatory reserves  |             | 10,793              | 245,536             |
| Net increase in due from banks   |             | (700,883)           | -                   |
| Net increase in loans and advances to customers  |             | (20,640,456)        | (15,106,702)        |
| Net decrease/(increase) in guarantee deposits with payment systems                             |             | 373,021             | (68,499)            |
| Net increase in other financial assets   |             | (1,384,833)         | (791,277)           |
| Net increase in other non-financial assets   |             | (1,010,439)         | (58,196)            |
| Net (decrease)/increase in due to banks  |             | (4,413,452)         | 10,329,208          |
| Net increase/(decrease) in customer accounts   |             | 38,886,912          | (5,657,050)         |
| Net decrease in other financial liabilities  |             | (577,201)           | (529,138)           |
| Net increase in other non-financial liabilities  |             | -                   | 4,978               |
| <b>Net cash from/(used in) operating activities</b>  |             | <b>33,491,551</b>   | <b>11,318,475</b>   |
| <b>Cash flows used in investing activities</b>   |             |                     |                     |
| Acquisition of tangible fixed assets   |             | (1,726,349)         | (126,276)           |
| Acquisition of intangible assets   |             | (346,524)           | (567,122)           |
| Acquisition of investments available for sale  | 9           | (13,860,287)        | (7,079,917)         |
| Proceeds from disposal and redemption of investment securities available for sale              | 9           | 3,046,645           | 1,245,926           |
| <b>Net cash used in investing activities</b>   |             | <b>(12,886,515)</b> | <b>(6,527,389)</b>  |
| <b>Cash flows from financing activities</b>  |             |                     |                     |
| Proceeds from debt securities in issue   |             | 1,856,747           | 143,149             |
| Repayment of debt securities in issue  |             | (19,976,903)        | (13,723,674)        |
| GDRs buy-back  |             | (323,808)           | -                   |
| Dividends paid   | 29          | -                   | (3,521,808)         |
| <b>Net cash from financing activities</b>  |             | <b>(18,443,964)</b> | <b>(17,102,333)</b> |
| Effect of exchange rate changes on cash and cash equivalents                                   |             | 828,395             | 4,184,854           |
| <b>Net (decrease)/increase in cash and cash equivalents</b>                                    |             | <b>2,989,467</b>    | <b>(8,126,393)</b>  |
| <b>Cash and cash equivalents at the beginning of the year</b>                                  | 7           | <b>10,699,577</b>   | <b>18,825,970</b>   |
| <b>Cash and cash equivalents at the end of the year</b>  | 7           | <b>13,689,044</b>   | <b>10,699,577</b>   |

## 1 Introduction

These consolidated financial statements have been prepared in accordance with International Financial Reporting Standards as adopted by the European Union for the year ended 31 December 2015 for TCS Group Holding PLC (the “Company”) and its subsidiaries (together referred to as the “Group”), and in accordance with the requirements of the Cyprus Companies Law, Cap.113.

The Company was incorporated, and is domiciled, in Cyprus in accordance with the provisions of the Companies Law, Cap.113.

The Board of Directors of the Company at the date of authorisation of these consolidated financial statements consists of: Constantinos Economides, Alexios Ioannides, Mary Trimithiotou, Philippe Delpal, Jacques Der Megreditchian and Martin Cocker.

The Company Secretary is: Altruco Secretarial Limited, 2<sup>nd</sup> Floor, Sotiri Tofini 4, Agios Athanasios, 4102 Limassol, Cyprus.

At 31 December 2015 and 2014 the share capital of the Group is comprised of “class A” shares and “class B” shares. A “class A” share is an ordinary share with a nominal value of USD 0.04 per share and carrying one vote. A “class B” share is an ordinary share with a nominal value of USD 0.04 per share and carrying 10 votes. As at 31 December 2015 and 2014 the number of “class A” shares is 90,494,146 and “class B” shares is 92,144,679.

On 25 October 2013 the Group completed an initial public offering of its “Class A” ordinary shares in the form of global depository receipts (GDRs) listed on the London Stock Exchange plc.

As at 31 December 2015 and 2014 the entities holding either Class A or Class B shares of the Company were:

|   | <b>Class of shares</b> | <b>31 December 2015</b> | <b>31 December 2014</b> | <b>Country of Incorporation</b> |
|---|------------------------|-------------------------|-------------------------|---------------------------------|
| Tadek Holding & Finance S.A.                        | Class B                | 50.45%                  | 50.45%                  | British Virgin Islands          |
| Guaranty Nominees Limited (JP Morgan Chase Bank NA) | Class A                | 42.52%                  | 43.91%                  | United Kingdom                  |
| Vostok Emerging Finance Ltd                         | Class A                | 3.49%                   | -                       | Bermuda                         |
| Rousse Nominees Limited                             | Class A                | 2.88%                   | 2.88%                   | Guernsey                        |
| Altruco Trustees Limited                            | Class A                | 0.66%                   | 1.32%                   | Cyprus                          |
| Tasos Invest & Finance Inc.                         | Class B                | 0.00%                   | 0.00%                   | British Virgin Islands          |
| Vizer Limited                                       | Class B                | 0.00%                   | 0.00%                   | British Virgin Islands          |
| Maitland Commercial Inc.                            | Class B                | 0.00%                   | 0.00%                   | British Virgin Islands          |
| Norman Legal S.A.                                   | Class B                | 0.00%                   | 0.00%                   | British Virgin Islands          |
| Lorimer Ventures Limited                            | Class A                | -                       | 1.44%                   | Cyprus                          |
| <b>Total</b>  |                        | <b>100.00%</b>          | <b>100.00%</b>          |                                 |

Guaranty Nominees Limited is a company holding class A shares of the Company for which global depository receipts are issued under a deposit agreement made between the Company and JP Morgan Chase Bank NA signed in October 2013.

The shareholding of Altruco Trustees Limited represents shares held under the ESOP (Note 38) only.

As at 31 December 2015 and 2014 the beneficial owner of Tadek Holding & Finance S.A., Tasos Invest & Finance Inc., Vizer Limited, Maitland Commercial Inc and Norman Legal S.A. was Russian entrepreneur Mr. Oleg Tinkov and the beneficial owner of Rousse Nominees Limited was Baring Vostok Private Equity Fund IV, L.P.

As at 31 December 2015 and 2014 the ultimate controlling party of the Company is Mr. Oleg Tinkov. Mr. Oleg Tinkov controls 91.1% of the aggregated voting rights attaching to the Class A and B shares.

## **1 Introduction (Continued)**

The Group owns 100% of shares and has 100% of voting rights of each of these subsidiaries as at 31 December 2015 and 2014 except for TCS Finance Ltd (see below).

JSC "Tinkoff Bank" (the "Bank") provides on-line retail banking services in Russia. The Bank specialises in issuing credit cards. On 2 April 2015 the Bank changed its corporate name from CJSC Tinkoff Credit Systems Bank.

JSC Tinkoff Insurance (the "Insurance Company") provides insurance services.

LLC "Microfinance organization "T-Finans" provides micro-finance services to clients of the Group.

TCS Finance Ltd is a structured entity which issued debt securities for the Group. The Group has neither shares nor voting rights of this company. However, this entity was consolidated as it was specifically set up for the purposes of the Group, and the Group has exposure to substantially all risks and rewards through outstanding guarantees of the entity's obligations.

LLC TCS provides printing and distribution services to the Group.

Goward Group Ltd is an investment holding company which manages part of the Group's assets.

LLC Feniks is a debt collection agency.

**Principal activity.** The Group's principal business activity is retail banking and insurance operations within the Russian Federation through the Bank and the Insurance Company. The Bank has operated under general banking license № 2673 issued by the Central Bank of the Russian Federation ("CBRF") since 8 December 2006. The Insurance Company operates under an insurance license issued by the CBRF.

The Bank participates in the state deposit insurance scheme, which was introduced by Federal Law № 177-FZ "Deposits of individuals insurance in the Russian Federation" dated 23 December 2003. The State Deposit Insurance Agency guarantees repayment of 100% of individual deposits up to RR 1,400 thousand per individual in case of the withdrawal of a licence of a bank or a CBRF-imposed moratorium on payments.

**Registered address and place of business.** The Company's registered address is Kanika International Business Center, 6<sup>th</sup> floor, Profiti Iliia 4 Germasogeia, Limassol 4046 Cyprus. The Bank's registered address is 1-st Volokolamsky passage, 10, building 1, 123060, Moscow, Russian Federation. The Group's principal place of business is the Russian Federation.

**Presentation currency.** These consolidated financial statements are presented in thousands of Russian Rubles (RR).

## **2 Operating Environment of the Group**

**Russian Federation.** The Russian Federation displays certain characteristics of an emerging market. Its economy is particularly sensitive to oil and gas prices. The legal, tax and regulatory frameworks continue to develop and are subject to frequent changes and varying interpretations (Note 33). During 2015 the Russian economy was negatively impacted by low oil prices, ongoing political tension in the region and continuing international sanctions against certain Russian companies and individuals, all of which contributed to the country's economic recession characterised by a decline in gross domestic product, increased interest rates and inflation and devaluation of Russian Rouble against nearly all major foreign currencies. This has led to increased economic challenges to Russian population, which has led to significantly higher defaults in the commercial banking sector. During 2015 the CBRF has withdrawn 92 banking licenses and many banks have been "sanated" by large banks through support of the Government and the Deposit Insurance Agency.

## **2 Operating Environment of the Group (Continued)**

The financial markets continue to be volatile and are characterised by frequent significant price movements and increased trading spreads. Russia's credit rating was downgraded to below investment grade. This operating environment has a significant impact on the Group's operations and financial position. Management is taking necessary measures to ensure sustainability of the Group's operations. However, the future effects of the current economic situation are difficult to predict and management's current expectations and estimates could differ from actual results.

Management determines loan impairment provisions using the "incurred loss" model required by the applicable accounting standards. These standards require recognition of impairment losses that arose from past events and prohibit recognition of impairment losses that could arise from future events, including future changes in the economic environment, no matter how likely those future events are. Thus final impairment losses from financial assets could differ significantly from the current level of provisions. Refer to Note 4.

## **3 Summary of Significant Accounting Policies**

**Basis of preparation.** These consolidated financial statements have been prepared in accordance with International Financial Reporting Standards ("IFRS") as adopted by the European Union (EU) and the requirements of the Cyprus Companies Law Cap.113.

The consolidated financial statements have been prepared under the historical cost convention, as modified by the initial recognition of financial instruments based on fair value, and by revaluation of derivatives, investment securities available for sale and repurchase receivables carried at fair value. The principal accounting policies applied in the preparation of these consolidated financial statements are set out below. These policies have been consistently applied to all the periods presented, unless otherwise stated.

Management prepared these consolidated financial statements on a going concern basis.

**Consolidated financial statements.** Subsidiaries are those investees, including structured entities, that the Group controls because the Group (i) has power to direct relevant activities of the investees that significantly affect their returns, (ii) has exposure, or rights, to variable returns from its involvement with the investees, and (iii) has the ability to use its power over the investees to affect the amount of investor's returns. The existence and effect of substantive rights, including substantive potential voting rights, are considered when assessing whether the Group has power over another entity. For a right to be substantive, the holder must have practical ability to exercise that right when decisions about the direction of the relevant activities of the investee need to be made. The Group may have power over an investee even when it holds less than majority of voting power in an investee. In such a case, the Group assesses the size of its voting rights relative to the size and dispersion of holdings of the other vote holders to determine if it has de-facto power over the investee. Protective rights of other investors, such as those that relate to fundamental changes of investee's activities or apply only in exceptional circumstances, do not prevent the Group from controlling an investee. Subsidiaries are consolidated from the date on which control is transferred to the Group, and are deconsolidated from the date on which control ceases.

The acquisition method of accounting is used to account for the acquisition of subsidiaries. Identifiable assets acquired and liabilities and contingent liabilities assumed in a business combination are measured at their fair values at the acquisition date, irrespective of the extent of any non-controlling interest.

The consideration transferred for the acquiree is measured at the fair value of the assets given up, equity instruments issued and liabilities incurred or assumed, including fair value of assets or liabilities from contingent consideration arrangements, but excludes acquisition related costs such as advisory, legal, valuation and similar professional services. Transaction costs incurred for issuing equity instruments are deducted from equity; transaction costs incurred for issuing debt are deducted from its carrying amount and all other transaction costs associated with the acquisition are expensed.

### **3 Summary of Significant Accounting Policies (Continued)**

Intercompany transactions, balances and unrealised gains on transactions between group companies are eliminated; unrealised losses are also eliminated unless the cost cannot be recovered. The Bank and all of its subsidiaries use uniform accounting policies consistent with the Group's policies.

When the Group acquires a dormant company with no business operations holding an asset and this asset is the main reason of acquisition of the company such transaction is treated as an asset acquisition. No goodwill is recognized as a result of such acquisition.

**Financial instruments – key measurement terms.** Depending on their classification financial instruments are carried at fair value or amortised cost as described below.

*Fair value* is the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date. The best evidence of fair value is price in an active market. An active market is one in which transactions for the asset or liability take place with sufficient frequency and volume to provide pricing information on an ongoing basis.

Fair value of financial instruments traded in an active market is measured as the product of the quoted price for the individual asset or liability and the quantity held by the entity. This is the case even if a market's normal daily trading volume is not sufficient to absorb the quantity held and placing orders to sell the position in a single transaction might affect the quoted price.

The price within the bid-ask spread that is most representative of fair value in the circumstances was used to measure fair value, which management considers is the last trading price on the reporting date. The quoted market price used to value financial assets is the current bid price; the quoted market price for financial liabilities is the current asking price.

A portfolio of financial derivatives or other financial assets and liabilities that are not traded in an active market is measured at fair value on the basis of the price that would be received to sell a net long position (ie an asset) for a particular risk exposure or paid to transfer a net short position (ie a liability) for a particular risk exposure in an orderly transaction between market participants at the measurement date. This is applicable for assets carried at fair value on a recurring basis if the Group: (a) manages the group of financial assets and financial liabilities on the basis of the entity's net exposure to a particular market risk (or risks) or to the credit risk of a particular counterparty in accordance with the entity's documented risk management or investment strategy; (b) it provides information on that basis about the group of assets and liabilities to the entity's key management personnel; and (c) the market risks, including duration of the entity's exposure to a particular market risk (or risks) arising from the financial assets and financial liabilities is substantially the same. Valuation techniques such as discounted cash flow models or models based on recent arm's length transactions or consideration of financial data of the investees, are used to measure fair value of certain financial instruments for which external market pricing information is not available. Fair value measurements are analysed by level in the fair value hierarchy as follows: (i) level one are measurements at quoted prices (unadjusted) in active markets for identical assets or liabilities, (ii) level two measurements are valuations techniques with all material inputs observable for the asset or liability, either directly (that is, as prices) or indirectly (that is, derived from prices), and (iii) level three measurements are valuations not based on solely observable market data (that is, the measurement requires significant unobservable inputs). Transfers between levels of the fair value hierarchy are deemed to have occurred at the end of the reporting period. Refer to Note 36.

*Transaction costs* are incremental costs that are directly attributable to the acquisition, issue or disposal of a financial instrument. An incremental cost is one that would not have been incurred if the transaction had not taken place. Transaction costs include fees and commissions paid to agents (including employees acting as selling agents), advisors, brokers and dealers, levies by regulatory agencies and securities exchanges, and transfer taxes and duties. Transaction costs do not include debt premiums or discounts, financing costs or internal administrative or holding costs.

### **3 Summary of Significant Accounting Policies (Continued)**

*Amortised cost* is the amount at which the financial instrument was recognised at initial recognition less any principal repayments, plus accrued interest, and for financial assets less any write-down for incurred impairment losses. Accrued interest includes amortisation of transaction costs deferred at initial recognition and of any premium or discount to maturity amount using the effective interest method. Accrued interest income and accrued interest expense, including both accrued coupon and amortised discount or premium (including fees deferred at origination, if any), are not presented separately and are included in the carrying values of related items in the consolidated statement of financial position.

*The effective interest method* is a method of allocating interest income or interest expense over the relevant period, so as to achieve a constant periodic rate of interest (effective interest rate) on the carrying amount.

The effective interest rate is the rate that exactly discounts estimated future cash payments or receipts (excluding future credit losses) through the expected life of the financial instrument or a shorter period, if appropriate, to the net carrying amount of the financial instrument. The effective interest rate discounts cash flows of variable interest instruments to the next interest repricing date, except for the premium or discount which reflects the credit spread over the floating rate specified in the instrument, or other variables that are not reset to market rates. Such premiums or discounts are amortised over the whole expected life of the instrument. The present value calculation includes all fees paid or received between parties to the contract that are an integral part of the effective interest rate.

**Initial recognition of financial instruments.** Derivatives are initially recorded at fair value. All other financial instruments are initially recorded at fair value plus transaction costs. Fair value at initial recognition is best evidenced by the transaction price. A gain or loss on initial recognition is only recorded if there is a difference between fair value and transaction price which can be evidenced by other observable current market transactions in the same instrument or by a valuation technique whose inputs include only data from observable markets.

All purchases and sales of financial assets that require delivery within the time frame established by regulation or market convention (“regular way” purchases and sales) are recorded at trade date, which is the date on which the Group commits to deliver a financial asset. All other purchases are recognised when the entity becomes a party to the contractual provisions of the instrument.

The Group uses discounted cash flow valuation techniques to determine the fair value of currency swaps and forward contracts that are not traded in an active market. Differences may arise between the fair value at initial recognition, which is considered to be the transaction price, and the amount determined at initial recognition using a valuation technique with level 3 inputs. Any such differences are initially recognised within other financial assets or other financial liabilities and are subsequently amortised on a straight line basis over the term of the currency swaps. The differences are immediately recognised in profit or loss if the valuation uses only level 1 or 2 inputs.

**Derecognition of financial assets.** The Group derecognises financial assets when (a) the assets are redeemed or the rights to cash flows from the assets otherwise expired or (b) the Group has transferred the rights to the cash flows from the financial assets or entered into a qualifying pass-through arrangement while (i) also transferring substantially all risks and rewards of ownership of the assets or (ii) neither transferring nor retaining substantially all risks and rewards of ownership, but not retaining control.

Control is retained if the counterparty does not have the practical ability to sell the asset in its entirety to an unrelated third party without needing to impose restrictions on the sale.

**Cash and cash equivalents.** Cash and cash equivalents are items which are readily convertible to known amounts of cash and which are subject to an insignificant risk of changes in value. Cash and cash equivalents include all interbank placements with original maturities of less than three months. Funds restricted for a period of more than three months on origination are excluded from cash and cash equivalents. Cash and cash equivalents are carried at amortised cost.



### **3 Summary of Significant Accounting Policies (Continued)**

The payments or receipts presented in the consolidated statement of cash flows represent transfers of cash and cash equivalents by the Group, including amounts charged or credited to current accounts of the Group's counterparties held with the Group, such as loan interest income or principal collected by charging the customer's current account or interest payments or disbursement of loans credited to the customer's current account, which represents cash or cash equivalent from the customer's perspective.

**Mandatory cash balances with the CBRF.** Mandatory cash balances with the CBRF are carried at amortised cost and represent non-interest bearing mandatory reserve deposits which are not available to finance the Group's day to day operations and hence are not considered as part of cash and cash equivalents for the purposes of the consolidated statement of cash flows.

**Due from other banks.** Amounts due from other banks are recorded when the Group advances money to counterparty banks with no intention of trading the resulting unquoted non-derivative receivable due on fixed or determinable dates. Amounts due from other banks are carried at amortised cost.

**Loans and advances to customers.** Loans and advances to customers are recorded when the Group advances money to purchase or originate an unquoted non-derivative receivable from a customer due on fixed or determinable dates and has no intention of trading the receivable. Loans and advances to customers are carried at amortised cost.

**Impairment of financial assets carried at amortised cost.** Impairment losses are recognised in profit or loss for the year when incurred as a result of one or more events ("loss events") that occurred after the initial recognition of the financial asset and which have an impact on the amount or timing of the estimated future cash flows of the financial asset or group of financial assets that can be reliably estimated. If the Group determines that no objective evidence exists that impairment was incurred for an individually assessed financial asset, whether significant or not, it includes the asset in a group of financial assets with similar credit risk characteristics, and collectively assesses them for impairment. The primary factors that the Group considers in determining whether a financial asset is impaired are its overdue status and realisability of related collateral, if any.

The following other principal criteria are also used to determine whether there is objective evidence that an impairment loss has occurred:

- an instalment is overdue and the late payment cannot be attributed to a delay caused by the settlement systems;
- the borrower experiences a significant financial difficulty as evidenced by the borrower's financial information that the Group obtains;
- the borrower considers bankruptcy or a financial reorganisation;
- there is an adverse change in the payment status of the borrower as a result of changes in national or local economic conditions that impact the borrower;
- concession is granted by the Bank that would not have otherwise been given.

For the purposes of a collective evaluation of impairment, financial assets are grouped on the basis of similar credit risk characteristics. Those characteristics are relevant to the estimation of future cash flows for groups of such assets by being indicative of the debtors' ability to pay all amounts due according to the contractual terms of the assets being evaluated.

Future cash flows in a group of financial assets that are collectively evaluated for impairment, are estimated on the basis of the contractual cash flows of the assets and the experience of management in respect of the extent to which amounts will become overdue as a result of past loss events and the success of recovery of overdue amounts. Past experience is adjusted on the basis of current observable data to reflect the effects of current conditions that did not affect past periods, and to remove the effects of past conditions that do not exist currently.

### **3 Summary of Significant Accounting Policies (Continued)**

If the terms of an impaired financial asset held at amortised cost are renegotiated or otherwise modified because of financial difficulties of the borrower or issuer, impairment is measured using the original effective interest rate before the modification of terms. The renegotiated asset is then derecognized and a new asset is recognized at its fair value only if the risks and rewards of the asset substantially changed. This is normally evidenced by a substantial difference between the present values of the original cash flows and the new expected cash flows.

Impairment losses are always recognised through an allowance account to write down the asset's carrying amount to the present value of expected cash flows (which exclude future credit losses that have not been incurred) discounted at the original effective interest rate of the asset.

If, in a subsequent period, the amount of the impairment loss decreases and the decrease can be related objectively to an event occurring after the impairment was recognised (such as an improvement in the debtor's credit rating), the previously recognised impairment loss is reversed by adjusting the allowance account through profit or loss for the year. Uncollectible assets are written off against the related impairment loss provision after all the necessary procedures to recover the asset have been completed and the amount of the loss has been determined. In the course of business the Group sells impaired loans to third parties. Gains or losses on disposal of impaired loans are recognized in the consolidated Statement of Profit or Loss and other comprehensive income in the period when sale occurred. Subsequent recoveries of amounts previously written off are credited to the impairment loss account in profit or loss for the year.

**Investment securities available for sale.** This classification includes investment securities which the Group intends to hold for an indefinite period of time and which may be sold in response to needs for liquidity or changes in interest rates, exchange rates or equity prices.

Investment securities available for sale are carried at fair value. Interest income on available-for-sale debt securities is calculated using the effective interest method, and recognised in profit or loss for the year.

Dividends on available-for-sale equity instruments are recognised in profit or loss for the year when the Group's right to receive payment is established and it is probable that the dividends will be collected. All other elements of changes in the fair value are recognised in other comprehensive income until the investment is derecognised or impaired, at which time the cumulative gain or loss is reclassified from other comprehensive income to profit or loss for the year. Impairment losses are recognised in profit or loss for the year when incurred as a result of one or more events ("loss events") that occurred after the initial recognition of investment securities available for sale. A significant or prolonged decline in the fair value of an equity security below its cost is an indicator that it is impaired.

The cumulative impairment loss – measured as the difference between the acquisition cost and the current fair value, less any impairment loss on that asset previously recognised in profit or loss – is reclassified from other comprehensive income to profit or loss for the year. Impairment losses on equity instruments are not reversed and any subsequent gains are recognised in other comprehensive income. If, in a subsequent period, the fair value of a debt instrument classified as available for sale increases and the increase can be objectively related to an event occurring after the impairment loss was recognised in profit or loss, the impairment loss is reversed through profit or loss for the year.

**Sale and repurchase agreements.** Sale and repurchase agreements ("repo agreements"), which effectively provide a lender's return to the counterparty, are treated as secured financing transactions. Securities sold under such sale and repurchase agreements are not derecognised. The securities are not reclassified in the consolidated statement of financial position unless the transferee has the right by contract or custom to sell or repledge the securities, in which case they are reclassified as repurchase receivables. The corresponding liability is presented within amounts due to other banks or other borrowed funds.

Securities purchased under agreements to resell ("reverse repo agreements"), which effectively provide a lender's return to the Group, are recorded as due from other banks or loans and advances to customers, as appropriate. The difference between the sale and repurchase price, adjusted by interest and dividend income collected by the counterparty, is treated as interest income and accrued over the life of reverse repo agreements using the effective interest method.

### **3 Summary of Significant Accounting Policies (Continued)**

Securities lent to counterparties for a fixed fee are retained in the consolidated financial statements in their original category in the consolidated statement of financial position unless the counterparty has the right by contract or custom to sell or repledge the securities, in which case they are reclassified and presented separately. Securities borrowed for a fixed fee are not recorded in the consolidated financial statements, unless these are sold to third parties, in which case the purchase and sale are recorded in profit or loss for the year within gains less losses arising from trading securities. The obligation to return the securities is recorded at fair value in other borrowed funds.

**Guarantee deposits with payment systems.** Amounts of guarantee deposits with payment systems are recorded when the Group advances money to payment systems with no intention of trading the resulting unquoted non-derivative receivable due on fixed or determinable dates. Amounts of guarantee deposits with payment systems are carried at amortised cost.

**Credit related commitments.** The Group issues financial commitments to provide credit cards loans within credit cards limits. Commitments to provide a loan are initially recognised at their fair value, which is normally evidenced by the amount of fees received. This amount is amortised on a straight line basis over the life of the commitment, except for commitments to originate loans if it is probable that the Group will enter into a specific lending arrangement and does not expect to sell the resulting loan shortly after origination; such loan commitment fees are deferred and included in the carrying value of the loan on initial recognition. At each reporting date, the commitments are measured at the higher of (i) the remaining unamortised balance of the amount at initial recognition and (ii) the best estimate of expenditure required to settle the commitment at the end of each reporting period.

**Tangible fixed assets.** Tangible fixed assets are stated at cost less accumulated depreciation and provision for impairment, where required.

Costs of minor repairs and day-to-day maintenance are expensed when incurred. Costs of replacing major parts or components of premises and equipment items are capitalised, and the replaced part is retired.

At the end of each reporting period management assesses whether there is any indication of impairment of tangible fixed assets. If any such indication exists, management estimates the recoverable amount, which is determined as the higher of an asset's fair value less costs to sell and its value in use. The carrying amount is reduced to the recoverable amount and the impairment loss is recognised in profit or loss for the year. An impairment loss recognised for an asset in prior years is reversed if there has been a change in the estimates used to determine the asset's value in use or fair value less costs to sell.

Gains and losses on disposals determined by comparing proceeds with carrying amount are recognised in profit or loss for the year (within other operating income or expenses).

**Depreciation.** Depreciation of each item of tangible fixed assets is calculated using the straight-line method to allocate its cost to its residual value over its estimated useful life as follows:

|                        | <b>Useful lives in years</b>   |
|------------------------|--|
| Building               | 49   |
| Equipment              | 3 to 10  |
| Vehicles               | 5  |
| Leasehold improvements | Shorter of their useful economic life and the term of the underlying lease |

The residual value of an asset is an estimated amount that the Group would currently obtain from disposal of the asset less the estimated costs of disposal, if the asset was already of the age and in the condition expected at the end of its useful life. The assets' residual values and useful lives are reviewed, and adjusted if appropriate, at the end of each reporting period.

**Intangible assets.** The Group's intangible assets other than insurance license have definite useful life and include capitalised acquired computer software and internally developed software.

### **3 Summary of Significant Accounting Policies (Continued)**

Computer software licenses acquired are capitalised on the basis of the costs incurred to acquire and bring to use the specific software. All other costs associated with computer software, e.g. its maintenance, are expensed when incurred. Capitalised computer software is amortised on a straight line basis over expected useful lives of 1 to 10 years.

At each reporting date management assesses whether there is any indication of impairment of intangible assets. If any such indication exists, management estimates the recoverable amount, which is determined as the higher of an asset's fair value less costs to sell and its value in use. The carrying amount is reduced to the recoverable amount and the impairment loss is recognised in profit or loss.

An impairment loss recognised for an asset in prior years is reversed if there has been a change in the estimates used to determine the asset's value in use or fair value less costs to sell.

Intangible assets with indefinite useful life are tested annually for impairment.

**Operating leases.** Where the Group is a lessee in a lease which does not transfer substantially all the risks and rewards incidental to ownership from the lessor to the Group, the total lease payments are charged to profit or loss for the year (rental expense within administrative and other operating expenses) on a straight-line basis over the period of the lease.

**Due to other banks.** Amounts due to banks are recorded when money or other assets are advanced to the Group by counterparty banks. Non-derivative liability is carried at amortised cost.

**Customer accounts.** Customer accounts are non-derivative liabilities to corporate entities and individuals and are carried at amortised cost.

**Debt securities in issue.** Debt securities in issue include bonds and Euro-Commercial Paper issued by the Group. Debt securities are stated at amortised cost. If the Group purchases its own debt securities in issue, they are removed from the consolidated statement of financial position and the difference between the carrying amount of the liability and the consideration paid is included in interest expense.

**Subordinated debt.** Recognition and measurement of this category is consistent with the above policy for debt securities in issue.

**Financial derivatives.** Financial derivatives represented by forwards and foreign currency swaps are carried at their fair value.

Derivatives are carried as assets when fair value is positive and as liabilities when fair value is negative. Changes in the fair value of financial derivatives are recorded within losses less gains from operations with foreign currencies. The Group does not apply hedge accounting.

**Income taxes.** Income taxes have been provided for in the consolidated financial statements in accordance with Russian legislation and Cyprus legislation enacted or substantively enacted by the end of the reporting period. The income tax charge comprises current tax and deferred tax and is recognised in profit or loss for the year except if it is recognised in other comprehensive income or directly in equity because it relates to transactions that are also recognised, in the same or a different period, in other comprehensive income or directly in equity.

Current tax is the amount expected to be paid to or recovered from the taxation authorities in respect of taxable profits or losses for the current and prior periods. Taxable profits or losses are based on estimates if the consolidated financial statements are authorised prior to filing relevant tax returns. Taxes other than on income are recorded within administrative and other operating expenses.

### **3 Summary of Significant Accounting Policies (Continued)**

Deferred income tax is provided using the balance sheet liability method for tax loss carry forwards and temporary differences arising between the tax bases of assets and liabilities and their carrying amounts for financial reporting purposes. In accordance with the initial recognition exemption, deferred taxes are not recorded for temporary differences on initial recognition of an asset or a liability in a transaction other than a business combination if the transaction, when initially recorded, affects neither accounting nor taxable profit. Deferred tax balances are measured at tax rates enacted or substantively enacted at the end of reporting period which are expected to apply to the period when the temporary differences will reverse or the tax loss carry forwards will be utilised. Deferred tax assets and liabilities are netted only within the individual companies of the Group. Deferred tax assets for deductible temporary differences and tax loss carry forwards are recorded only to the extent that it is probable that future taxable profit will be available against which the deductions can be utilised. Deferred tax assets and liabilities are netted only within the individual companies of the Group. Deferred tax assets for deductible temporary differences and tax loss carry forwards are recorded only to the extent that it is probable that future taxable profit will be available against which the deductions can be utilised.

Deferred income tax is not recognised on post acquisition retained earnings and other post acquisition movements in reserves of subsidiaries, where the Group controls the subsidiary's dividend policy and it is probable that the difference will not reverse through dividends or otherwise in the foreseeable future.

**Uncertain tax positions.** The Group's uncertain tax positions are assessed by management at the end of each reporting period. Liabilities are recorded for income tax positions that are determined by management as more likely than not to result in additional taxes being levied if the positions were to be challenged by the tax authorities. The assessment is based on the interpretation of tax laws that have been enacted or substantively enacted at the end of reporting period and any known court or other rulings on such issues. Liabilities for penalties, interest and taxes other than on income are recognised based on management's best estimate of the expenditure required to settle the obligations at the end of the reporting period.

**Provisions for liabilities and charges.** Provisions for liabilities and charges are non-financial liabilities of uncertain timing or amount. They are accrued when the Group has a present legal or constructive obligation as a result of past events, it is probable that an outflow of resources embodying economic benefits will be required to settle the obligation, and a reliable estimate of the amount of the obligation can be made.

**Trade and other payables.** Trade payables are accrued when the counterparty has performed its obligations under the contract and are carried at amortised cost.

Levies and charges, such as taxes other than income tax or regulatory fees based on information related to a period before the obligation to pay arises, are recognised as liabilities when the obligating event that gives rise to pay a levy occurs, as identified by the legislation that triggers the obligation to pay the levy. If a levy is paid before the obligating event, it is recognised as a prepayment.

**Share capital.** Ordinary shares are classified as equity. Incremental costs directly attributable to the issue of new shares are shown in equity as a deduction, net of tax, from the proceeds.

**Share premium.** Share premium is the difference between the fair value of the consideration receivable for the issue of shares and the nominal value of the shares. The share premium account can only be resorted to for limited purposes, which do not include the distribution of dividends, and is otherwise subject to the provisions of the Cyprus Companies Law on reduction of share capital.

**Treasury shares.** Where the Company or its subsidiaries purchase the Company's equity instruments, the consideration paid, including any directly attributable incremental external costs, net of income taxes, is deducted from equity attributable to the owners of the Company until the equity instruments are reissued, disposed of or cancelled. Where such shares are subsequently disposed of or reissued, any consideration received is included in equity.

### **3 Summary of Significant Accounting Policies (Continued)**

**Dividends.** Dividends are recorded in equity in the period in which they are declared. Any dividends declared after the end of the reporting period and before the consolidated financial statements are authorised for issue, are disclosed in the Note “Events after the End of the Reporting Period”. The statutory accounting reports of the Group entities are the basis for profit distribution and other appropriations. The separate financial statements of the Company prepared in accordance with IFRS as adopted by the EU is the basis of available reserves for distribution.

**Income and expense recognition.** Interest income and expense are recorded for all debt instruments on an accruals basis using the effective interest method. This method defers, as part of interest income or expense, all fees paid or received between the parties to the contract that are an integral part of the effective interest rate, transaction costs and all other premiums or discounts.

Fees integral to the effective interest rate include origination fees received or paid by the entity relating to the creation or acquisition of a financial asset or issuance of a financial liability, for example fees for evaluating creditworthiness, negotiating the terms of the instrument, for servicing of account, and cash withdrawals. Commitment fees received by the Group to originate loans at market interest rates are integral to the effective interest rate if it is probable that the Group will enter into a specific lending arrangement and does not expect to sell the resulting loan shortly after origination. The Group does not designate loan commitments as financial liabilities at fair value through profit or loss.

When loans and other debt instruments become doubtful of collection, they are written down to present value of expected cash inflows and interest income is thereafter recorded for the unwinding of the present value discount based on the asset’s original effective interest rate which was used to measure the impairment loss.

Customer acquisition expenses represented by the costs incurred by the Group on services related to attraction of the credit card borrowers, mailing of advertising materials, processing of responses etc., are expensed on the basis of the actual services provided.

All other fees, commissions and other income and expense items are generally recorded on an accruals basis by reference to completion of the specific transaction assessed on the basis of the actual service provided as a proportion of the total services to be provided.

Commissions and fees arising from negotiating, or participating in the negotiation of a transaction for a third party, such as the acquisition of loans, shares or other securities or the purchase or sale of businesses, which are earned on execution of the underlying transaction are recorded on its completion.

**Insurance contracts.** Insurance contracts are those contracts that transfer significant insurance risk. Insurance risk exists when the Group has uncertainty in respect of at least one of the following matters at inception of the contract: occurrence of insurance event, date of occurrence of the insurance event, and the claim value in respect of the occurred insurance event. Such contracts may also transfer financial risk.

**Non-life insurance (short-term insurance).** The below items from the consolidated statement of financial position of the Group are accounted within Other financial assets and Other financial liabilities lines, the below items from the consolidated statement of profit or loss and other comprehensive income of these consolidated financial statements are accounted within Income from insurance operations and Insurance claims incurred lines.

- **Premiums written.** Premiums (hereafter – “premiums” or “insurance premiums”) under insurance contracts are recorded as written upon inception of a contract and are earned on a pro-rata basis over the term of the related contract coverage. Reduction of premium written in subsequent periods (under amendments to the signed original contracts, for example) is accounted by debiting of premiums written in current period.
- **Claims.** Claims are charged to the consolidated statement of profit or loss and other comprehensive income as compensation is paid to policyholders (beneficiaries) or third parties. Claims also include claims handling expenses related to experts', valuers', surveyors' and average agents' fees.

### **3 Summary of Significant Accounting Policies (Continued)**

- **Unexpired risk provision.** Unexpired risk provision (“URP”) is recorded when unearned premiums are insufficient to meet claims and expenses, which may be incurred after the end of the financial year. To estimate the unexpired risk provision the Group uses historical experience and forward looking assumptions of ultimate loss ratios (including claims handling expenses) and the level of in-force portfolio maintenance expenses. The expected claims are calculated having regard to events that have occurred prior to the reporting date. For the purposes of final presentation of consolidated financial statements unexpired risk provision is written off against deferred acquisition costs.
- **Liability adequacy testing.** As at each reporting date the adequacy of the insurance reserves is tested. Testing of insurance reserves for non-life insurance is performed to ensure adequacy of contract liabilities. In performing these tests, current estimates of future contractual cash flows, claims handling and administration expenses are used. As a result of liability adequacy testing for non-life insurance, the Group sets up its URP.
- **Claims handling expenses.** Claims handling expenses are recognised in profit or loss for the period as incurred and include direct expenses related to negotiations and subsequent claims handling, as well as indirect expenses, including expenses of claims handling department and administrative expenses directly related to activities of this department.
- **Reinsurance.** The Group assumes and cedes reinsurance in the normal course of business. Ceded reinsurance contracts do not relieve the Group from its obligations to the policyholders under insurance contract. Amounts due from reinsurers are measured consistently with the amounts associated with the direct insurance contracts and in accordance with the terms of each reinsurance contract. Reinsurance assets arising from outward reinsurance contracts include reinsurers share in paid claims, including claims handling expenses. Liabilities under outward reinsurance operations are obligations of the Group for payment of premiums to reinsurers. Reinsurance assets include premiums ceded to the Group under inward reinsurance contracts. The Group’s liabilities under inward reinsurance contracts are obligations to compensate the Group’s share in paid claims, including claims handling expenses to reinsurers.

The Group assesses its reinsurance assets for impairment on a regular basis. If there is objective evidence that the reinsurance asset is impaired, the Group reduces the carrying amount of the reinsurance asset to its recoverable amount and recognises that impairment loss in the consolidated statement of profit or loss and other comprehensive income. The Group gathers the evidence that a reinsurance asset is impaired using the same process adopted for financial assets carried at amortised cost. The impairment loss is also calculated following the same method used for the financial assets carried at amortised cost.

- **Subrogation income.** The Group has a right to pursue third parties responsible for loss for payment of some or all costs related to the claims settlement process of the Group (subrogation). Reimbursements are recognised as income only if the Group is confident in receipt of these amounts from these third parties. Under inward reinsurance contracts, amounts of reimbursement due to the Group as a result of settlement of reinsurer’s subrogation claims are treated as the Group’s income as at the date of acceptance of the invoice received from the reinsurer and including calculation of the Group’s share in the subrogation claim.
- **Deferred acquisition costs.** Deferred acquisition costs (“DAC”) are calculated (for non-life insurance contracts) separately for each insurance product. Acquisition costs include remuneration to agents for concluding agreements with corporate clients and individuals and brokerage fees for underwriting of assumed reinsurance agreements. They vary with and fully depend on the premium earned under acquired or renewed insurance policies. These acquisition costs are deferred and amortised over the period in which the related written premiums are earned. They are reviewed byline of business at the time of the policy issue and at the end of each accounting period to ensure they are recoverable based on future estimates.
- **Insurance agency fee.** In cases when the Group acts as an agent and attracts clients for the Insurance company not related to credit protection (loan agreements), the Bank receives commission income, which is recognised within Income from insurance operations in the consolidated statement of profit or loss and other comprehensive income in full amount.

### **3 Summary of Significant Accounting Policies (Continued)**

#### **Insurance provisions**

- **Provision for unearned premiums.** Provision for unearned premiums (UEPR) represents the proportion of premiums written that relate to the unexpired term of policies in force as at the reporting date, calculated on a time apportionment basis. UEPR is recognised within liabilities on a gross basis.
- **Loss provisions.** Loss provisions represent the accumulation of estimates for ultimate losses and include outstanding claims provision (“OCP”) and provision for losses incurred but not yet reported (“IBNR”). Loss provisions are recognised within liabilities on a gross basis. Estimates of claims handling expenses are included in both OCP and IBNR. OCP is provided in respect of claims reported, but not settled as at the reporting date. The estimation is made on the basis of information received by the Group during settlement of the insured event, including information received after the reporting date. IBNR is determined by the Group by line of business using actuarial methods, and includes assumptions based on prior years’ claims and claims handling experience. IBNR is calculated for each occurrence period as the difference between the projected maximum amount of future payments resulting from the events that occurred during the period and the amount of future payments resulting from the event already reported but not settled at the reporting date within the same period.
- The methods of determining such estimates and establishing the resulting provisions are continually reviewed and updated. Resulting adjustments are reflected in the consolidated statement of profit or loss and other comprehensive income as they arise. Loss provisions are estimated on an undiscounted basis due to relatively quick pattern of claims notification and payment.

**Foreign currency translation.** The functional currency of the Company and each of the Group’s consolidated entities is the Russian Rouble (“RR”), which is the currency of the primary economic environment in which each entity operates. Monetary assets and liabilities are translated into each entity’s functional currency at the official exchange rate of the CBRF at the end of the respective reporting period. Foreign exchange gains and losses resulting from the settlement of transactions and from the translation of monetary assets and liabilities into each entity’s functional currency at year-end official exchange rates of the CBRF are recognised in profit or loss for the year (as foreign exchange translation gains less losses). Translation at year-end rates does not apply to non-monetary items that are measured at historical cost.

At 31 December 2015 the rate of exchange used for translating foreign currency balances was USD 1 = RR 72.8827 (2014: USD 1 = RR 56.2584), and the average rate of exchange was USD 1 = RR 60.7913 (2014: USD 1 = RR 38.3165).

**Offsetting.** Financial assets and liabilities are offset and the net amount is reported in the consolidated statement of financial position only when there is a legally enforceable right to offset the recognised amounts, and there is an intention to either settle on a net basis, or to realise the asset and settle the liability simultaneously.

**Earnings per share.** Earnings per share are determined by dividing the profit or loss attributable to owners of the Bank by the weighted average number of participating shares outstanding during the reporting year. For the purpose of diluted earnings per share calculation the Group considers dilutive effects of shares granted under employee share option plans.

**Staff costs and related contributions.** Wages, salaries, contributions to the Russian Federation state pension and social insurance funds, paid annual leave and sick leave, bonuses, and non-monetary benefits are accrued in the year in which the associated services are rendered by the employees of the Group. The Group has no legal or constructive obligation to make pension or similar benefit payments beyond the payments to the statutory defined contribution scheme.

**Segment reporting.** The segment is reported in a manner consistent with the internal reporting provided to the Group’s chief operating decision maker.



### 3 Summary of Significant Accounting Policies (Continued)

**Equity-settled share-based payment.** The expense is recognized over the vesting period and is measured at the fair value of the award determined at the grant date, which is amortized over the service (vesting) period. The fair value of the equity award is estimated only once at the grant date and is trued up to the estimated number of instruments that are expected to vest. Dividends declared during the vesting period accrue and are paid to the employee together with the sale proceeds of the vested shares upon a liquidity event. Expected dividends (including those expected during the vesting period) are therefore included in the determination of fair value of the share-based payment.

**Cash-settled share-based payment.** The expense is recognized gradually over the vesting period and is measured at the fair value of the liability at each end of the reporting period. The fair value of the liability reflects all vesting conditions, except for the requirement of employee to stay in service which is reflected through the amortization schedule. The liability is measured, initially and at the end of each reporting period until settled, at fair value, taking into account the terms and conditions on which the instruments were granted and the extent to which the employees have rendered service to date.

**Modification of cash-settled share-based payment to equity-settled.** At the date of modification the full carrying amount of the liability is transferred to equity as this represents the settlement provided by the employees for the equity instruments granted to them. Modification only in the manner of settlement with other terms and conditions of the new arrangement remaining unchanged do not give rise to immediate impact on the profit or loss at the date of change in classification.

**Amendments of the consolidated financial statements after issue.** The Board of Directors of the Company has the power to amend the consolidated financial statements after issue.

**Changes in presentation.** Where necessary, corresponding figures have been adjusted to conform to the presentation of the current year amounts.

The effect of reclassifications for presentation purposes was as follows on amounts in the consolidated statement of profit or loss and other comprehensive income for the year ended 31 December 2014:

- 1) Management decided to show insurance premiums earned and insurance claims incurred separately in the consolidated statement of profit or loss and other comprehensive income.

| <i>In thousands of RR</i>            | <b>As originally presented</b> | <b>Reclassification</b> | <b>As reclassified</b> |
|--------------------------------------|--------------------------------|-------------------------|------------------------|
| Net income from insurance operations | 759,483                        | (759,483)               | -                      |
| Insurance premiums earned            | -                              | 923,363                 | 923,363                |
| Insurance claims incurred            | -                              | (210,060)               | (210,060)              |
| Other operating income               | 136,131                        | 46,180                  | 182,311                |

- 2) Bonus payment to customer acquisition staff was reallocated from administrative expenses to customer acquisition expenses.

| <i>In thousands of RR</i>                   | <b>As originally presented</b> | <b>Reclassification</b> | <b>As reclassified</b> |
|---|--------------------------------|-------------------------|------------------------|
| Administrative and other operating expenses | (6,128,897)                    | 37,323                  | (6,091,574)            |
| Customer acquisition expense                | (3,057,962)                    | (37,323)                | (3,095,285)            |

### 3 Summary of Significant Accounting Policies (Continued)

The effect of reclassifications for presentation purposes was as follows on amounts in the consolidated statement of cash flows for the year ended 31 December 2014:

| <i>In thousands of RR</i>                       | <b>As originally presented</b> | <b>Reclassification</b> | <b>As reclassified</b> |
|---|--------------------------------|-------------------------|------------------------|
| Net increase in loans and advances to customers | (17,988,220)                   | 2,881,518               | (15,106,702)           |
| Net decrease in customer accounts               | (2,775,532)                    | (2,881,518)             | (5,657,050)            |

### 4 Critical Accounting Estimates and Judgements in Applying Accounting Policies

The Group makes estimates and assumptions that affect the amounts recognised in the consolidated financial statements and the carrying amounts of assets and liabilities within the next financial year. Estimates and judgements are continually evaluated and are based on management's experience and other factors, including expectations of future events that are believed to be reasonable under the circumstances. Management also makes certain judgements, apart from those involving estimations, in the process of applying the accounting policies. Judgements that have the most significant effect on the amounts recognised in the consolidated financial statements and estimates that can cause a significant adjustment to the carrying amount of assets and liabilities within the next financial year include:

**Impairment losses on loans and advances.** The Group regularly reviews its loan portfolio to assess impairment. In determining whether an impairment loss should be recorded in profit or loss for the period, the Group makes judgments as to whether there is any observable data indicating that there is a measurable decrease in the estimated future cash flows from a portfolio of loans before the decrease can be identified with an individual loan in that portfolio. This evidence may include observable data indicating that there has been an adverse change in the payment status of borrowers in a group, or national or local economic conditions that correlate with defaults on assets in the group. The primary factor that the Group considers as objective evidence of impairment is the overdue status of the loan. In general, loans where there are no breaches in loan servicing are considered to be unimpaired.

Given the nature of the borrowers and the loans it is the Group's view and experience that there is a very short time lag between a possible loss event that could lead to impairment and the non or under payment of a monthly installment. Management uses estimates based on historical loss experience for assets with credit risk characteristics and objective evidence of impairment similar to those in the portfolio when scheduling its future cash flows. The methodology and assumptions used for estimating both the amount and timing of future cash flows are reviewed regularly to reduce any differences between loss estimates and actual loss experience.

In accordance with the internal methodology for the provision estimation the Group uses its historical retail loan loss statistics for assessment of probabilities of default. The last twelve months of historical loss data are given the most weight in calculating the provision for impairment. This allows the Group to apply most recent data to estimate losses on loans to individuals as the latest trends are accounted for, and to decrease the default probabilities volatility. The loan loss provision includes adjustment for the expected future recovery of impaired loans based on conservative sampling of historical data. As at 31 December 2015 the positive effect of the above adjustment on provision for loan impairment is approximately RR 256,372 thousand (2014: RR 315,302 thousand).

To the extent that the incurred losses as at 31 December 2015 resulting from future cash flows vary by 1.0% (31 December 2014: 1.0%) from the calculated estimate, the profit would be approximately RR 1,010,813 thousand (31 December 2014: RR 939,073 thousand) higher or lower.

#### **4 Critical Accounting Estimates and Judgements in Applying Accounting Policies (Continued)**

**Deferred income tax on post acquisition retained earnings of subsidiaries.** Deferred income tax has not been provided on the post acquisition retained earnings and other post acquisition movements in reserves of subsidiaries to the extent that dividend distribution is not probable, as the Group controls the subsidiaries' dividend policy and it is considered probable that the difference will not reverse through dividends, or otherwise, in the foreseeable future.

**Employee share option plan and equity long term incentive plan (ESOP and Equity LTIP).** The fair value as at recognition dates of the equity-settled share-based payments (30 September 2012 for ESOP and 1 July 2013 for Equity LTIP) is determined on the basis of independent valuations of the Company.

Due to the nature of the Company and lack of comparable market data, the fair value of the Company as at recognition dates of share-based payments is estimated based on the future cash flow discounting method, where the value is estimated from the expected growth of the loan portfolio and discounting rate.

**Fair value of financial derivatives.** The description of valuation techniques and the description of the inputs used in the fair value measurement of financial derivatives are disclosed in Note 36.

**Tax legislation.** Russian and Cypriot tax, currency and customs legislation are subject to varying interpretations. Refer to Note 33.

#### **5 Adoption of New or Revised Standards and Interpretations and New Accounting Pronouncements**

The following amended standards became effective for the Group from 1 January 2015, but did not have any material impact on the Group:

- Annual Improvements to IFRSs 2013 (issued in December 2013 and effective for annual periods beginning on or after 1 July 2014).
- IFRIC 21 – Levies (issued on 20 May 2013 and effective for annual periods beginning 17 June 2014).

#### **6 New Accounting Pronouncements**

Certain new standards and interpretations have been issued that are mandatory for the annual periods beginning on or after 1 January 2016 or later, and which the Group has not early adopted.

**IFRS 9 “Financial Instruments: Classification and Measurement” (amended in July 2014 and effective for annual periods beginning on or after 1 January 2018)\*.** Key features of the new standard are:

- Financial assets are required to be classified into three measurement categories: those to be measured subsequently at amortised cost, those to be measured subsequently at fair value through other comprehensive income (FVOCI) and those to be measured subsequently at fair value through profit or loss (FVPL).

Classification for debt instruments is driven by the entity's business model for managing the financial assets and whether the contractual cash flows represent solely payments of principal and interest (SPPI). If a debt instrument is held to collect, it may be carried at amortised cost if it also meets the SPPI requirement. Debt instruments that meet the SPPI requirement that are held in a portfolio where an entity both holds to collect assets' cash flows and sells assets may be classified as FVOCI. Financial assets that do not contain cash flows that are SPPI must be measured at FVPL (for example, derivatives). Embedded derivatives are no longer separated from financial assets but will be included in assessing the SPPI condition.

## **6 New Accounting Pronouncements (Continued)**

Investments in equity instruments are always measured at fair value. However, management can make an irrevocable election to present changes in fair value in other comprehensive income, provided the instrument is not held for trading. If the equity instrument is held for trading, changes in fair value are presented in profit or loss.

- Most of the requirements in IAS 39 for classification and measurement of financial liabilities were carried forward unchanged to IFRS 9. The key change is that an entity will be required to present the effects of changes in own credit risk of financial liabilities designated at fair value through profit or loss in other comprehensive income.
- IFRS 9 introduces a new model for the recognition of impairment losses – the expected credit losses (ECL) model. There is a ‘three stage’ approach which is based on the change in credit quality of financial assets since initial recognition. In practice, the new rules mean that entities will have to record an immediate loss equal to the 12-month ECL on initial recognition of financial assets that are not credit impaired (or lifetime ECL for trade receivables). Where there has been a significant increase in credit risk, impairment is measured using lifetime ECL rather than 12-month ECL. The model includes operational simplifications for lease and trade receivables.
- Hedge accounting requirements were amended to align accounting more closely with risk management. The standard provides entities with an accounting policy choice between applying the hedge accounting requirements of IFRS 9 and continuing to apply IAS 39 to all hedges because the standard currently does not address accounting for macro hedging.

The Group is currently in the process of considering the requirements of IFRS 9 "Financial Instruments" which is effective for the annual period beginning 1 January 2018, subject to EU endorsement. Following this consideration, the Group is planning to proceed with a detailed gap analysis covering among others, analysis of IT systems, specific policies, procedures and controls in place, as well as data and credit modelling requirements. Following the result of this gap analysis, the Group will proceed with the development of an implementation plan to address the gaps identified with the aim to complete this process prior to the adoption of the new standard on 1 January 2018.

The standard is expected to have a significant impact on the Group’s loan impairment provisions. The Group is currently assessing the impact of the new standard on its consolidated financial statements.

**IFRS 15, Revenue from Contracts with Customers (issued on 28 May 2014 and effective for the periods beginning on or after 1 January 2018)\*.** The new standard introduces the core principle that revenue must be recognised when the goods or services are transferred to the customer, at the transaction price. Any bundled goods or services that are distinct must be separately recognised, and any discounts or rebates on the contract price must generally be allocated to the separate elements. When the consideration varies for any reason, minimum amounts must be recognised if they are not at significant risk of reversal. Costs incurred to secure contracts with customers have to be capitalised and amortised over the period when the benefits of the contract are consumed.

**IFRS 16 "Leases" (issued in January 2016 and effective for annual periods beginning on or after 1 January 2019).** The new standard sets out the principles for the recognition, measurement, presentation and disclosure of leases. All leases result in the lessee obtaining the right to use an asset at the start of the lease and, if lease payments are made over time, also obtaining financing. Accordingly, IFRS 16 eliminates the classification of leases as either operating leases or finance leases as is required by IAS 17 and, instead, introduces a single lessee accounting model. Lessees will be required to recognise: (a) assets and liabilities for all leases with a term of more than 12 months, unless the underlying asset is of low value; and (b) depreciation of lease assets separately from interest on lease liabilities in the income statement. IFRS 16 substantially carries forward the lessor accounting requirements in IAS 17. Accordingly, a lessor continues to classify its leases as operating leases or finance leases, and to account for those two types of leases differently.

The following other new pronouncements are not expected to have any material impact on the Group when adopted:

## 6 New Accounting Pronouncements (Continued)

- IFRS 14, Regulatory deferral accounts (issued in January 2014 and effective for annual periods beginning on or after 1 January 2016)\*.
- Accounting for Acquisitions of Interests in Joint Operations – Amendments to IFRS 11 (issued on 6 May 2014 and effective for the periods beginning on or after 1 January 2016).
- Clarification of Acceptable Methods of Depreciation and Amortisation - Amendments to IAS 16 and IAS 38 (issued on 12 May 2014 and effective for the periods beginning on or after 1 January 2016).
- Agriculture: Bearer plants – Amendments to IAS 16 and IAS 41 (issued on 30 June 2014 and effective for annual periods beginning 1 January 2016).
- Equity Method in Separate Financial Statements – Amendments to IAS 27 (issued on 12 August 2014 and effective for annual periods beginning 1 January 2016).
- Sale or Contribution of Assets between an Investor and its Associate or Joint Venture – Amendments to IFRS 10 and IAS 28 (issued on 11 September 2014 and effective for annual periods beginning on or after 1 January 2016)\*.
- Annual Improvements to IFRSs 2014 (issued on 25 September 2014 and effective for annual periods beginning on or after 1 January 2016).
- Disclosure Initiative Amendments to IAS 1 (issued in December 2014 and effective for annual periods on or after 1 January 2016).
- Investment Entities: Applying the Consolidation Exception Amendment to IFRS 10, IFRS 12 and IAS 28 (issued in December 2014 and effective for annual periods on or after 1 January 2016)\*.
- Amendments to IAS 19 – “Defined benefit plans: Employee contributions” (issued in November 2013 and effective for annual periods beginning 1 February 2015).
- Annual Improvements to IFRSs 2012 (issued in December 2013 and effective for annual periods beginning on or after 1 February 2015).
- Recognition of Deferred Tax Assets for Unrealised Losses - Amendments to IAS 12 (issued in January 2016 and effective for annual periods beginning on or after 1 January 2017).
- Disclosure Initiative - Amendments to IAS 7 (issued on 29 January 2016 and effective for annual periods beginning on or after 1 January 2017)\*.

\* Denotes standards, interpretations and amendments which have not yet been endorsed by the European Union.

Unless otherwise described above, the new standards and interpretations are not expected to affect significantly the Group’s consolidated financial statements.

## 7 Cash and Cash Equivalents

| <i>In thousands of RR</i>  | <b>31 December<br/>2015</b> | <b>31 December<br/>2014</b> |
|--|-----------------------------|-----------------------------|
| Cash on hand   | 34,991                      | 25,571                      |
| Cash balances with the CBRF (other than mandatory reserve deposits)  | 5,314,736                   | 2,295,541                   |
| Placements with other banks and organizations with original maturities of less than three months, including: |                             |                             |
| - AA- to AA+ rated   | 1,178,834                   | -                           |
| - A- to A+ rated   | 633                         | 3,426,240                   |
| - BBB- rated   | 6,807,176                   | 2,655,663                   |
| - BB- to BB+ rated   | 49,636                      | 33,721                      |
| - B- to B+ rated   | 66,343                      | 118,936                     |
| Unrated  | 236,695                     | 2,143,905                   |
| <b>Total Cash and Cash Equivalents</b>   | <b>13,689,044</b>           | <b>10,699,577</b>           |

## **7 Cash and Cash Equivalents (Continued)**

Cash and cash equivalents placed with unrated organizations represent the funds which are deposited with a well-established Russian organization with no credit rating set by Fitch international ratings, Standard & Poor's or Moody's ratings. There is no history of default of this organization.

Placements with other banks and organizations with original maturities of less than three months includes placements under reverse sale and repurchase agreements in the amount of RR 5,733,462 thousand as at 31 December 2015 (31 December 2014: none).

Cash and cash equivalents are neither impaired nor past due. Refer to Note 36 for the disclosure of the fair value of cash and cash equivalents. Interest rate, maturity and geographical risk concentration analyses of cash and cash equivalents is disclosed in Note 31.

The Group evaluates the quality of cash and cash equivalents and all other assets with rated organizations in the consolidated statement of financial position on the basis of Fitch international ratings and in case of their absence uses Standard & Poor's or Moody's ratings adjusting them to Fitch's categories using a reconciliation table.

## **8 Loans and Advances to Customers**

| <i>In thousands of RR</i>                                      | <b>31 December<br/>2015</b> | <b>31 December<br/>2014</b> |
|--|-----------------------------|-----------------------------|
| <b>Loans to individuals:</b>                                   |                             |                             |
| <i>Credit card loans</i>                                       | 90,381,616                  | 85,064,092                  |
| <i>Installment loans</i>                                       | 8,283,462                   | 6,534,975                   |
| <i>Cash loans</i>  | 1,724,352                   | 1,564,940                   |
| <i>POS loans</i>   | 691,824                     | 743,319                     |
| <b>Total loans and advances to customers before impairment</b> | <b>101,081,254</b>          | <b>93,907,326</b>           |
| Less: Provision for loan impairment                            | (19,014,236)                | (19,327,328)                |
| <b>Total loans and advances to customers</b>                   | <b>82,067,018</b>           | <b>74,579,998</b>           |

Credit cards are issued to customers for cash withdrawals or payment for goods or services, within the range of limits established by the Bank. These limits may be increased or decreased from time-to-time based on management decision. Credit card loans are not collateralized.

During June to October 2015 the Group acquired in three tranches a portion of JSC Svyaznoy Bank's credit card portfolio for RR 5,705 mln. The acquired portfolio consisted of neither past due, nor impaired credit card loans at the date of acquisition.

The Bank has a restructuring programme for delinquent borrowers who demonstrate a willingness to settle their debt by switching to fixed monthly repayments of outstanding amounts ("installment loans").

Cash loans represent a product for existing borrowers of the Bank who have a positive credit history and who do not have loans in other banks. Cash loans are loans provided to customers via the Bank's debit cards. These loans are available for withdrawal without commission.

POS ("Point of sale") loans represent POS lending through the Bank's programme "POS loans" (KupiVKredit). This programme funds online purchases through internet shops for individual borrowers.

## 8 Loans and Advances to Customers (Continued)

Presented below is an analysis of issued, activated and utilised cards based on their credit card limits as at the end of the reporting year:

| <i>In units</i>           | 31 December<br>2015 | 31 December<br>2014 |
|---------------------------|---------------------|---------------------|
| <b>Credit card limits</b> |                     |                     |
| Up to 20 RR thousand      | 663,357             | 945,575             |
| 20-40 RR thousand         | 393,750             | 414,678             |
| 40-60 RR thousand         | 278,260             | 298,444             |
| 60-80 RR thousand         | 226,550             | 254,678             |
| 80-100 RR thousand        | 190,984             | 204,724             |
| 100-120 RR thousand       | 157,111             | 157,480             |
| 120-140 RR thousand       | 277,882             | 206,603             |
| More than 140 RR thousand | 72,381              | 12,590              |
| <b>Total cards</b>        | <b>2,260,275</b>    | <b>2,494,772</b>    |

Movements in the provision for loan impairment for the year ended 31 December 2015 are as follows:

| <i>In thousands of RR</i>                      | As at<br>31 December<br>2014 | Sales of<br>impaired<br>loans | Amounts<br>written-off<br>during the<br>period | Provision for<br>impairment<br>during the<br>period | As at<br>31 December<br>2015 |
|--|------------------------------|-------------------------------|--|---|------------------------------|
| <b>Loans to individuals:</b>                   |                              |                               |  |   |                              |
| <i>Credit card loans</i>                       | 15,609,454                   | (370,930)                     | (12,080,771)                                   | 11,328,826  | 14,486,579                   |
| <i>Installment loans</i>                       | 3,133,634                    | (58,756)                      | (2,166,329)                                    | 3,184,938   | 4,093,487                    |
| <i>Cash loans</i>                              | 457,893                      | -                             | (419,402)                                      | 233,596   | 272,087                      |
| <i>POS loans</i>                               | 126,347                      | -                             | (124,957)                                      | 160,693   | 162,083                      |
| <b>Total provision for loan<br/>impairment</b> | <b>19,327,328</b>            | <b>(429,686)</b>              | <b>(14,791,459)</b>                            | <b>14,908,053</b>                                   | <b>19,014,236</b>            |

Movements in the provision for loan impairment for the year ended 31 December 2014 are as follows:

| <i>In thousands of RR</i>                      | As at<br>31 December<br>2013 | Sales of<br>impaired<br>loans | Amounts<br>written-off<br>during the<br>period | Provision for<br>impairment<br>during the<br>period | As at<br>31 December<br>2014 |
|--|------------------------------|-------------------------------|--|---|------------------------------|
| <b>Loans to individuals:</b>                   |                              |                               |  |   |                              |
| <i>Credit card loans</i>                       | 8,372,032                    | (1,067,868)                   | (4,220,841)                                    | 12,526,131  | 15,609,454                   |
| <i>Installment loans</i>                       | 884,867                      | (294,677)                     | (225,117)                                      | 2,768,561   | 3,133,634                    |
| <i>Cash loans</i>                              | 31,747                       | -                             | -  | 426,146   | 457,893                      |
| <i>POS loans</i>                               | 116,680                      | -                             | (108,670)                                      | 118,337   | 126,347                      |
| <b>Total provision for loan<br/>impairment</b> | <b>9,405,326</b>             | <b>(1,362,545)</b>            | <b>(4,554,628)</b>                             | <b>15,839,175</b>                                   | <b>19,327,328</b>            |

In 2015 the Group sold impaired loans to third parties (external debt collection agencies) with a gross amount of RR 439,280 thousand (2014: RR 1,420,999 thousand), and provision for impairment of RR 429,686 thousand (2014: RR 1,362,545 thousand). The difference between the carrying amount of these loans and the consideration received was recognised in profit or loss as gain from the sale of impaired loans in the amount of RR 27,830 thousand (2014: RR 28,159 thousand).

## 8 Loans and Advances to Customers (Continued)

Analysis of loans to individuals by credit quality is as follows:

| <i>In thousands of RR</i>                           | 31 December 2015  |                   |                  |                | 31 December 2014  |                   |                  |                |
|---|-------------------|-------------------|------------------|----------------|-------------------|-------------------|------------------|----------------|
|   | Credit card loans | Installment loans | Cash loans       | POS loans      | Credit card loans | Installment loans | Cash loans       | POS loans      |
| Neither past due nor impaired:                      |                   |                   |                  |                |                   |                   |                  |                |
| - new   | 2,166,188         | -                 | 347,515          | 130,487        | 965,111           | -                 | -                | 291,659        |
| Loans collectively assessed for impairment (gross): |                   |                   |                  |                |                   |                   |                  |                |
| - non-overdue                                       | 72,609,522        | 5,460,407         | 1,097,210        | 391,435        | 66,142,385        | 4,083,880         | 1,080,654        | 305,023        |
| - less than 30 days overdue                         | 2,346,495         | 626,659           | 42,075           | 15,842         | 3,230,355         | 490,447           | 68,554           | 27,136         |
| - 30 to 90 days overdue                             | 2,622,035         | 680,646           | 40,160           | 20,669         | 3,015,618         | 518,151           | 79,082           | 19,892         |
| - 90 to 180 days overdue                            | 2,795,976         | 582,822           | 49,980           | 24,390         | 3,126,610         | 609,545           | 107,693          | 22,388         |
| - 180 to 360 days overdue                           | 3,516,483         | 932,928           | 147,412          | 109,001        | 4,625,476         | 832,952           | 228,957          | 77,221         |
| - loans in courts                                   | 4,324,917         | -                 | -                | -              | 3,958,537         | -                 | -                | -              |
| Less: Provision for loan impairment                 | (14,486,579)      | (4,093,487)       | (272,087)        | (162,083)      | (15,609,454)      | (3,133,634)       | (457,893)        | (126,347)      |
| <b>Total loans to individuals</b>                   | <b>75,895,037</b> | <b>4,189,975</b>  | <b>1,452,265</b> | <b>529,741</b> | <b>69,454,638</b> | <b>3,401,341</b>  | <b>1,107,047</b> | <b>616,972</b> |

Loans in category "new" represent loans provided to borrowers for which the date of the first payment did not occur before the reporting date and thus no impairment provision is considered necessary.

Loans in courts are loans to delinquent borrowers, against which the Group has filed claims to courts in order to recover outstanding balances.

The Group assesses non-overdue loans for impairment collectively as a homogeneous population with similar credit quality as disclosed above.

The Group considers overdue loans as impaired.

Refer to Note 36 for the estimated fair value of loans and advances to customers.

Interest rate, maturity and geographical risk concentration analyses of loans and advances to customers is disclosed in Note 31. Information on related party balances is disclosed in Note 38.

## 9 Investment Securities Available for Sale

| <i>In thousands of RR</i>                             | 31 December 2015  | 31 December 2014 |
|---|-------------------|------------------|
| Corporate bonds                                       | 15,623,636        | 216,535          |
| Russian government bonds                              | 312,230           | -                |
| <b>Total investment securities available for sale</b> | <b>15,935,866</b> | <b>216,535</b>   |



**9 Investment Securities Available for Sale (Continued)**

Analysis by credit quality of debt securities outstanding at 31 December 2015 is as follows:

| <i>In thousands of RR</i>   | <b>Corporate<br/>bonds</b> | <b>Russian<br/>government<br/>bonds</b> | <b>Total</b>      |
|---|----------------------------|---|-------------------|
| <i>Neither past due nor impaired</i>  |                            |   |                   |
| BBB rated   | 7,481,361                  | 53,963                                  | 7,535,324         |
| BB- to BB+ rated  | 7,687,392                  | 258,267                                 | 7,945,659         |
| B- to B+ rated  | 454,883                    | -                                       | 454,883           |
| <b>Total neither past due nor impaired investment securities available for sale</b> | <b>15,623,636</b>          | <b>312,230</b>                          | <b>15,935,866</b> |

Analysis by credit quality of debt securities outstanding at 31 December 2014 is as follows:

| <i>In thousands of RR</i>   | <b>Corporate<br/>bonds</b> | <b>Total</b>   |
|---|----------------------------|----------------|
| <i>Neither past due nor impaired</i>  |                            |                |
| BB- to BB+ rated  | 216,535                    | 216,535        |
| <b>Total neither past due nor impaired investment securities available for sale</b> | <b>216,535</b>             | <b>216,535</b> |

The movements in investment securities available for sale for the period ended 31 December 2015 are as follows:

| <i>In thousands of RR</i>   | <b>31 December<br/>2015</b> |
|---|-----------------------------|
| Carrying amount at 1 January  | 216,535                     |
| Purchases   | 13,860,287                  |
| Redemption of investment securities available for sale                        | (2,308,802)                 |
| Disposal of investment securities available for sale                          | (737,843)                   |
| Interest income accrued on investment securities available for sale           | 1,006,814                   |
| Interest received   | (879,964)                   |
| Receipt under Sale and Repurchase agreements                                  | 5,492,475                   |
| Pledged under Sale and Repurchase agreements                                  | (1,877,287)                 |
| Foreign exchange gain on investment securities available for sale in currency | 701,989                     |
| Revaluation through other comprehensive income                                | 461,662                     |
| <b>Carrying amount at 31 December 2015</b>                                    | <b>15,935,866</b>           |

The movements in investment securities available for sale for the period ended 31 December 2014 are as follows:

| <i>In thousands of RR</i>   | <b>31 December<br/>2014</b> |
|---|-----------------------------|
| Carrying amount at 1 January  | -                           |
| Purchases   | 7,079,917                   |
| Disposals of investment securities available for sale               | (551,788)                   |
| Redemption of investment securities available for sale              | (694,138)                   |
| Interest income accrued on investment securities available for sale | 319,684                     |
| Interest received   | (303,367)                   |
| Pledged under sale and repurchase agreements                        | (5,366,280)                 |
| Revaluation through other comprehensive income                      | (267,493)                   |
| <b>Carrying amount at 31 December 2014</b>                          | <b>216,535</b>              |

## 10 Repurchase Receivables

Repurchase receivables represent securities sold under sale and repurchase agreements which the counterparty has the right, by contract or custom, to sell or repledge. The short-term repurchase agreements mature by 11 January 2016, the long-term repurchase agreements mature by 20 April 2016 (31 December 2014: matured on 14 January 2015).

| <i>In thousands of RR</i>  | <b>31 December<br/>2015</b> | <b>31 December<br/>2014</b> |
|--|-----------------------------|-----------------------------|
| <b>Available-for-sale securities sold under sale and repurchase agreements</b> |                             |                             |
| Corporate bonds  | 2,060,815                   | 5,098,868                   |
| Russian government bonds   | 283,265                     | 267,412                     |
| <b>Total repurchase receivables</b>  | <b>2,344,080</b>            | <b>5,366,280</b>            |

Analysis by credit quality of debt securities classified as repurchase receivables outstanding at 31 December 2015 is as follows:

| <i>In thousands of RR</i>   | <b>Available-for-sale securities</b> |                            |
|---|--------------------------------------|----------------------------|
|   | <b>Russian<br/>government bonds</b>  | <b>Corporate<br/>bonds</b> |
| <i>Neither past due nor impaired</i>  |                                      |                            |
| BBB rated   | 283,265                              | 1,168,693                  |
| BB- to BB+ rated  | -                                    | 892,122                    |
| <b>Total neither past due nor impaired debt securities classified as repurchase receivables</b> | <b>283,265</b>                       | <b>2,060,815</b>           |

Analysis by credit quality of debt securities classified as repurchase receivables outstanding at 31 December 2014 is as follows:

| <i>In thousands of RR</i>   | <b>Available-for-sale securities</b> |                            |
|---|--------------------------------------|----------------------------|
|   | <b>Russian<br/>government bonds</b>  | <b>Corporate<br/>bonds</b> |
| <i>Neither past due nor impaired</i>  |                                      |                            |
| BBB rated   | 267,412                              | 3,694,426                  |
| BB- to BB+ rated  | -                                    | 1,404,442                  |
| <b>Total neither past due nor impaired debt securities classified as repurchase receivables</b> | <b>267,412</b>                       | <b>5,098,868</b>           |

Refer to Note 14 for the related liabilities.

## 11 Guarantee Deposits with Payment Systems

Guarantee deposits with payment systems represent funds put aside by the Group in Barclays Bank Plc London (A rated as at 31 December 2015 and 2014) as a guarantee deposit in favour of MasterCard and Visa. The amount of deposit is calculated as a percentage of monthly credit card transactions turnovers.

**12 Tangible Fixed and Intangible Assets**

|  | <b>Building</b>  | <b>Equipment</b> | <b>Leasehold<br/>improve-<br/>ments</b> | <b>Vehicles</b> | <b>Total<br/>tangible<br/>fixed<br/>assets</b> | <b>Intangible<br/>assets</b> |
|--|------------------|------------------|---|-----------------|--|------------------------------|
| <i>In thousands of RR</i>                |                  |                  |   |                 |  |                              |
| <b>Cost</b>                              |                  |                  |   |                 |  |                              |
| <b>At 31 December 2013</b>               | -                | <b>649,378</b>   | <b>528,675</b>                          | <b>35,314</b>   | <b>1,213,367</b>                               | <b>907,057</b>               |
| Additions                                | -                | 149,618          | 13,744                                  | 20,986          | 184,348  | 799,574                      |
| Disposals                                | -                | -                | -                                       | (16,106)        | (16,106)                                       | -                            |
| <b>At 31 December 2014</b>               | -                | <b>798,996</b>   | <b>542,419</b>                          | <b>40,194</b>   | <b>1,381,609</b>                               | <b>1,706,631</b>             |
| Additions                                | 1,564,248        | 174,154          | 604                                     | -               | 1,739,006                                      | 476,478                      |
| Disposals                                | -                | (75,080)         | -                                       | (1,885)         | (76,965)                                       | -                            |
| <b>At 31 December 2015</b>               | <b>1,564,248</b> | <b>898,070</b>   | <b>543,023</b>                          | <b>38,309</b>   | <b>3,043,650</b>                               | <b>2,183,109</b>             |
| <b>Depreciation and<br/>amortisation</b> |                  |                  |   |                 |  |                              |
| <b>At 31 December 2013</b>               | -                | <b>(344,573)</b> | <b>(233,490)</b>                        | <b>(14,498)</b> | <b>(592,561)</b>                               | <b>(392,292)</b>             |
| Charge for the period<br>(Note 26)       | -                | (177,627)        | (73,644)                                | (6,658)         | (257,929)                                      | (189,032)                    |
| Disposals                                | -                | -                | -                                       | 10,229          | 10,229   | -                            |
| <b>At 31 December 2014</b>               | -                | <b>(522,200)</b> | <b>(307,134)</b>                        | <b>(10,927)</b> | <b>(840,261)</b>                               | <b>(581,324)</b>             |
| Charge for the period<br>(Note 26)       | -                | (147,441)        | (74,221)                                | (7,178)         | (228,840)                                      | (183,164)                    |
| Disposals                                | -                | 75,080           | -                                       | 1,885           | 76,965   | -                            |
| <b>At 31 December 2015</b>               | -                | <b>(594,561)</b> | <b>(381,355)</b>                        | <b>(16,220)</b> | <b>(992,136)</b>                               | <b>(764,488)</b>             |
| <b>Net book value</b>                    |                  |                  |   |                 |  |                              |
| <b>At 31 December 2014</b>               | -                | <b>276,796</b>   | <b>235,285</b>                          | <b>29,267</b>   | <b>541,348</b>                                 | <b>1,125,307</b>             |
| <b>At 31 December 2015</b>               | <b>1,564,248</b> | <b>303,509</b>   | <b>161,668</b>                          | <b>22,089</b>   | <b>2,051,514</b>                               | <b>1,418,621</b>             |

Intangible assets acquired during the years ended 31 December 2015 and 2014 mainly represent accounting software, retail banking software, insurance software, licenses and development of software. Intangible assets also include the license for insurance operations.

In November 2015 the Group acquired an office building for its own use for RR 1,519 mln (VAT included). The building has not yet been brought into use.

**13 Other Financial and Non-financial Assets**

| <i>In thousands of RR</i>                   | <b>31 December<br/>2015</b> | <b>31 December<br/>2014</b> |
|---|-----------------------------|-----------------------------|
| <b>Other Financial Assets</b>               |                             |                             |
| Settlement of operations with plastic cards | 3,355,490                   | 1,813,784                   |
| Trade and other receivables                 | 127,104                     | 76,633                      |
| Other                                       | 16,966                      | 250                         |
| <b>Total Other Financial Assets</b>         | <b>3,499,560</b>            | <b>1,890,667</b>            |
| <b>Other Non-Financial Assets</b>           |                             |                             |
| Prepaid expenses                            | 1,701,877                   | 691,438                     |
| Other                                       | 79,089                      | 68,422                      |
| <b>Total Other Non-Financial Assets</b>     | <b>1,780,966</b>            | <b>759,860</b>              |

Settlement of operations with plastic cards represents balances due from payment agents in respect of payments made by borrowers to reimburse credit card loans and to be settled within 30 days. This amount includes prepayment to the payment systems for operations during Holiday period.

Prepaid expenses consist of prepayments for TV advertising, cycling team sponsorship, postal services and office rent.

Other financial assets are not impaired and not past due. Refer to Note 36 for the disclosure of the fair value of other financial assets.

The maturity and geographical risk concentration analyses of amounts of other financial assets are disclosed in Note 31.

**14 Due to Banks**

| <i>In thousands of RR</i>                | <b>31 December<br/>2015</b> | <b>31 December<br/>2014</b> |
|--|-----------------------------|-----------------------------|
| Short-term loan from CBRF                | 4,014,043                   | 2,005,548                   |
| Sale and repurchase agreements with CBRF | 2,127,346                   | 5,002,399                   |
| Loan from OJSC Sberbank of Russia        | -                           | 2,994,061                   |
| Due to other banks                       | 250,247                     | 329,208                     |
| <b>Total due to banks</b>                | <b>6,391,636</b>            | <b>10,331,216</b>           |

On 14 October 2015 the Group raised two loans from CBRF in the total amount of RR 2,000 mln with a contractual interest rate of 12.75% maturing 12 January 2016.

On 5 November 2015 the Group raised two loans from CBRF in the total amount of RR 2,000 mln with a contractual interest rate of 12.75% maturing 3 February 2016.

On 18 November 2014 the Bank raised a loan from CBRF in the amount of RR 1,000 mln with a contractual interest rate of 11.25%. The loan was fully redeemed on 16 February 2015.

On 10 December 2014 the Bank raised a loan from CBRF in the amount of RR 1,000 mln with a contractual interest rate of 11.25%. The loan was fully redeemed on 10 March 2015.

#### 14 Due to Banks (Continued)

On 14 March 2014 the Bank raised a loan from PJSC Sberbank of Russia in the amount of RR 3,000 mln with a contractual interest rate of 11.2%. The loan was fully redeemed on 13 September 2015.

As at 31 December 2015, in amounts due to banks are included liabilities of RR 2,127,346 thousand from sale and repurchase agreements with CBRF (31 December 2014: RR 5,002,399 thousand).

Refer to Note 36 for the disclosure of the fair value of due to banks.

#### 15 Customer Accounts

| <i>In thousands of RR</i>                          | <b>31 December<br/>2015</b> | <b>31 December<br/>2014</b> |
|--|-----------------------------|-----------------------------|
| <b>Legal entities</b>                              |                             |                             |
| -Current/settlement accounts of corporate entities | 517,715                     | 196,242                     |
| -Term deposits of corporate entities               | 375,123                     | 1,878,589                   |
| <b>Individuals</b>                                 |                             |                             |
| -Current/settlement accounts of individuals        | 24,505,510                  | 11,056,383                  |
| -Term deposits of individuals                      | 63,944,294                  | 30,235,220                  |
| <b>Total Customer Accounts</b>                     | <b>89,342,642</b>           | <b>43,366,434</b>           |

Refer to Note 36 for the disclosure of the fair value of customer accounts. Interest rate, maturity and geographical risk concentration analyses of customer accounts amounts are disclosed in Note 31. Information on related party balances is disclosed in Note 38.

#### 16 Debt Securities in Issue

| <i>In thousands of RR</i>                      | <b>Date of<br/>maturity</b> | <b>31 December<br/>2015</b> | <b>31 December<br/>2014</b> |
|--|-----------------------------|-----------------------------|-----------------------------|
| Euro-Commercial Paper issued in December 2015  | 20.06.2016                  | 1,876,764                   | -                           |
| RR denominated bonds issued in May 2013        | 24.05.2016                  | 28,093                      | 1,131,498                   |
| USD denominated bonds issued in September 2012 | 18.09.2015                  | -                           | 14,426,424                  |
| RR denominated bonds issued in July 2012       | 14.07.2015                  | -                           | 2,094,954                   |
| RR denominated bonds issued in April 2012      | 16.04.2015                  | -                           | 1,538,870                   |
| Euro-Commercial Paper issued in February 2014  | 26.02.2015                  | -                           | 223,034                     |
| <b>Total Debt Securities in Issue</b>          |                             | <b>1,904,857</b>            | <b>19,414,780</b>           |

On 2 December 2015 the Group issued RR denominated Euro-Commercial Paper (ECP) with a nominal value of RR 2 bln with a discount of 7.2% maturing on 20 June 2016.

On 28 May 2013 the Group issued RR denominated bonds with a nominal value of RR 3,000 mln at 10.25% coupon rate maturing on 24 May 2016. As a result of an offer event as at 25 November 2014 securities with nominal value of RR 1,880 mln were repurchased by the Group. In November 2014 the Group set the coupon rate of RR denominated bonds at 14.00% till the next offer event. On 29 May 2015 as a result of an offer event securities with nominal value of RR 1,092 mln were repurchased by the Group. In May 2015 the Group set the coupon rate of RR denominated bonds at 12.50% till maturity.

On 18 September 2012 the Group issued USD denominated bonds with a nominal value of USD 250 mln at 10.75% coupon rate maturing on 18 September 2015. On 18 September 2015 the Group redeemed the outstanding balance of the USD denominated bonds at maturity, when listing and trading was cancelled.

## **16 Debt Securities in Issue (Continued)**

On 16 July 2012 the Group issued RR denominated bonds with a nominal value of RR 2,000 mln at 13.9% coupon rate maturing on 14 July 2015. On 14 July 2015 the Group redeemed all outstanding bonds of this issue at maturity.

On 19 April 2012 the Group issued RR denominated bonds with a nominal value of RR 1,500 mln at 13.25% coupon rate maturing on 16 April 2015. On 16 April 2015 the Group redeemed all outstanding bonds of this issue at maturity.

On 27 February 2014 the Group issued USD denominated Euro-Commercial Paper (ECP) with a nominal value of USD 4 mln with a discount of 5.5% maturing on 26 February 2015. On 26 February 2015 the ECP was fully redeemed.

All bonds issued by the Group are traded on stock exchanges. Refer to Note 36 for the disclosure of the fair value of debt securities in issue.

## **17 Subordinated Debt**

As at 31 December 2015 the carrying value of the subordinated debt was RR 14,609,295 thousand (31 December 2014: RR 11,250,686 thousand). On 6 December 2012 and 18 February 2013 respectively the Group issued USD denominated subordinated bonds with a nominal value of USD 125 mln with zero premium and USD 75 mln at a premium of 7.0% at 14.0% coupon rate (applicable to both tranches) maturing on 6 June 2018. The claims of the lenders against the Group in respect of the principal and interest on these bonds are subordinated to the claims of other creditors in accordance with the legislation of the Russian Federation.

Interest rate, maturity and geographical risk concentration analyses of subordinated debt are disclosed in Note 31. Refer to Note 36 for the disclosure of fair value of subordinated debt.

## **18 Insurance Provisions**

| <i>In thousands of RR</i>         | <b>31 December<br/>2015</b> | <b>31 December<br/>2014</b> |
|-----------------------------------|-----------------------------|-----------------------------|
| <b>Insurance Provisions</b>       |                             |                             |
| Provision for unearned premiums   | 168,550                     | 62,812                      |
| Loss provisions                   | 346,910                     | 185,597                     |
| <b>Total Insurance Provisions</b> | <b>515,460</b>              | <b>248,409</b>              |

---

**18 Insurance Provisions (Continued)**

Movements in provision for unearned premiums for the year ended 31 December 2015 and 2014 are as follows:

| <i>In thousands of RR</i>                                | 2015            |                                |                              | 2014            |                                |                              |
|--|-----------------|--------------------------------|------------------------------|-----------------|--------------------------------|------------------------------|
|  | Gross provision | Reinsurer's share of provision | Provision net of reinsurance | Gross provision | Reinsurer's share of provision | Provision net of reinsurance |
| <b>Provision for unearned premiums as at 1 January</b>   | <b>63,103</b>   | -                              | <b>63,103</b>                | <b>29,268</b>   | -                              | <b>29,268</b>                |
| Change in provision, gross                               | 105,447         | -                              | 105,447                      | 33,544          | -                              | 33,544                       |
| Change in reinsurers' share of provision                 | -               | (9)                            | (9)                          | -               | -                              | -                            |
| <b>Provision for unearned premiums as at 31 December</b> | <b>168,550</b>  | <b>(9)</b>                     | <b>168,541</b>               | <b>62,812</b>   | -                              | <b>62,812</b>                |

Movements in loss provisions for the year ended 31 December 2015 and 2014 are as follows:

| <i>In thousands of RR</i>                     | OCP and IBNR   | URP           | Provision for claims handling expenses | Total loss provisions |
|---|----------------|---------------|--|-----------------------|
| <b>Loss provisions as at 1 January 2014</b>   | <b>23,354</b>  | -             | <b>123</b>                             | <b>23,477</b>         |
| Change in provision                           | 155,047        | 12,632        | 3,990                                  | 171,669               |
| Netting with deferred acquisition costs       | -              | (9,549)       | -                                      | (9,549)               |
| <b>Loss provisions as at 31 December 2014</b> | <b>178,401</b> | <b>3,083</b>  | <b>4,113</b>                           | <b>185,597</b>        |
| Change in provision                           | 106,982        | 71,432        | 30,145                                 | 208,559               |
| Netting with deferred acquisition costs       | -              | (47,246)      | -                                      | (47,246)              |
| <b>Loss provisions as at 31 December 2015</b> | <b>285,383</b> | <b>27,269</b> | <b>34,258</b>                          | <b>346,910</b>        |

**19 Other Financial and Non-financial Liabilities**

| <i>In thousands of RR</i>                    | <b>31 December<br/>2015</b> | <b>31 December<br/>2014</b> |
|--|-----------------------------|-----------------------------|
| <b>Other Financial Liabilities</b>           |                             |                             |
| Settlement of operations with plastic cards  | 622,390                     | 1,009,440                   |
| Trade payables                               | 637,792                     | 470,608                     |
| Other  | 36,042                      | 93,813                      |
| <b>Total Other Financial Liabilities</b>     | <b>1,296,224</b>            | <b>1,573,861</b>            |
| <b>Other Non-financial Liabilities</b>       |                             |                             |
| Accrued administrative expenses              | 381,113                     | 213,965                     |
| Taxes payable other than income tax          | 406,410                     | 355,468                     |
| Other  | 30,920                      | 29,999                      |
| <b>Total Other Non-financial Liabilities</b> | <b>818,443</b>              | <b>599,432</b>              |

Settlements of operations with plastic cards include funds that were spent by customers of the Bank by use of plastic cards but have not yet been compensated to payment systems by the Bank.

Accrued administrative expenses are mainly represented by accrued staff costs.

Interest rate, maturity and geographical risk concentration analyses of other financial liabilities are disclosed in Note 31. Refer to Note 36 for disclosure of fair value of other financial liabilities.

**20 Share Capital**

| <i>In thousands of RR except<br/>for number of shares</i> | <b>Number of<br/>authorised<br/>shares</b> | <b>Number of<br/>outstanding<br/>shares</b> | <b>Ordinary<br/>shares</b> | <b>Share<br/>premium</b> | <b>Treasury<br/>shares</b> | <b>Total</b>     |
|---|--|---|----------------------------|--------------------------|----------------------------|------------------|
| <b>At 31 December 2013</b>                                | <b>190,479,500</b>                         | <b>181,189,075</b>                          | <b>186,162</b>             | <b>8,622,919</b>         | <b>(2,524)</b>             | <b>8,806,557</b> |
| Shares issued   | -  | 1,449,750                                   | 1,950                      | -                        | (1,950)                    | -                |
| <b>At 31 December 2014</b>                                | <b>190,479,500</b>                         | <b>182,638,825</b>                          | <b>188,112</b>             | <b>8,622,919</b>         | <b>(4,474)</b>             | <b>8,806,557</b> |
| GDRs buy-back   | -  | -   | -                          | -                        | (323,808)                  | (323,808)        |
| Shares sold under ESOP                                    | -  | -   | -                          | -                        | 564                        | 564              |
| <b>At 31 December 2015</b>                                | <b>190,479,500</b>                         | <b>182,638,825</b>                          | <b>188,112</b>             | <b>8,622,919</b>         | <b>(327,718)</b>           | <b>8,483,313</b> |

Share premium represents the excess of contributions received over the nominal value of shares issued.

In June 2014 the Group issued 1,449,750 ordinary shares with a par value of USD 0.04 per share, fully paid, to Altruco Trustees Limited under the ESOP. Refer to Note 38.

Treasury shares represent "Class A" shares of the Group under the ESOP and Equity LTIP and all held by a trustee and GDRs repurchased from the market during the period from April to June 2015. Refer to Note 38.



## 20 Share Capital (Continued)

During the three months ended 30 June 2015 the Group repurchased 1,843,682 GDRs at market prices for RR 323,808 thousand.

Basic earnings per share are calculated by dividing the profit or loss attributable to owners of the Company by the weighted average number of ordinary shares in issue during the year, excluding treasury shares.

For the purpose of calculating diluted earnings per share the Group considered the effect of shares issued under the ESOP and Equity LTIP. Refer to Note 38.

Earnings per share are calculated as follows:

| <i>In thousands of RR except for number of shares</i>  | <b>2015</b>  | <b>2014</b>  |
|--|--------------|--------------|
| Profit for the year attributable to ordinary shareholders  | 1,850,182    | 3,400,613    |
| Weighted average number of ordinary shares in issue used for basic earnings per ordinary share calculation (thousands)   | 178,175      | 179,025      |
| Weighted average number of ordinary shares in issue used for diluted earnings per ordinary share calculation (thousands) | 178,584      | 179,991      |
| <b>Basic earnings per ordinary share (expressed in RR per share)</b>   | <b>10.38</b> | <b>19.00</b> |
| <b>Diluted earnings per ordinary share (expressed in RR per share)</b>   | <b>10.36</b> | <b>18.89</b> |

## 21 Interest Income and Expense

| <i>In thousands of RR</i>  | <b>2015</b>       | <b>2014</b>       |
|--|-------------------|-------------------|
| <b>Interest income</b>   |                   |                   |
| Loans and advances to customers, including:  |                   |                   |
| <i>Credit card loans</i>   | 37,621,657        | 37,226,170        |
| <i>Installment loans</i>   | 925,059           | 558,832           |
| <i>Cash loans</i>  | 640,633           | 707,121           |
| <i>POS loans</i>   | 380,330           | 236,013           |
| Interest income accrued on investment securities available for sale and repurchase receivables | 1,089,868         | 319,684           |
| Placements with other banks  | 115,742           | 14,191            |
| <b>Total Interest Income</b>   | <b>40,773,289</b> | <b>39,062,011</b> |
| <b>Interest expense</b>  |                   |                   |
| Customer accounts  | 9,203,755         | 4,606,577         |
| Eurobonds  | 1,020,692         | 1,329,731         |
| Subordinated debt  | 1,743,801         | 1,093,672         |
| RR denominated bonds   | 227,731           | 708,101           |
| Due to banks   | 488,528           | 469,819           |
| Euro-Commercial Paper  | 22,322            | 56,126            |
| <b>Total Interest Expense</b>  | <b>12,706,829</b> | <b>8,264,026</b>  |
| <b>Net Interest Income</b>   | <b>28,066,460</b> | <b>30,797,985</b> |

**22 Customer Acquisition Expense**

| <i>In thousands of RR</i>                  | <b>2015</b>      | <b>2014</b>      |
|--|------------------|------------------|
| Marketing and advertising                  | 1,828,075        | 1,395,675        |
| Staff costs                                | 1,583,989        | 1,422,619        |
| Credit bureaux                             | 174,548          | 186,235          |
| Telecommunication expenses                 | 68,261           | 68,557           |
| Personalisation, printing and distribution | 6,734            | 21,793           |
| Acquisition and partnerships               | -                | 406              |
| <b>Total customer acquisition expenses</b> | <b>3,661,607</b> | <b>3,095,285</b> |

Customer acquisition expenses represent expenses paid by the Group on services related to origination of credit card customers. The Group uses a variety of different channels for the acquisition of new customers.

Staff costs represent salary expenses and related costs of employees involved in customer acquisition. Included in staff costs are statutory social contributions to the pension fund in the amount of RR 321,714 thousand (2014: RR 242,977 thousand).

**23 Net Gains/(Losses) from Operations with Foreign Currencies**

| <i>In thousands of RR</i>   | <b>2015</b>    | <b>2014</b>        |
|---|----------------|--------------------|
| Gains less losses from derivative revaluation                     | 1,917,602      | 7,654,876          |
| Foreign exchange translation losses less gains                    | (1,881,100)    | (9,636,327)        |
| Gains less losses from trading in foreign currencies              | 133,634        | 859,397            |
| <b>Net Gains/(Losses) from operations with foreign currencies</b> | <b>170,136</b> | <b>(1,122,054)</b> |

**24 Insurance Claims Incurred**

| <i>In thousands of RR</i>              | <b>2015</b>    | <b>2014</b>    |
|--|----------------|----------------|
| Claims paid                            | 236,750        | 43,617         |
| Change in loss provision               | 161,313        | 162,120        |
| Claims handling expenses               | 13,462         | 4,323          |
| <b>Total insurance claims incurred</b> | <b>411,525</b> | <b>210,060</b> |

**25 Fee and Commission Income and Expense**

| <i>In thousands of RR</i>              | <b>2015</b>      | <b>2014</b>    |
|--|------------------|----------------|
| <b>Fee and commission income</b>       |                  |                |
| Merchant acquiring commission          | 551,209          | 9,055          |
| Interchange fee                        | 405,137          | 138,237        |
| Cash withdrawal fee                    | 109,200          | 73,152         |
| SMS fee                                | 74,573           | 35,390         |
| Card to card commission                | 65,271           | 18,578         |
| Repayment fee                          | 59,877           | 34,087         |
| Other fees receivable                  | 105,966          | 3,646          |
| <b>Total fee and commission income</b> | <b>1,371,233</b> | <b>312,145</b> |

| <i>In thousands of RR</i>               | <b>2015</b>      | <b>2014</b>    |
|---|------------------|----------------|
| <b>Fee and commission expense</b>       |                  |                |
| Payment systems                         | 1,314,149        | 446,113        |
| Service fees                            | 398,389          | 524,575        |
| Court enforcement fee                   | 193,138          | -              |
| Banking and other fees                  | 55,388           | 20,442         |
| <b>Total fee and commission expense</b> | <b>1,961,064</b> | <b>991,130</b> |

Service fees represent fees for statement printing, mailing services and sms services. Payment systems fees represent fees for MasterCard and Visa services.

**26 Administrative and Other Operating Expenses**

| <i>In thousands of RR</i>                                | <b>Note</b> | <b>2015</b>      | <b>2014</b>      |
|--|-------------|------------------|------------------|
| Staff costs  |             | 4,704,794        | 3,444,531        |
| Taxes other than income tax                              |             | 722,268          | 884,052          |
| Rental expenses  |             | 480,642          | 377,283          |
| Expenses on deposit insurance                            |             | 257,723          | 166,745          |
| Information services                                     |             | 255,291          | 151,199          |
| Communication services                                   |             | 241,641          | 295,422          |
| Depreciation of tangible fixed assets                    | 12          | 228,840          | 257,929          |
| Amortization of intangible assets                        | 12          | 183,164          | 189,032          |
| Professional services                                    |             | 134,388          | 105,192          |
| Stationery and office expenses                           |             | 80,609           | 56,805           |
| Transportation   |             | 10,949           | 15,705           |
| Other administrative expenses                            |             | 238,743          | 147,679          |
| <b>Total administrative and other operating expenses</b> |             | <b>7,539,052</b> | <b>6,091,574</b> |

The expenses stated above include fees of RR 6,535 thousand (2014: RR 5,220 thousand) for audit services, RR 935 thousand (2014: RR 3,191 thousand) for tax consultancy services and RR 450 thousand (2014: RR 2,846 thousand) for other non-audit assurance services charged by the Company's statutory audit firm.

**26 Administrative and Other Operating Expenses (Continued)**

Included in staff costs are statutory social contributions to the pension fund and share-based remuneration:

| <i>In thousands of RR</i>                         | <b>2015</b> | <b>2014</b> |
|---|-------------|-------------|
| Statutory social contribution to the pension fund | 817,182     | 484,744     |
| Share-based remuneration                          | 93,386      | 109,460     |

**27 Other Operating Income**

| <i>In thousands of RR</i>                                    | <b>2015</b>    | <b>2014</b>    |
|--|----------------|----------------|
| Income from marketing services                               | 92,544         | 95,892         |
| Profit from sale of investment securities available for sale | 33,159         | 13,815         |
| Subrogation fee  | 29,373         | -              |
| Insurance agency fees  | 7,284          | 46,180         |
| Other operating income                                       | 78,492         | 26,424         |
| <b>Total other operating income</b>                          | <b>240,852</b> | <b>182,311</b> |

**28 Income Taxes**

Income tax expense comprises the following:

| <i>In thousands of RR</i>              | <b>2015</b>      | <b>2014</b>        |
|--|------------------|--------------------|
| Current tax                            | (60,932)         | (190,457)          |
| Deferred tax                           | (654,317)        | (1,303,615)        |
| <b>Income tax expense for the year</b> | <b>(715,249)</b> | <b>(1,494,072)</b> |

The income tax rate applicable to the majority of the Group's income is 20% (2014: 20%). The operations of the Group are subject to multiple tax jurisdictions. The income tax rate applicable to the Russian subsidiaries of the Company is 20%. The income tax rate applicable to the Company registered in Cyprus is 12.5% (2014: 12.5%).

A reconciliation between the expected and the actual taxation charge is provided below.

| <i>In thousands of RR</i>  | <b>2015</b>      | <b>2014</b>        |
|--|------------------|--------------------|
| <b>Profit before tax</b>   | <b>2,565,430</b> | <b>4,894,685</b>   |
| Theoretical tax expense at statutory rate of 20% (2014: 20%)                       | (513,086)        | (978,937)          |
| Tax effect of items, which are not deductible or assessable for taxation purposes: |                  |                    |
| - Non-deductible expenses  | (200,699)        | (366,166)          |
| - Other including dividend tax   | 1,276            | (150,079)          |
| Effects of different tax rates in other countries                                  | -                | -                  |
| - Financial result of parent entity at 12.5% (2014: 12.5%)                         | (2,740)          | 1,110              |
| <b>Income tax expenses for the year</b>  | <b>(715,249)</b> | <b>(1,494,072)</b> |

**28 Income Taxes (Continued)**

Differences between IFRS and taxation regulations in Russia and other countries give rise to temporary differences between the carrying amount of assets and liabilities for financial reporting purposes and their tax bases. As all of the Group's temporary differences arise in Russia, the tax effect of the movements in these temporary differences is detailed below and is recorded at the rate of 20% (2014: 20%).

In the context of the Group's current structure and Russian tax legislation, tax losses and current tax assets of different group companies may not be offset against current tax liabilities and taxable profits of other group companies and, accordingly, taxes may accrue even where there is a consolidated tax loss. Therefore, deferred tax assets and liabilities are offset only when they relate to the same taxable entity and the same taxation authority.

| <i>In thousands of RR</i>  | <b>31 December<br/>2014</b> | <b>Charged/(credited)<br/>to profit or loss</b> | <b>Credited<br/>to equity</b> | <b>31 December<br/>2015</b> |
|--|-----------------------------|---|-------------------------------|-----------------------------|
| <b>Tax effect of deductible and taxable temporary differences</b>                  |                             |   |                               |                             |
| Loans and advances to customers  | 148,059                     | (75,473)  | -                             | 72,586                      |
| Tangible fixed assets  | (50,688)                    | (6,267)   | -                             | (56,955)                    |
| Intangible assets  | (164,584)                   | (54,171)  | -                             | (218,755)                   |
| Revaluation of investment securities available for sale and repurchase receivables | 56,262                      | -   | (89,545)                      | (33,283)                    |
| Accrued expenses   | 256,618                     | (28,375)  | -                             | 228,243                     |
| Customer accounts  | (56,888)                    | (28,066)  | -                             | (84,954)                    |
| Debt securities in issue   | 4,683                       | 7,067   | -                             | 11,750                      |
| Financial derivatives  | (1,775,994)                 | (491,477)                                       | -                             | (2,267,471)                 |
| Due to banks   | (2,108)                     | 2,108   | -                             | -                           |
| Insurance provision  | (14,480)                    | (2,027)   | -                             | (16,507)                    |
| Tax loss carried forward   | 559,325                     | 22,364  | -                             | 581,689                     |
| <b>Net deferred tax liabilities</b>  | <b>(1,039,795)</b>          | <b>(654,317)</b>                                | <b>(89,545)</b>               | <b>(1,783,657)</b>          |

| <i>In thousands of RR</i>  | <b>31 December<br/>2013</b> | <b>Charged/(credited)<br/>to profit or loss</b> | <b>Charged<br/>to equity</b> | <b>31 December<br/>2014</b> |
|--|-----------------------------|---|------------------------------|-----------------------------|
| <b>Tax effect of deductible and taxable temporary differences</b>                  |                             |   |                              |                             |
| Loans and advances to customers  | 169,341                     | (21,282)  | -                            | 148,059                     |
| Tangible fixed assets  | (51,483)                    | 795   | -                            | (50,688)                    |
| Intangible assets  | (92,558)                    | (72,026)  | -                            | (164,584)                   |
| Revaluation of investment securities available for sale and repurchase receivables | -                           | -   | 56,262                       | 56,262                      |
| Accrued expenses   | 281,166                     | (24,548)  | -                            | 256,618                     |
| Customer accounts  | (52,858)                    | (4,030)   | -                            | (56,888)                    |
| Debt securities in issue   | 6,546                       | (1,863)   | -                            | 4,683                       |
| Financial derivatives  | (52,596)                    | (1,723,398)                                     | -                            | (1,775,994)                 |
| Due to banks   | -                           | (2,108)   | -                            | (2,108)                     |
| Insurance provision  | -                           | (14,480)  | -                            | (14,480)                    |
| Tax loss carried forward   | -                           | 559,325   | -                            | 559,325                     |
| <b>Net deferred tax assets/(liabilities)</b>                                       | <b>207,558</b>              | <b>(1,303,615)</b>                              | <b>56,262</b>                | <b>(1,039,795)</b>          |

## 29 Dividends

| <i>In thousands of RR</i>                                    | <b>2014</b>  |
|--|--------------|
| <b>Dividends payable at 1 January 2014</b>                   | -            |
| Dividends declared during the year                           | 2,866,965    |
| Dividends paid during the year                               | (3,521,808)  |
| Foreign exchange loss on dividends payable                   | 654,843      |
| <b>Dividends payable at 31 December 2014</b>                 | -            |
| <b>Dividends per share declared during the year (in RR)</b>  | <b>15.70</b> |
| <b>Dividends per share declared during the year (in USD)</b> | <b>0.303</b> |
| <b>Dividends per share paid during the year (in RR)</b>      | <b>19.28</b> |
| <b>Dividends per share paid during the year (in USD)</b>     | <b>0.303</b> |

No dividends were accrued or paid in 2015. In 2014 all dividends were declared and paid in USD.

## 30 Segment Analysis

Operating segments are components that engage in business activities that may earn revenues or incur expenses, whose operating results are regularly reviewed by the chief operating decision maker (CODM) and for which discrete financial information is available. The CODM is the person or group of persons who allocates resources and assesses the performance for the Group. The functions of CODM are performed by the Board of Directors of the Group.

### ***Description of products and services from which each reportable segment derives its revenue***

The Group is organised on the basis of 2 main business segments:

- Retail banking – representing private banking services, private customer current accounts, savings, deposits, investment savings products, custody, credit and debit cards, consumer loans and mortgages;
- Insurance operations – representing insurance services provided to individuals

### ***Factors that management used to identify the reportable segments***

The Group's segments are strategic business units that focus on different services to the customers of the Group. They are managed separately because each business unit requires different marketing strategies and represent different types of businesses.

### ***Measurement of operating segment profit or loss, assets and liabilities***

The CODM reviews financial information prepared based on International financial reporting standards adjusted to meet the requirements of internal reporting. The CODM evaluates performance of each segment based on profit before tax.

**30 Segment Analysis (Continued)**

**Information about reportable segment profit or loss, assets and liabilities**

Segment information for the reportable segments for the year ended 31 December 2015 is set out below:

| <i>In thousands of RR</i>                   | <b>Retail<br/>banking</b> | <b>Insurance<br/>operations</b> | <b>Eliminations</b> | <b>Total</b>       |
|---|---------------------------|---------------------------------|---------------------|--------------------|
| Cash and cash equivalents                   | 13,665,935                | 386,254                         | (363,145)           | 13,689,044         |
| Mandatory cash balances with the CBRF       | 674,717                   | -                               | -                   | 674,717            |
| Due from other banks                        | -                         | 726,209                         | -                   | 726,209            |
| Loans and advances to customers             | 82,067,018                | -                               | -                   | 82,067,018         |
| Financial derivatives                       | 11,344,871                | -                               | -                   | 11,344,871         |
| Investment securities available for sale    | 15,935,866                | -                               | -                   | 15,935,866         |
| Repurchase receivables                      | 2,344,080                 | -                               | -                   | 2,344,080          |
| Current income tax assets                   | 713,118                   | 29,604                          | -                   | 742,722            |
| Guarantee deposits with payment systems     | 3,376,795                 | -                               | -                   | 3,376,795          |
| Tangible fixed assets                       | 2,049,283                 | 2,231                           | -                   | 2,051,514          |
| Intangible assets                           | 1,089,227                 | 329,394                         | -                   | 1,418,621          |
| Other financial assets                      | 3,455,799                 | 65,582                          | (21,821)            | 3,499,560          |
| Other non-financial assets                  | 1,664,619                 | 116,347                         | -                   | 1,780,966          |
| <b>Total reportable segment assets</b>      | <b>138,381,328</b>        | <b>1,655,621</b>                | <b>(384,966)</b>    | <b>139,651,983</b> |
| Due to banks                                | 6,391,636                 | -                               | -                   | 6,391,636          |
| Customer accounts                           | 89,705,787                | -                               | (363,145)           | 89,342,642         |
| Debt securities in issue                    | 1,904,857                 | -                               | -                   | 1,904,857          |
| Current income tax liabilities              | 35,784                    | -                               | -                   | 35,784             |
| Deferred income tax liability               | 1,752,673                 | 30,984                          | -                   | 1,783,657          |
| Subordinated debt                           | 14,609,295                | -                               | -                   | 14,609,295         |
| Financial derivatives                       | 7,514                     | -                               | -                   | 7,514              |
| Insurance provisions                        | -                         | 515,460                         | -                   | 515,460            |
| Other financial liabilities                 | 1,246,530                 | 71,515                          | (21,821)            | 1,296,224          |
| Other non-financial liabilities             | 805,438                   | 13,005                          | -                   | 818,443            |
| <b>Total reportable segment liabilities</b> | <b>116,459,514</b>        | <b>630,964</b>                  | <b>(384,966)</b>    | <b>116,705,512</b> |

**30 Segment Analysis (Continued)**

Segment information for the reportable segments for the year ended 31 December 2014 is set out below:

| <i>In thousands of RR</i>                         | <b>Retail banking</b> | <b>Insurance operations</b> | <b>Eliminations</b> | <b>Total</b>       |
|---|-----------------------|-----------------------------|---------------------|--------------------|
| Cash and cash equivalents                         | 10,692,202            | 896,304                     | (888,929)           | 10,699,577         |
| Mandatory cash balances with the CBRF             | 685,510               | -                           | -                   | 685,510            |
| Loans and advances to customers                   | 74,579,998            | -                           | -                   | 74,579,998         |
| Financial derivatives                             | 8,879,972             | -                           | -                   | 8,879,972          |
| Investment securities available for sale          | 216,535               | -                           | -                   | 216,535            |
| Repurchase receivables                            | 5,366,280             | -                           | -                   | 5,366,280          |
| Current income tax assets                         | 1,080,050             | 14,038                      | -                   | 1,094,088          |
| Deferred income tax assets                        | -                     | -                           | -                   | -                  |
| Guarantee deposits with payment systems           | 2,967,132             | -                           | -                   | 2,967,132          |
| Tangible fixed assets                             | 540,702               | 646                         | -                   | 541,348            |
| Intangible assets                                 | 864,181               | 261,126                     | -                   | 1,125,307          |
| Other financial assets                            | 1,890,667             | 32,581                      | (32,581)            | 1,890,667          |
| Other non-financial assets                        | 648,062               | 111,798                     | -                   | 759,860            |
| <b>Total reportable segment assets</b>            | <b>108,411,291</b>    | <b>1,316,493</b>            | <b>(921,510)</b>    | <b>108,806,274</b> |
| Due to banks                                      | 10,331,216            | -                           | -                   | 10,331,216         |
| Customer accounts                                 | 44,255,363            | -                           | (888,929)           | 43,366,434         |
| Debt securities in issue                          | 19,414,780            | -                           | -                   | 19,414,780         |
| Current income tax liabilities                    | 12,593                | -                           | -                   | 12,593             |
| Deferred income tax liability                     | 1,013,610             | 26,185                      | -                   | 1,039,795          |
| Subordinated debt                                 | 11,250,686            | -                           | -                   | 11,250,686         |
| Insurance provisions                              | -                     | 248,409                     | -                   | 248,409            |
| Other financial liabilities                       | 1,553,207             | 53,235                      | (32,581)            | 1,573,861          |
| Other non-financial liabilities                   | 594,158               | 5,274                       | -                   | 599,432            |
| <b>Total reportable segment liabilities</b>       | <b>88,425,613</b>     | <b>333,103</b>              | <b>(921,510)</b>    | <b>87,837,206</b>  |
| <i>In thousands of RR</i>                         | <b>Retail banking</b> | <b>Insurance operations</b> | <b>Eliminations</b> | <b>Total</b>       |
| <b>2015</b>                                       |                       |                             |                     |                    |
| External revenues                                 |                       |                             |                     |                    |
| Interest income                                   | 40,717,758            | 55,531                      | -                   | 40,773,289         |
| Income from insurance operations                  | 283,964               | 1,170,221                   | (283,964)           | 1,170,221          |
| Gain from sale of impaired loans                  | 27,830                | -                           | -                   | 27,830             |
| Fee and commission income                         | 1,371,233             | -                           | -                   | 1,371,233          |
| Net gains from operations with foreign currencies | 152,548               | 17,588                      | -                   | 170,136            |
| Other operating income                            | 212,654               | 31,192                      | (2,994)             | 240,852            |
| <b>Total revenues</b>                             | <b>42,765,987</b>     | <b>1,274,532</b>            | <b>(286,958)</b>    | <b>43,753,561</b>  |
| Interest expense                                  | (12,706,829)          | -                           | -                   | (12,706,829)       |
| Provision for loan impairment                     | (14,908,053)          | -                           | -                   | (14,908,053)       |
| Customer acquisition expenses                     | (3,393,091)           | (552,480)                   | 283,964             | (3,661,607)        |
| Fee and commission expense                        | (1,961,064)           | -                           | -                   | (1,961,064)        |
| Administrative and other operating expenses       | (7,254,345)           | (287,701)                   | 2,994               | (7,539,052)        |
| Insurance claims incurred                         | -                     | (411,525)                   | -                   | (411,525)          |
| <b>Segment result</b>                             | <b>2,542,605</b>      | <b>22,826</b>               | <b>-</b>            | <b>2,565,431</b>   |



**30 Segment Analysis (Continued)**

| <i>In thousands of RR</i>                             | <b>Retail<br/>banking</b> | <b>Insurance<br/>operations</b> | <b>Eliminations</b> | <b>Total</b>      |
|---|---------------------------|---------------------------------|---------------------|-------------------|
| <b>2014</b>   |                           |                                 |                     |                   |
| External revenues                                     |                           |                                 |                     |                   |
| Interest income                                       | 39,062,011                | 7,327                           | (7,327)             | 39,062,011        |
| Income from insurance operations                      | 276,933                   | 923,363                         | (276,933)           | 923,363           |
| Gain from sale of impaired loans                      | 28,159                    | -                               | -                   | 28,159            |
| Fee and commission income                             | 312,145                   | -                               | -                   | 312,145           |
| Other operating income                                | 184,311                   | -                               | (2,000)             | 182,311           |
| <b>Total revenues</b>                                 | <b>39,863,559</b>         | <b>930,690</b>                  | <b>(286,260)</b>    | <b>40,507,989</b> |
| Interest expense                                      | (8,271,353)               | -                               | 7,327               | (8,264,026)       |
| Provision for loan impairment                         | (15,839,175)              | -                               | -                   | (15,839,175)      |
| Customer acquisition expenses                         | (2,920,638)               | (414,257)                       | 276,933             | (3,057,962)       |
| Net losses from operations with foreign<br>currencies | (1,122,054)               | -                               | -                   | (1,122,054)       |
| Fee and commission expense                            | (991,130)                 | -                               | -                   | (991,130)         |
| Administrative and other operating expenses           | (5,946,696)               | (184,201)                       | 2,000               | (6,128,897)       |
| Insurance claims incurred                             | -                         | (210,060)                       | -                   | (210,060)         |
| <b>Segment result</b>                                 | <b>4,772,513</b>          | <b>122,172</b>                  | <b>-</b>            | <b>4,894,685</b>  |

Depreciation charges for 2015 included in administrative and other operating expenses in the amount of RR 228,388 and RR 452 thousand (2014: RR 257,929 and RR 39 thousand) relate to the Bank and to the Insurance Company, correspondingly. Amortisation for 2015 included in the administrative and other operating expenses in the amount of RR 136,800 thousand and RR 31,720 thousand (2014: RR 173,975 thousand and RR 15,057 thousand) relate to the Bank and to the Insurance Company, correspondingly.

**Reconciliation of reportable segment revenues, profit or loss, assets and liabilities**

| <i>In thousands of RR</i>              | <b>2015</b>       | <b>2014</b>       |
|--|-------------------|-------------------|
| Total revenues for reportable segments | 44,040,519        | 40,794,249        |
| Intercompany transactions              | (286,958)         | (286,260)         |
| <b>Total consolidated revenues</b>     | <b>43,753,561</b> | <b>40,507,989</b> |

Total consolidated revenues comprise interest income, income from insurance operations, gain from sale of impaired loans, fee and commission income, net gains from operations with foreign currencies and other operating income.

| <i>In thousands of RR</i>        | <b>2015</b>      | <b>2014</b>      |
|----------------------------------|------------------|------------------|
| Total reportable segment result  | 2,565,431        | 4,894,685        |
| <b>Profit or loss before tax</b> | <b>2,565,431</b> | <b>4,894,685</b> |

### 30 Segment Analysis (Continued)

| <i>In thousands of RR</i>        | <b>31 December<br/>2015</b> | <b>31 December<br/>2014</b> |
|----------------------------------|-----------------------------|-----------------------------|
| Total reportable segment assets  | 140,036,949                 | 109,727,784                 |
| Intercompany balances            | (384,966)                   | (921,510)                   |
| <b>Total consolidated assets</b> | <b>139,651,983</b>          | <b>108,806,274</b>          |

| <i>In thousands of RR</i>             | <b>31 December<br/>2015</b> | <b>31 December<br/>2014</b> |
|---------------------------------------|-----------------------------|-----------------------------|
| Total reportable segment liabilities  | 117,090,478                 | 88,758,716                  |
| Intercompany balances                 | (384,966)                   | (921,510)                   |
| <b>Total consolidated liabilities</b> | <b>116,705,512</b>          | <b>87,837,206</b>           |

### 31 Financial Risk Management

The risk management function within the Group is carried out in respect of financial risks, operational risks and legal risks by the management of the Bank. Financial risk comprises market risk (including currency risk, interest rate risk and other price risk), credit risk and liquidity risk. The primary objectives of the financial risk management function are to establish risk limits, and then ensure that the exposure to risks stays within these limits. The operational and legal risk management functions are intended to ensure the proper functioning of internal policies and procedures to minimise operational and legal risks.

**Credit risk.** The Group takes on exposure to credit risk, which is the risk that one party to a financial instrument will cause a financial loss for the other party by failing to discharge an obligation. Exposure to credit risk arises as a result of the Group's lending and other transactions with counterparties giving rise to financial assets. The Group uses a migration matrix approach for calculation of the loan loss provisions. The Group grants retail loans to customers across all regions of Russia, therefore its credit risk is broadly diversified. The recent economic crisis resulted in growth of credit risk. The management of the Group takes special measures to mitigate growing credit risk such as decreasing of credit limits for unreliable clients, diversifying of modes of work with overdue borrowers, toughening of scoring for the new borrowers etc.

The Group's maximum exposure to credit risk is reflected in the carrying amounts of financial assets on the consolidated statement of financial position and within contingencies and commitments (Note 33). The impact of possible netting of assets and liabilities to reduce potential credit exposure is not significant.

The Bank created a credit committee, which establishes general principles for lending to individual borrowers. According to these principles, the minimum requirements for potential customers are listed below:

- Citizenship of the Russian Federation;
- Age 18 to 70 inclusive;
- Availability of a cell-phone;
- Permanent employment;
- Permanent income;
- Permanent or temporary place of residence.

### **31 Financial Risk Management (Continued)**

For cash loans, minimum requirements are listed below:

- There should be no overdue loans balance in other banks according to credit bureau information;
- Cash loan volumes range within RR 50 thousand and RR 500 thousand.

For POS loans minimum requirements are listed below:

- The requested loan amount should exceed RR 3 thousand;
- The requested loan term is from 3 to 24 months;
- The amount of one POS loan does not exceed RR 100 thousand.

A credit decision process includes:

- the first step includes validation of the application data. Credit officers check the documents and validate contact information (addresses and telephone numbers).
- the second step includes phone verification of the application information about the potential customer, his/her employment, social and property status, etc. This step may be omitted for POS loans.
- the third step includes requesting of the previous credit history of the applicant from the three largest credit bureau in Russia – Equifax, UCB (United Credit Bureau) and NBCH (National Bureau of Credit Histories).
- based on all available information, the credit score of the applicant is calculated and a final decision is made about the approval of the credit product.
- finally, the approved loan amount, loan term and tariff plan are calculated depending on the score and declared income.

When loans become unrecoverable or not economically viable to pursue further collection efforts, the Collection Department may decide to sell these loans to a debt collection agency. The Collection Department considers the following criteria for impaired loans qualifying for sale to external debt collection agencies:

- a) loans remain unpaid after all collection procedures were performed (no payment during last 4-6 months);
- b) the debtor cannot be either reached or found for the previous 4 months;
- c) the debtor has no assets and there is no expectation he/she will have any in the future;
- d) the debtor has died and there is no known estate or guarantor;
- e) it is determined that it is not cost effective to continue collection efforts.

Management of the Group manages the credit risk on unused limits on credit cards in the following way:

- a) if the credit card loan is overdue for more than 7 days, its account will be blocked till repayment;
- b) if the borrower had lost his/her source of income, then borrower account will be blocked till verification of his/her new employment;
- c) if borrower's income is substantially less than at the time of loan origination then the borrower's limit for credit might be reduced accordingly.

When a customer experiences serious difficulties with his/her current debt servicing, he/she may be offered loan restructuring. In this case the Bank stops accrual of interest, commissions and fines and the debt amount is restructured according to a fixed installment payment plan with not more than 36 equal monthly payments. For long term customers, who used the Bank's services for more than 12 months and with current debt above RR 50 thousand, there is no restructuring fee.

### 31 Financial Risk Management (Continued)

Another way of working with overdue loans is initiation of the state court process. This collection option statistically gives greater recovery than the sale of impaired loans. Defaulted clients that could be subject to the court process are chosen by the Bank's Collection Department considering the following criteria:

- a) the client's account balance was fixed, accrual of interest stopped;
- b) information about the client is considered to be up to date;
- c) the client denied restructuring program;
- d) term of limitation of court actions has not expired;
- e) court process is economically justified;
- f) other minor criteria.

**Market risk.** The Group takes on exposure to market risks. Market risks of the Group arise from open positions in (a) currency and (b) interest rate, both of which are exposed to general and specific market movements. Management sets limits on the value of risk that may be accepted, which is monitored on a daily basis. However, the use of this approach does not prevent losses outside of these limits in the event of more significant market movements.

**Currency risk.** In respect of currency risk, the management sets limits on the level of exposure by currency and in total for both overnight and intra-day positions, which are monitored daily.

The table below summarises the Group's exposure to foreign currency exchange rate risk at the end of the reporting period:

| <i>In thousands of RR</i> | At 31 December 2015       |                                |                   |                   | At 31 December 2014       |                                |                  |                   |
|---------------------------|---------------------------|--------------------------------|-------------------|-------------------|---------------------------|--------------------------------|------------------|-------------------|
|                           | Monetary financial assets | Monetary financial liabilities | Derivatives       | Net position      | Monetary financial assets | Monetary financial liabilities | Derivatives      | Net position      |
| RR                        | 109,306,701               | (83,282,078)                   | (5,230,070)       | 20,794,553        | 86,800,421                | (49,192,192)                   | (15,948,808)     | 21,659,421        |
| USD                       | 8,992,355                 | (26,502,858)                   | 16,797,810        | (712,693)         | 6,821,521                 | (34,173,757)                   | 24,816,488       | (2,535,748)       |
| Euro                      | 4,014,233                 | (3,759,718)                    | (230,383)         | 24,132            | 2,783,757                 | (2,819,437)                    | 12,292           | (23,388)          |
| <b>Total</b>              | <b>122,313,289</b>        | <b>(113,544,654)</b>           | <b>11,337,357</b> | <b>20,105,992</b> | <b>96,405,699</b>         | <b>(86,185,386)</b>            | <b>8,879,972</b> | <b>19,100,285</b> |

Derivatives presented above are monetary financial assets or monetary financial liabilities, but are presented separately in order to show the Group's gross exposure.

Amounts disclosed in respect of derivatives represent the fair value, at the end of the reporting period, of the respective currency that the Group agreed to buy (positive amount) or sell (negative amount) before netting of positions and payments with the counterparty. The amounts by currency are presented gross as stated in Note 35. The net total represents the fair value of the currency derivatives. The above analysis includes only monetary assets and liabilities.

The following table presents sensitivities of profit or loss and equity to reasonably possible changes in exchange rates applied at the end of the reporting period, with all other variables held constant:

| <i>In thousands of RR</i>                | At 31 December 2015      |                            | At 31 December 2014      |                            |
|--|--------------------------|----------------------------|--------------------------|----------------------------|
|  | Impact on profit or loss | Impact on equity (pre-tax) | Impact on profit or loss | Impact on equity (pre-tax) |
| USD strengthening by 30% (2014: by 30%)  | (213,808)                | (213,808)                  | (760,724)                | (760,724)                  |
| USD weakening by 30% (2014: by 30%)      | 213,808                  | 213,808                    | 760,724                  | 760,724                    |
| Euro strengthening by 30% (2014: by 30%) | 7,240                    | 7,240                      | (7,016)                  | (7,016)                    |
| Euro weakening by 30% (2014: by 30%)     | (7,240)                  | (7,240)                    | 7,016                    | 7,016                      |

### 31 Financial Risk Management (Continued)

The exposure was calculated only for monetary balances denominated in currencies other than the functional currency of the respective entity of the Group.

**Interest rate risk.** The Group takes on exposure to the effects of fluctuations in the prevailing levels of market interest rates on its financial position and cash flows. Interest margins may increase as a result of such changes but may reduce or create losses in the event that unexpected movements arise.

Management monitors on a daily basis and sets limits on the level of mismatch of interest rate repricing that may be undertaken.

The table below summarises the Group's exposure to interest rate risks. The table presents the aggregated amounts of the Group's financial assets and liabilities at carrying amounts, categorised by the earlier of contractual interest repricing or maturity dates.

| <i>In thousands of RR</i>                                       | <b>Demand<br/>and less<br/>than<br/>1 month</b> | <b>From 1 to<br/>6 months</b> | <b>From 6 to<br/>12 months</b> | <b>From 1 to<br/>3 years</b> | <b>More than<br/>3 years</b> | <b>Total</b>      |
|---|---|-------------------------------|--------------------------------|------------------------------|------------------------------|-------------------|
| <b>31 December 2015</b>   |   |                               |                                |                              |                              |                   |
| Total financial assets  | 30,433,747                                      | 51,922,789                    | 22,118,690                     | 26,232,105                   | 2,950,829                    | 133,658,160       |
| Total financial liabilities                                     | (38,386,042)                                    | (43,654,666)                  | (15,511,466)                   | (15,999,994)                 | -                            | (113,552,168)     |
| <b>Net interest sensitivity<br/>gap at 31 December<br/>2015</b> | <b>(7,952,295)</b>                              | <b>8,268,123</b>              | <b>6,607,224</b>               | <b>10,232,111</b>            | <b>2,950,829</b>             | <b>20,105,992</b> |
| <b>31 December 2014</b>   |   |                               |                                |                              |                              |                   |
| Total financial assets  | 22,387,295                                      | 33,949,670                    | 23,443,642                     | 24,557,458                   | 947,606                      | 105,285,671       |
| Total financial liabilities                                     | (22,020,240)                                    | (20,115,194)                  | (29,317,647)                   | (3,233,210)                  | (11,250,686)                 | (85,936,977)      |
| <b>Net interest sensitivity<br/>gap at 31 December<br/>2014</b> | <b>367,055</b>                                  | <b>13,834,476</b>             | <b>(5,874,005)</b>             | <b>21,324,248</b>            | <b>(10,303,080)</b>          | <b>19,348,694</b> |

The Group has no significant risk associated with variable interest rates on credit and advances provided to customers or loans received.

At 31 December 2015, if interest rates at that date had been 500 basis points lower (2014: 500 points lower), with all other variables held constant, profit would have been RR 1,005,300 thousand (2014: RR 955,014 thousand) lower.

If interest rates had been 500 basis points higher (2014: 500 points higher), with all other variables held constant, profit would have been RR 1,005,300 thousand (2014: RR 955,014 thousand) higher.

### 31 Financial Risk Management (Continued)

The Group monitors interest rates for its financial instruments. The table below summarises interest rates for the years 2015 and 2014 based on reports reviewed by key management personnel.

| <i>In % p.a.</i>                         | 2015 |      |      | 2014 |      |      |
|--|------|------|------|------|------|------|
|  | RR   | USD  | EURO | RR   | USD  | EURO |
| <b>Assets</b>                            |      |      |      |      |      |      |
| Cash and cash equivalents                | 0.0  | 0.0  | 0.0  | 0.3  | 0.0  | 0.1  |
| Loans and advances to customers          | 51.7 | -    | -    | 52.1 | -    | -    |
| Due from banks                           | 11.4 | 2.5  | -    | -    | -    | -    |
| Investment Securities available for sale | 13.9 | 5.6  | -    | 9.2  | -    | -    |
| Repurchase receivables                   | 8.5  | 6.4  | -    | 9.3  | 4.3  | -    |
| <b>Liabilities</b>                       |      |      |      |      |      |      |
| Due to banks                             | 12.6 | 2.2  | -    | 18.9 | -    | -    |
| Customer accounts                        | 14.5 | 4.9  | 5.0  | 11.9 | 7.9  | 6.8  |
| Debt securities in issue                 | 14.5 | -    | -    | 12.2 | 11.7 | -    |
| Subordinated debt                        | -    | 14.8 | -    | -    | 14.8 | -    |

The sign “-” in the table below means that the Group does not have the respective assets or liabilities in the corresponding currency.

**Other price risk.** The Group is exposed to prepayment risk through providing fixed rate loans, which give the borrower the right to repay the loans early. The Group’s current year profit and equity at the end of the current reporting period would not have been significantly impacted by changes in prepayment rates because such loans are carried at amortised cost and the prepayment right is at or close to the amortised cost of the loans and advances to customers (2014: no material impact).

**Geographical risk concentrations.** The geographical concentration of the Group’s financial assets and liabilities at 31 December 2015 is set out below:

| <i>In thousands of RR</i>                           | Russia             | OECD             | Other Non-OECD | Listed            | Total              |
|---|--------------------|------------------|----------------|-------------------|--------------------|
| <b>Financial assets</b>                             |                    |                  |                |                   |                    |
| Cash and cash equivalents                           | 12,501,709         | 1,187,335        | -              | -                 | 13,689,044         |
| Mandatory cash balances with the CBRF               | 674,717            | -                | -              | -                 | 674,717            |
| Loans and advances to customers                     | 82,067,018         | -                | -              | -                 | 82,067,018         |
| Due from other banks                                | 726,209            | -                | -              | -                 | 726,209            |
| Financial derivatives                               | 9,487,747          | 1,857,124        | -              | -                 | 11,344,871         |
| Investment securities available for sale            | 15,935,866         | -                | -              | -                 | 15,935,866         |
| Repurchase receivables                              | 2,344,080          | -                | -              | -                 | 2,344,080          |
| Guarantee deposits with payment systems             | -                  | 3,376,795        | -              | -                 | 3,376,795          |
| Other financial assets                              | 1,439,345          | 2,060,215        | -              | -                 | 3,499,560          |
| <b>Total financial assets</b>                       | <b>125,176,691</b> | <b>8,481,469</b> | <b>-</b>       | <b>-</b>          | <b>133,658,160</b> |
| <b>Financial liabilities</b>                        |                    |                  |                |                   |                    |
| Due to banks  | 6,391,636          | -                | -              | -                 | 6,391,636          |
| Customer accounts                                   | 88,845,378         | -                | 497,264        | -                 | 89,342,642         |
| Debt securities in issue                            | 1,876,764          | -                | -              | 28,093            | 1,904,857          |
| Subordinated debt                                   | -                  | -                | -              | 14,609,295        | 14,609,295         |
| Financial derivatives                               | 7,514              | -                | -              | -                 | 7,514              |
| Other financial liabilities                         | 1,203,158          | 93,066           | -              | -                 | 1,296,224          |
| <b>Total financial liabilities</b>                  | <b>98,324,450</b>  | <b>93,066</b>    | <b>497,264</b> | <b>14,637,388</b> | <b>113,552,168</b> |
| <b>Unused limits on credit card loans (Note 33)</b> | <b>50,829,812</b>  | <b>-</b>         | <b>-</b>       | <b>-</b>          | <b>50,829,812</b>  |

**31 Financial Risk Management (Continued)**

The geographical concentration of the Group's financial assets and liabilities at 31 December 2014 is set out below:

|   | Russia            | OECD              | Other<br>Non-<br>OECD | Listed            | Total              |
|---|-------------------|-------------------|-----------------------|-------------------|--------------------|
| <i>In thousands of RR</i>                               |                   |                   |                       |                   |                    |
| <b>Financial assets</b>                                 |                   |                   |                       |                   |                    |
| Cash and cash equivalents                               | 7,239,616         | 3,459,961         | -                     | -                 | 10,699,577         |
| Mandatory cash balances with the CBRF                   | 685,510           | -                 | -                     | -                 | 685,510            |
| Loans and advances to customers                         | 74,579,998        | -                 | -                     | -                 | 74,579,998         |
| Financial derivatives                                   | 5,244,630         | 3,635,342         | -                     | -                 | 8,879,972          |
| Investment securities available for sale                | 216,535           | -                 | -                     | -                 | 216,535            |
| Repurchase receivables                                  | 5,366,280         | -                 | -                     | -                 | 5,366,280          |
| Guarantee deposits with payment systems                 | -                 | 2,967,132         | -                     | -                 | 2,967,132          |
| Other financial assets                                  | 788,260           | 1,102,407         | -                     | -                 | 1,890,667          |
| <b>Total financial assets</b>                           | <b>94,120,829</b> | <b>11,164,842</b> | <b>-</b>              | <b>-</b>          | <b>105,285,671</b> |
| <b>Financial liabilities</b>                            |                   |                   |                       |                   |                    |
| Due to banks  | 10,331,216        | -                 | -                     | -                 | 10,331,216         |
| Customer accounts                                       | 41,487,846        | -                 | 1,878,588             | -                 | 43,366,434         |
| Debt securities in issue                                | -                 | 223,034           | -                     | 19,191,746        | 19,414,780         |
| Subordinated debt                                       | -                 | -                 | -                     | 11,250,686        | 11,250,686         |
| Other financial liabilities                             | 730,955           | 842,906           | -                     | -                 | 1,573,861          |
| <b>Total financial liabilities</b>                      | <b>52,550,017</b> | <b>1,065,940</b>  | <b>1,878,588</b>      | <b>30,442,432</b> | <b>85,936,977</b>  |
| <b>Unused limits on credit card loans<br/>(Note 33)</b> | <b>38,320,923</b> | <b>-</b>          | <b>-</b>              | <b>-</b>          | <b>38,320,923</b>  |

Assets, liabilities and credit related commitments have been based on the country in which the counterparty is located. Cash on hand has been allocated based on the country in which they are physically held. Balances with Russian counterparties actually outstanding to/from offshore companies of these Russian counterparties, are allocated to the caption "Russia".

**Other risk concentrations.** Management monitors and discloses concentrations of credit risk by obtaining reports listing exposures to borrowers with aggregated loan balances in excess of 10% of net assets. The Group did not have any such significant risk concentrations at 31 December 2015 and 2014.

**Liquidity risk.** Liquidity risk is the risk that an entity will encounter difficulty in meeting obligations associated with financial liabilities. The Group is exposed to daily calls on its available cash resources from unused limits on issued credit cards, retail deposits from customers, current accounts and due to banks. The Group does not maintain cash resources to meet all of these needs as experience shows that only a certain level of calls will take place and it can be predicted with a high level of certainty. Liquidity risk is managed by the Financial Committee of the Bank.

The Group seeks to maintain a stable funding base primarily consisting of amounts due to institutional investors, corporate and retail customer deposits and debt securities. The Group keeps all available cash in diversified portfolios of liquid instruments such as a correspondent account with CBRF and overnight placements in high-rated commercial banks, in order to be able to respond quickly and smoothly to unforeseen liquidity requirements. The available cash at all times exceeds all accrued financing costs falling due within half a year plus two months of regular operating costs.

### 31 Financial Risk Management (Continued)

The liquidity management of the Group requires considering the level of liquid assets necessary to settle obligations as they fall due; maintaining access to a range of funding sources; maintaining funding contingency plans; and monitoring balance sheet liquidity ratios against regulatory requirements. The liquidity analysis takes into account the covenant requirements and ability of the Group to waive any potential breaches within the grace period.

The Bank calculates liquidity ratios on a daily basis in accordance with the requirements of the CBRF. The Bank has complied with these ratios throughout 2015 and 2014.

The CFO receives information about the liquidity profile of the financial assets and liabilities. This includes daily, weekly, monthly and quarterly updates on the level of credit card transactions and repayments, statistics on credit card issuance and credit card limit utilisation, inflow and outflow of retail deposits, level of expected outflows such as operating costs and financing activities. The CFO then ensures the availability of an adequate portfolio of short-term liquid assets, made up of an amount on the correspondent account with the CBRF and overnight deposits with banks, to ensure that sufficient liquidity is maintained within the Group as a whole. Major assumptions used in liquidity analysis are based on long-standing statistics that shows that on average, about 55% of issued credit cards are activated, about 78% of activated credit cards are actually used, and the utilisation rate for credit cards is about 80%. The level of quarterly transactions is generally within 30-35% of the gross credit card portfolio while the level of quarterly repayments is generally 40-45% of the gross credit card portfolio. Regular liquidity stress testing under a variety of scenarios covering both normal and more severe market conditions and credit card portfolio behaviour is reviewed by the CFO.

The table below shows liabilities at 31 December 2015 by their remaining contractual maturity. The amounts of liabilities disclosed in the maturity table are the contractual undiscounted cash flows and gross loan commitments. Such undiscounted cash flows differ from the amount included in the consolidated statement of financial position because the consolidated statement of financial position amount is based on discounted cash flows. When the amount payable is not fixed, the amount disclosed is determined by reference to the conditions existing at the reporting date. Foreign currency payments are translated using the spot exchange rate at the end of the reporting period.

| <i>In thousands of RR</i>  | <b>Demand<br/>and less<br/>than<br/>1 month</b> | <b>From 1 to<br/>3 months</b> | <b>From 3 to<br/>6 months</b> | <b>From 6 to<br/>12 months</b> | <b>More than<br/>1 year</b> | <b>Total</b>       |
|--|---|-------------------------------|-------------------------------|--------------------------------|-----------------------------|--------------------|
| <b>Liabilities</b>   |   |                               |                               |                                |                             |                    |
| Due to banks   | 2,523,109                                       | 2,023,753                     | 1,889,048                     | -                              | -                           | 6,435,910          |
| Customer accounts  | 34,955,537                                      | 21,431,659                    | 18,706,176                    | 16,976,246                     | 1,553,528                   | 93,623,146         |
| Debt securities in issue   | -   | -                             | 2,029,156                     | -                              | -                           | 2,029,156          |
| Subordinated debt  | -   | -                             | 1,020,358                     | 1,020,358                      | 17,637,614                  | 19,678,330         |
| Other financial liabilities                                      | 1,296,224                                       | -                             | -                             | -                              | -                           | 1,296,224          |
| Financial derivatives  | 3,648,514                                       | 56,223                        | 6,145,329                     | 70,570                         | 3,517,394                   | 13,438,030         |
| Unused limits on credit card loans (Note 33)                     | 50,829,812                                      | -                             | -                             | -                              | -                           | 50,829,812         |
| <b>Total potential future payments for financial obligations</b> | <b>93,253,196</b>                               | <b>23,511,635</b>             | <b>29,790,067</b>             | <b>18,067,174</b>              | <b>22,708,536</b>           | <b>187,330,608</b> |



### 31 Financial Risk Management (Continued)

The maturity analyses of financial liabilities at 31 December 2014 is as follows:

| <i>In thousands of RR</i>  | <b>Demand<br/>and less<br/>than<br/>1 month</b> | <b>From 1 to<br/>3 months</b> | <b>From 3 to<br/>6 months</b> | <b>From 6 to<br/>12 months</b> | <b>More than<br/>1 year</b> | <b>Total</b>       |
|--|---|-------------------------------|-------------------------------|--------------------------------|-----------------------------|--------------------|
| <b>Liabilities</b>   |   |                               |                               |                                |                             |                    |
| Due to banks   | 5,411,600                                       | 2,077,737                     | 831,699                       | 2,283,140                      | -                           | 10,604,176         |
| Customer accounts  | 15,269,009                                      | 8,099,825                     | 7,066,577                     | 12,299,714                     | 3,415,079                   | 46,150,204         |
| Debt securities in issue   | 104,720   | 981,006                       | 2,780,440                     | 17,003,490                     | -                           | 20,869,656         |
| Subordinated debt  | -   | -                             | 787,618                       | 787,618                        | 15,189,768                  | 16,765,004         |
| Other financial liabilities  | 1,573,861                                       | -                             | -                             | -                              | -                           | 1,573,861          |
| Financial derivatives  | 5,700,492                                       | 91,329                        | 150,211                       | 3,476,567                      | 9,849,940                   | 19,268,539         |
| Unused limits on credit<br>card loans (Note 33)                          | 38,320,923                                      | -                             | -                             | -                              | -                           | 38,320,923         |
| <b>Total potential future<br/>payments for<br/>financial obligations</b> | <b>66,380,605</b>                               | <b>11,249,897</b>             | <b>11,616,545</b>             | <b>35,850,529</b>              | <b>28,454,787</b>           | <b>153,552,363</b> |

Financial derivatives receivable and payable are disclosed in the Note 35. The tables above present only the gross payables.

Customer accounts are classified in the above analyses based on contractual maturities. However, in accordance with the Russian Civil Code, individuals have a right to withdraw their deposits prior to maturity if they forfeit their right to accrued interest.

The Group takes on exposure to liquidity risk, which is the risk of cash surplus in case of assets-liabilities cash-flow profile mismatch. Exposure to liquidity risk arises as a result of the Group's borrowing and operational activities that assume cash payment obligations.

The Group uses daily, short-term and long-term reporting, stress-testing and forecasting practices to monitor and prevent potential liquidity problems. The Group is actively increasing the number of counterparties for interbank lending, looks for new wholesale markets, improves and creates additional debit and credit products to have more instruments over cash-flow management. The recent economic situation has resulted in increased liquidity risk. In response the management of the Group preserves cash safety cushions for possible cash outflows and has planned Group's liquidity position for the next year to ensure it can cover all upcoming payment obligations.

**31 Financial Risk Management (Continued)**

The expected maturity analysis of financial instruments at carrying amounts as monitored by management at 31 December 2015 is presented in the table below.

| <i>In thousands of RR</i>                           | <b>Demand<br/>and less<br/>than<br/>1 month</b> | <b>From 1 to<br/>3 months</b> | <b>From 3 to<br/>6 months</b> | <b>From 6 to<br/>12 months</b> | <b>From 1 to<br/>5 years</b> | <b>Total</b>       |
|---|---|-------------------------------|-------------------------------|--------------------------------|------------------------------|--------------------|
| <b>Assets</b>                                       |   |                               |                               |                                |                              |                    |
| Cash and cash equivalents                           | 13,689,044                                      | -                             | -                             | -                              | -                            | 13,689,044         |
| Mandatory cash balances with the CBRF               | 219,673   | 59,702                        | 64,357                        | 106,156                        | 224,829                      | 674,717            |
| Due from other banks                                | 207,107   | 329,423                       | 189,679                       | -                              | -                            | 726,209            |
| Loans and advances to customers                     | 12,272,020                                      | 19,313,110                    | 19,428,962                    | 19,302,965                     | 11,749,961                   | 82,067,018         |
| Financial derivatives                               | -   | -                             | 7,721,398                     | -                              | 3,623,473                    | 11,344,871         |
| Investment securities available for sale            | 15,935,866                                      | -                             | -                             | -                              | -                            | 15,935,866         |
| Repurchase receivables                              | 283,265   | -                             | 2,060,815                     | -                              | -                            | 2,344,080          |
| Guarantee deposits with payment systems             | 504,955   | 794,673                       | 799,440                       | 794,255                        | 483,472                      | 3,376,795          |
| Other financial assets                              | 3,499,560                                       | -                             | -                             | -                              | -                            | 3,499,560          |
| <b>Total financial assets</b>                       | <b>46,611,490</b>                               | <b>20,496,908</b>             | <b>30,264,651</b>             | <b>20,203,376</b>              | <b>16,081,735</b>            | <b>133,658,160</b> |
| <b>Liabilities</b>                                  |   |                               |                               |                                |                              |                    |
| Due to banks  | 2,513,955                                       | 2,000,000                     | 1,877,681                     | -                              | -                            | 6,391,636          |
| Customer accounts                                   | 29,088,022                                      | 7,905,391                     | 8,521,845                     | 14,056,710                     | 29,770,674                   | 89,342,642         |
| Debt securities in issue                            | -   | -                             | 1,904,857                     | -                              | -                            | 1,904,857          |
| Subordinated debt                                   | -   | -                             | 136,048                       | -                              | 14,473,247                   | 14,609,295         |
| Financial derivatives                               | 7,514   | -                             | -                             | -                              | -                            | 7,514              |
| Other financial liabilities                         | 1,296,224                                       | -                             | -                             | -                              | -                            | 1,296,224          |
| <b>Total financial liabilities</b>                  | <b>32,905,715</b>                               | <b>9,905,391</b>              | <b>12,440,431</b>             | <b>14,056,710</b>              | <b>44,243,921</b>            | <b>113,552,168</b> |
| <b>Net liquidity gap at 31 December 2015</b>        | <b>13,705,775</b>                               | <b>10,591,517</b>             | <b>17,824,220</b>             | <b>6,146,666</b>               | <b>(28,162,186)</b>          | <b>20,105,992</b>  |
| <b>Cumulative liquidity gap at 31 December 2015</b> | <b>13,705,775</b>                               | <b>24,297,292</b>             | <b>42,121,512</b>             | <b>48,268,178</b>              | <b>20,105,992</b>            | <b>-</b>           |

**31 Financial Risk Management (Continued)**

The expected maturity analysis of financial instruments at carrying amounts as monitored by management based on the revised approach at 31 December 2014 is as follows:

| <i>In thousands of RR</i>                           | <b>Demand<br/>and less<br/>than<br/>1 month</b> | <b>From 1 to<br/>3 months</b> | <b>From 3 to<br/>6 months</b> | <b>From 6 to<br/>12 months</b> | <b>From 1 to<br/>5 years</b> | <b>Total</b>       |
|---|---|-------------------------------|-------------------------------|--------------------------------|------------------------------|--------------------|
| <b>Assets</b>                                       |   |                               |                               |                                |                              |                    |
| Cash and cash equivalents                           | 10,699,577                                      | -                             | -                             | -                              | -                            | 10,699,577         |
| Mandatory cash balances with the CBRF               | 214,003   | 49,421                        | 63,466                        | 156,666                        | 201,954                      | 685,510            |
| Loans and advances to customers                     | 9,193,912                                       | 15,127,382                    | 16,389,873                    | 18,488,062                     | 15,380,769                   | 74,579,998         |
| Financial derivatives                               | -   | -                             | -                             | 2,705,553                      | 6,174,419                    | 8,879,972          |
| Investment securities available for sale            | 216,535   | -                             | -                             | -                              | -                            | 216,535            |
| Repurchase receivables                              | 5,366,280                                       | -                             | -                             | -                              | -                            | 5,366,280          |
| Guarantee deposits with payment systems             | 365,776   | 601,836                       | 652,064                       | 735,539                        | 611,917                      | 2,967,132          |
| Other financial assets                              | 1,890,667                                       | -                             | -                             | -                              | -                            | 1,890,667          |
| <b>Total financial assets</b>                       | <b>27,946,750</b>                               | <b>15,778,639</b>             | <b>17,105,403</b>             | <b>22,085,820</b>              | <b>22,369,059</b>            | <b>105,285,671</b> |
| <b>Liabilities</b>                                  |   |                               |                               |                                |                              |                    |
| Due to banks  | 5,331,607                                       | 2,005,548                     | 748,515                       | 2,245,546                      | -                            | 10,331,216         |
| Customer accounts                                   | 13,538,174                                      | 3,126,442                     | 4,014,948                     | 9,910,938                      | 12,775,932                   | 43,366,434         |
| Debt securities in issue                            | 98,808  | 672,865                       | 2,670,368                     | 15,972,739                     | -                            | 19,414,780         |
| Subordinated debt                                   | -   | -                             | -                             | -                              | 11,250,686                   | 11,250,686         |
| Other financial liabilities                         | 1,573,861                                       | -                             | -                             | -                              | -                            | 1,573,861          |
| <b>Total financial liabilities</b>                  | <b>20,542,450</b>                               | <b>5,804,855</b>              | <b>7,433,831</b>              | <b>28,129,223</b>              | <b>24,026,618</b>            | <b>85,936,977</b>  |
| <b>Net liquidity gap at 31 December 2014</b>        | <b>7,404,300</b>                                | <b>9,973,784</b>              | <b>9,671,572</b>              | <b>(6,043,403)</b>             | <b>(1,657,559)</b>           | <b>19,348,694</b>  |
| <b>Cumulative liquidity gap at 31 December 2014</b> | <b>7,404,300</b>                                | <b>17,378,084</b>             | <b>27,049,656</b>             | <b>21,006,253</b>              | <b>19,348,694</b>            | -                  |

All the Investment securities available for sale are classified within demand and less than one month as they are easy repoable in CBR or on the open market securities and can provide immediate liquidity to the Group. All current accounts of individuals are classified within demand and less than one month.

The allocation of deposits of individuals considers the statistics of autoprolongations and top-ups of longer deposits with the funds from shorter deposits after their expiration in case when the customers have more than one active deposit.

The matching and/or controlled mismatching of the maturities and interest rates of assets and liabilities is fundamental to the management of the Group. It is unusual for banks ever to be completely matched since business transacted is often of an uncertain term and of different types. An unmatched position potentially enhances profitability, but can also increase the risk of losses. The maturities of assets and liabilities and the ability to replace, at an acceptable cost, interest-bearing liabilities as they mature, are important factors in assessing the liquidity of the Group and its exposure to changes in interest and exchange rates.

### **31 Financial Risk Management (Continued)**

Management believes that in spite of a substantial portion of customer accounts being on demand, diversification of these deposits by number and type of depositors, and the past experience of the Group would indicate that these customer accounts provide a long-term and stable source of funding for the Group.

### **32 Management of Capital**

The Group's objectives when managing capital are (i) for the Bank to comply with the capital requirements set by the Central Bank of Russian Federation (CBRF), (ii) for the Group to comply with the financial covenants set by the terms of RR and USD denominated securities issued; (iii) to safeguard the Group's ability to continue as a going concern.

The Group considers total capital under management to be equity as shown in the consolidated statement of financial position. The amount of capital that the Group managed as of 31 December 2015 was RR 22,946,471 thousand (2014: RR 20,969,068 thousand). Compliance with capital adequacy ratios set by the CBRF is monitored daily and submitted to the CBRF monthly with reports outlining their calculation reviewed and signed by the Bank's Chief Executive Officer and Chief Accountant. Other objectives of capital management are evaluated annually.

Under the current capital requirements set by the CBRF banks have to maintain a ratio of regulatory capital to risk weighted assets ("statutory capital ratio") above a prescribed minimum level of 10%. Based on the report submitted to CBRF the Bank's statutory capital ratio equal to 13.01% as of 31 December 2015.

The Group also monitors capital requirements including capital adequacy ratio under the Basel III methodology of the Basel Committee on Banking Supervision: international regulatory standards for more resilient banks and banking systems (hereinafter "Basel III"). The amount of total capital calculated in accordance with the methodology set by Basel Committee with capital adjustments as set out in Basel III as at 31 December 2015 was RR 28,102,033 thousand (2014: RR 27,156,707 thousand), the amount of Tier 1 capital as at 31 December 2015 was RR 21,527,850 thousand (2014: RR 19,843,761 thousand). Total capital adequacy ratio and Tier 1 capital adequacy ratio were 18.25% and 13.98% respectively (2014: 21.81% and 15.94% respectively). The Group and the Bank have complied with all externally imposed capital requirements throughout 2015 and 2014.

### **33 Contingencies and Commitments**

**Legal proceedings.** From time to time and in the normal course of business, claims against the Group may be received. On the basis of its own estimates and internal professional advice management is of the opinion that no material losses will be incurred in respect of claims and accordingly no provision has been made in these consolidated financial statements.

**Tax contingencies.** Russian tax legislation which was enacted or substantively enacted at the end of the reporting period, is subject to varying interpretations when being applied to the transactions and activities of the Group. Consequently, tax positions taken by management and the formal documentation supporting the tax positions may be challenged tax authorities. Russian tax administration is gradually strengthening, including the fact that there is a higher risk of review of tax transactions without a clear business purpose or with tax non-compliant counterparties. Fiscal periods remain open to review by the authorities in respect of taxes for three calendar years preceding the year when decision about review was made. Under certain circumstances reviews may cover longer periods.

The Russian transfer pricing legislation is to a large extent aligned with the international transfer pricing principles developed by the Organisation for Economic Cooperation and Development. This legislation provides the possibility for tax authorities to make transfer pricing adjustments and impose additional tax liabilities in respect of controlled transactions (transactions with related parties and some types of transactions with unrelated parties), provided that the transaction price is not on an arm's length basis.

### 33 Contingencies and Commitments (Continued)

Tax liabilities arising from transactions between companies are determined using actual transaction prices. It is possible, with the evolution of the interpretation of the transfer pricing rules, that such transfer prices could be challenged. The impact of any such challenge cannot be reliably estimated; however, it may be significant to the financial position and/or the overall operations of the Group.

The Group includes companies incorporated outside of Russia. The tax liabilities of the Group are determined on the assumption that these companies are not subject to Russian profits tax, because they do not have a permanent establishment in Russia. This interpretation of relevant legislation may be challenged but the impact of any such challenge cannot be reliably estimated currently; however, it may be significant to the financial position and/or the overall operations of the Group. In 2014, the Controlled Foreign Company (CFC) legislation introduced Russian taxation of profits of foreign companies and non-corporate structures (including trusts) controlled by Russian tax residents (controlling parties). Starting from 2015, CFC income is subject to a 20% tax rate if the CFC is controlled by a legal entity and a rate of 13% if it is controlled by an individual. As a result, management reassessed the Group's tax positions and recognised deferred taxes for temporary differences that arose from the expected taxable manner of recovery of the relevant Group's operations to which the CFC legislation will apply to.

As Russian tax legislation does not provide definitive guidance in certain areas, the Group adopts, from time to time, interpretations of such uncertain areas that reduce the overall tax rate of the Group. While management currently estimates that the tax positions and interpretations that it has taken can probably be sustained, there is a possible risk that outflow of resources will be required should such tax positions and interpretations be challenged by the tax authorities. The impact of any such challenge cannot be reliably estimated; however, it may be significant to the financial position and/or the overall operations of the Group.

As at 31 December 2015 no material tax risks were identified (2014: same).

**Operating lease commitments.** Where the Group is the lessee, the future minimum lease payments under non-cancellable operating leases are as follows:

| <i>In thousands of RR</i>                | <b>2015</b>    | <b>2014</b>    |
|--|----------------|----------------|
| Not later than 1 year                    | 660,345        | 541,735        |
| <b>Total operating lease commitments</b> | <b>660,345</b> | <b>541,735</b> |

**Other commitments.** Other commitments include the fixed sponsorship fee under contract with the Tinkoff-Saxo Cycling Team. The future sponsorship payments are as follows:

| <i>In thousands of RR</i>                    | <b>31 December<br/>2015</b> | <b>31 December<br/>2014</b> |
|--|-----------------------------|-----------------------------|
| Not later than 1 year                        | 597,729                     | 512,570                     |
| Later than 1 year and not later than 5 years | -                           | 1,025,141                   |
| <b>Total other commitments</b>               | <b>597,729</b>              | <b>1,537,711</b>            |

**Compliance with covenants.** The Group is subject to certain covenants related primarily to its subordinated debt. Non-compliance with such covenants may result in negative consequences for the Group. Management believes that the Group was in compliance with all such covenants as at 31 December 2015 and 31 December 2014.

### 33 Contingencies and Commitments (Continued)

**Credit related commitments.** The primary purpose of these instruments is to ensure that funds are available to a customer as required. Commitments to extend credit represent unused portions of authorisations to extend credit in the form of credit card loans. With respect to credit risk on commitments to extend credit, the Group is potentially exposed to loss in an amount equal to the total unused commitments, if the unused amounts were to be drawn down. The most commitments to extend credit are contingent upon customers maintaining specific credit standards. The Group monitors the term to maturity of credit related commitments because longer-term commitments generally have a greater degree of credit risk than shorter-term commitments.

Outstanding credit related commitments are as follows:

| <i>In thousands of RR</i>          | <b>2015</b> | <b>2014</b> |
|------------------------------------|-------------|-------------|
| Unused limits on credit card loans | 50,829,812  | 38,320,923  |

The total outstanding contractual amount of unused limits on contingencies and commitments liability does not necessarily represent future cash requirements, as these financial instruments may expire or terminate without being funded. In accordance with credit card service conditions the Group has a right to refuse the issuance, activation, reissuing or unblocking of a credit card, and is providing a credit card limit at its own discretion and without explaining its reasons. Also the Group has a right to increase or decrease a credit card limit at any time without prior notice. Credit related commitments are denominated in RR. Therefore, the fair value of the contractual amount of revocable unused limits on contingencies and commitments is close to zero.

**Assets pledged.** The Group had assets pledged as collateral with the following carrying value:

| <i>In thousands of RR</i> | <b>Note</b> | <b>31 December 2015</b> |                          | <b>31 December 2014</b> |                          |
|---------------------------|-------------|-------------------------|--------------------------|-------------------------|--------------------------|
|                           |             | <b>Asset pledged</b>    | <b>Related liability</b> | <b>Asset pledged</b>    | <b>Related liability</b> |
| Repurchase receivables    | 10,14       | 2,344,080               | 2,127,346                | 5,366,280               | 5,002,399                |
| <b>Total</b>              |             | <b>2,344,080</b>        | <b>2,127,346</b>         | <b>5,366,280</b>        | <b>5,002,399</b>         |

Mandatory cash balances with the CBRF of RR 674,717 thousand (2014: RR 685,510 thousand) represent mandatory reserve deposits which are not available to finance the Bank's day to day operations as disclosed in Note 3.

### 34 Transfers of Financial Assets

**Transfers that did not qualify for derecognition of the financial asset in its entirety.**

The Group transferred financial assets in transactions that did not qualify for derecognition in the current and prior periods.

**Sale and repurchase transactions.** At 31 December 2015, the Group has available for sale securities represented by Russian government bonds of RR 283,265 thousand and corporate bonds of RR 2,060,815 thousand (2014: Russian government bonds of RR 267,412 thousand and corporate bonds of RR 5,098,868 thousand) that are subject to obligation to repurchase the securities for a fixed pre-determined price. Refer to Note 14 for the carrying value of obligations from this sale and repurchase transactions.

### 34 Transfers of Financial Assets (Continued)

The following schedule summarises transfers where the entity continues to recognise all of the transferred financial assets. The analysis is provided by class of financial assets.

| <i>In thousands of Russian Roubles</i> | Note | 31 December 2015                          |   | 31 December 2014                          |   |
|--|------|---|---|---|---|
|  |      | Carrying amount of the assets at year end | Carrying amount of the associated liabilities | Carrying amount of the assets at year end | Carrying amount of the associated liabilities |
| Repurchase receivables                 | 10   | 2,344,080                                 | 2,127,346                                     | 5,366,280                                 | 5,002,399                                     |
| <b>Total</b>                           |      | <b>2,344,080</b>                          | <b>2,127,346</b>                              | <b>5,366,280</b>                          | <b>5,002,399</b>                              |

### 35 Financial Derivatives

The table below sets out fair values, at the end of the reporting period, of currencies receivable or payable under foreign exchange swap contracts entered into by the Group. The table reflects gross positions before the netting of any counterparty positions (and payments) and covers the contracts with settlement dates after the end of the respective reporting period.

| <i>In thousands of RR</i>   | 2015                               |                                    | 2014                               |                                    |
|---|------------------------------------|------------------------------------|------------------------------------|------------------------------------|
|   | Contracts with positive fair value | Contracts with negative fair value | Contracts with positive fair value | Contracts with negative fair value |
| <b>Foreign exchange forwards and swaps: fair values, at the end of the reporting period, of</b> |                                    |                                    |                                    |                                    |
| - USD receivable on settlement (+)  | 20,083,723                         | 27,639                             | 24,816,488                         | -                                  |
| - USD payable on settlement (-)   | -                                  | (3,313,552)                        | -                                  | -                                  |
| - RR payable on settlement (-)  | (8,738,852)                        | (35,897)                           | (15,936,516)                       | (12,292)                           |
| - RR receivable on settlement (-)   | -                                  | 3,544,679                          | -                                  | -                                  |
| - EUR receivable on settlement (+)  | -                                  | 8,258                              | -                                  | 12,292                             |
| - EUR payable on settlement (-)   | -                                  | (238,641)                          | -                                  | -                                  |
| <b>Net fair value of foreign exchange forwards and swaps</b>                                    | <b>11,344,871</b>                  | <b>(7,514)</b>                     | <b>8,879,972</b>                   | <b>-</b>                           |

Included in financial derivatives held by the Group as at 31 December 2015 is one outstanding swap contract with positive fair value of RR 1,857,124 thousand, which includes reference to the default of JSC VTB Bank, JSC Gazprom or the Russian Federation (31 December 2014: RR 929,788 thousand). There are also three other outstanding swap contracts with total positive fair value of RR 9,487,747 thousand which include reference to the default of the Bank (31 December 2014: RR 7,950,184 thousand).

Where there is a reference in the swap contract to default of the entity or the country the swap contract would be cancelled and all of the rights and obligations are terminated in the event of an actual default of this entity or the country.

Foreign exchange derivative financial instruments entered into by the Group are generally gross settled derivatives traded in an over-the-counter market with professional market counterparties on standardised contractual terms and conditions. Derivatives have potentially favourable (assets) or unfavourable (liabilities) conditions as a result of fluctuations in market interest rates, foreign exchange rates or other variables relative to their terms. The aggregate fair values of derivative financial assets and liabilities can fluctuate significantly from time to time.

**36 Fair Value of Financial Instruments**

Fair value measurements are analysed by level in the fair value hierarchy as follows: (i) level one are measurements at quoted prices (unadjusted) in active markets for identical assets or liabilities, (ii) level two measurements are valuation techniques with all material inputs observable for the asset or liability, either directly (that is, as prices) or indirectly (that is, derived from prices), and (iii) level three measurements are valuations not based on observable market data (that is, unobservable inputs). Management applies its judgement in categorising financial instruments using the fair value hierarchy. If a fair value measurement uses observable inputs that require significant adjustment, that measurement is a level 3 measurement. The significance of a valuation input is assessed against the fair value measurement in its entirety.

**(a) Recurring fair value measurements**

Recurring fair value measurements are those that the accounting standards require or permit in the consolidated statement of financial position at the end of each reporting period. The levels in the fair value hierarchy into which the recurring fair value measurements are categorised are as follows:

| <i>In thousands of RR</i>                             | <b>31 December 2015</b> |                   |                |                   | <b>31 December 2014</b> |                  |                |                   |
|---|-------------------------|-------------------|----------------|-------------------|-------------------------|------------------|----------------|-------------------|
|   | <b>Level 1</b>          | <b>Level 2</b>    | <b>Level 3</b> | <b>Total</b>      | <b>Level 1</b>          | <b>Level 2</b>   | <b>Level 3</b> | <b>Total</b>      |
| <b>ASSETS AT FAIR VALUE</b>                           |                         |                   |                |                   |                         |                  |                |                   |
| Financial derivatives                                 | -                       | 11,344,871        | -              | 11,344,871        | -                       | 8,879,972        | -              | 8,879,972         |
| Investment securities available for sale              | 15,935,866              | -                 | -              | 15,935,866        | 216,535                 | -                | -              | 216,535           |
| Repurchase receivables                                | 2,344,080               | -                 | -              | 2,344,080         | 5,366,280               | -                | -              | 5,366,280         |
| <b>Total assets recurring fair value measurements</b> | <b>18,279,946</b>       | <b>11,344,871</b> | <b>-</b>       | <b>29,624,817</b> | <b>5,582,815</b>        | <b>8,879,972</b> | <b>-</b>       | <b>14,462,787</b> |

The description of valuation techniques and the description of the inputs used in the fair value measurement for level 2 measurements at 31 December 2015 are as follows:

| <i>In thousands of RR</i>                                 | <b>Fair value</b> | <b>Valuation technique</b>                                   | <b>Inputs used</b>   |
|---|-------------------|--|--|
| <b>ASSETS AT FAIR VALUE</b>                               |                   |  |  |
| Foreign exchange swaps                                    | 11,344,871        | Discounted cash flows adjusted for counterparty credit risk. | Russian rouble curve.<br>USD Dollar Swaps Curve.<br>CDS quotes assessment of counterparty credit risk or reference entities. |
| <b>Total recurring fair value measurements at level 2</b> | <b>11,344,871</b> |  |  |

| <i>In thousands of RR</i>                                 | <b>Fair value</b> | <b>Valuation technique</b>  | <b>Inputs used</b>        |
|---|-------------------|---|---------------------------|
| <b>LIABILITIES AT FAIR VALUE</b>                          |                   |   |                           |
| Foreign exchange forwards                                 | 7,514             | Application of forward market quotes as of the date of valuation. | Bloomberg forward quotes. |
| <b>Total recurring fair value measurements at level 2</b> | <b>7,514</b>      |   |                           |



**36 Fair Value of Financial Instruments (Continued)**

There were no changes in the valuation techniques for level 2 recurring fair value measurements during the year ended 31 December 2015 (2014: none) except for the refining of the method of the counterparty's' credit risk applying.

Level 2 trading and hedging derivatives comprise foreign exchange forwards and swaps. The foreign exchange forwards have been fair valued using forward exchange rates that are quoted in an active market. Foreign exchange swaps are fair valued using forward interest rates extracted from observable yield curves. The effects of discounting are generally insignificant for level 2 derivatives.

**(b) Assets and liabilities not measured at fair value but for which fair value is disclosed**

Fair values analysed by level in the fair value hierarchy and carrying value of assets not measured at fair value are as follows:

| <i>In thousands of RR</i>  | 31 December 2015 |                   |                   |                    | 31 December 2014 |                   |                   |                   |
|--|------------------|-------------------|-------------------|--------------------|------------------|-------------------|-------------------|-------------------|
|  | Level 1          | Level 2           | Level 3           | Carrying value     | Level 1          | Level 2           | Level 3           | Carrying value    |
| <b>FINANCIAL Assets</b>  |                  |                   |                   |                    |                  |                   |                   |                   |
| <b>CARRIED AT AMORTISED COST</b>   |                  |                   |                   |                    |                  |                   |                   |                   |
| <b>Cash and cash equivalents</b>   |                  |                   |                   |                    |                  |                   |                   |                   |
| - Cash on hand   | 34,991           | -                 | -                 | 34,991             | 25,571           | -                 | -                 | 25,571            |
| - Cash balances with the CBRF (other than mandatory reserve deposits)            | -                | 5,314,736         | -                 | 5,314,736          | -                | 2,295,541         | -                 | 2,295,541         |
| - Placements with other banks with original maturities of less than three months | -                | 8,339,317         | -                 | 8,339,317          | -                | 8,378,465         | -                 | 8,378,465         |
| <b>Mandatory cash balances with the CBRF</b>                                     | -                | 674,717           | -                 | 674,717            | -                | 685,510           | -                 | 685,510           |
| <b>Due from other banks</b>  | -                | 724,266           | -                 | 726,209            | -                | -                 | -                 | -                 |
| <b>Loans and advances to customers</b>   | -                | -                 | 82,067,018        | 82,067,018         | -                | -                 | 74,579,998        | 74,579,998        |
| <b>Guarantee deposits with payment systems</b>                                   | -                | -                 | 3,376,795         | 3,376,795          | -                | -                 | 2,967,132         | 2,967,132         |
| <b>Other financial assets</b>  | -                | -                 | -                 | -                  | -                | -                 | -                 | -                 |
| Settlement of operations with plastic cards receivable                           | -                | 3,355,490         | -                 | 3,355,490          | -                | 1,813,784         | -                 | 1,813,784         |
| Trade and other receivables  | -                | -                 | 127,104           | 127,104            | -                | -                 | 76,633            | 76,633            |
| Other financial assets   | -                | -                 | 16,966            | 16,966             | -                | -                 | 250               | 250               |
| <b>Total financial assets carried at amortised cost</b>                          | <b>34,991</b>    | <b>18,408,526</b> | <b>85,587,883</b> | <b>104,033,343</b> | <b>25,571</b>    | <b>13,173,300</b> | <b>77,624,013</b> | <b>90,822,884</b> |

**36 Fair Value of Financial Instruments (Continued)**

| <i>In thousands of RR</i>                                    | 31 December 2015  |                   |                |                    | 31 December 2014  |                   |                |                   |
|--|-------------------|-------------------|----------------|--------------------|-------------------|-------------------|----------------|-------------------|
|  | Level 1           | Level 2           | Level 3        | Carrying value     | Level 1           | Level 2           | Level 3        | Carrying value    |
| <b>FINANCIAL liabilities</b>                                 |                   |                   |                |                    |                   |                   |                |                   |
| <b>CARRIED AT AMORTISED COST</b>                             |                   |                   |                |                    |                   |                   |                |                   |
| <b>Due to banks</b>  | -                 | 6,381,803         | -              | 6,391,636          | -                 | 10,167,498        | -              | 10,331,216        |
| <b>Customer accounts</b>                                     |                   |                   |                |                    |                   |                   |                |                   |
| Legal entities   |                   |                   |                |                    |                   |                   |                |                   |
| -Current/settlement accounts of corporate entities           | -                 | 517,715           | -              | 517,715            | -                 | 196,242           | -              | 196,242           |
| -Term deposits of corporate entities                         | -                 | 375,123           | -              | 375,123            | -                 | 1,878,589         | -              | 1,878,589         |
| Individuals  |                   |                   |                |                    |                   |                   |                |                   |
| -Current/settlement accounts of individuals                  | -                 | 24,505,510        | -              | 24,505,510         | -                 | 11,056,383        | -              | 11,056,383        |
| -Term deposits of individuals                                | -                 | 65,919,231        | -              | 63,944,294         | -                 | 27,797,931        | -              | 30,235,220        |
| <b>Debt securities in issue</b>                              |                   |                   |                |                    |                   |                   |                |                   |
| USD denominated bonds  | -                 | -                 | -              | -                  | 13,912,820        | -                 | -              | 14,426,424        |
| RR Bonds issued on domestic market                           | 28,354            | -                 | -              | 28,093             | 4,590,139         | -                 | -              | 4,765,322         |
| ECP  | 1,894,200         | -                 | -              | 1,876,764          | 215,094           | -                 | -              | 223,034           |
| <b>Subordinated debt</b>                                     | 15,377,715        | -                 | -              | 14,609,295         | 8,079,644         | -                 | -              | 11,250,686        |
| <b>Other financial liabilities</b>                           |                   |                   |                |                    |                   |                   |                |                   |
| Settlement of operations with plastic cards                  | -                 | 622,390           | -              | 622,390            | -                 | 1,009,440         | -              | 1,009,440         |
| Trade payables   | -                 | -                 | 637,792        | 637,792            | -                 | -                 | 470,608        | 470,608           |
| Other financial liabilities                                  | -                 | -                 | 36,042         | 36,042             | -                 | -                 | 93,813         | 93,813            |
| <b>Total financial liabilities carried at amortised cost</b> | <b>17,300,269</b> | <b>98,321,772</b> | <b>673,834</b> | <b>113,544,654</b> | <b>26,797,697</b> | <b>52,106,083</b> | <b>564,421</b> | <b>85,936,977</b> |

Fair value is the amount at which a financial instrument could be exchanged in a current transaction between willing parties, other than in a forced sale or liquidation, and is best evidenced by an active quoted market price. Where quoted market prices are not available, the Group used valuation techniques. The fair value of floating rate instruments that are not quoted in an active market was estimated to be equal to their carrying amount. The fair value of unquoted fixed interest rate instruments was estimated based on estimated future cash flows expected to be received discounted at current interest rates for new instruments with similar credit risk and remaining maturity.

The fair value of the debt securities in issue and subordinated debt has been calculated based on quoted prices from OJSC Moscow Exchange MICEX-RTS and Irish Stock Exchange, where the Group's debt securities are listed and traded (2014: OJSC Moscow Exchange MICEX-RTS, Berlin Stock Exchange, Frankfurt Stock Exchange and Irish Stock Exchange)

Weighted average discount rates used depend on currency, maturity of the instrument and credit risk of the counterparty and were as follows:

| <i>In % p.a.</i>                         | 2015 | 2014 |
|--|------|------|
| <b>Assets</b>                            |      |      |
| Cash and cash equivalents                | 0.0  | 0.2  |
| Due from other banks                     | 10.5 | -    |
| Loans and advances to customers          | 51.7 | 52.1 |
| Investment securities available for sale | 13.5 | 9.3  |
| Repurchase receivables                   | 6.4  | 9.1  |
| <b>Liabilities</b>                       |      |      |
| Due to banks                             | 9.4  | 18.9 |
| Customer accounts                        | 11.9 | 18.2 |
| Debt securities in issue                 | 10.6 | 18.4 |
| Subordinated debt                        | 11.8 | 27.7 |

### 37 Presentation of Financial Instruments by Measurement Category

For the purposes of measurement, IAS 39, *Financial Instruments: Recognition and Measurement*, classifies financial assets into the following categories: (a) loans and receivables; (b) available-for-sale financial assets; (c) financial assets held to maturity and (d) financial assets at fair value through profit or loss (“FVTPL”). Financial assets at fair value through profit or loss have two subcategories: (i) assets designated as such upon initial recognition, and (ii) those classified as held for trading.

The following table provides a reconciliation of classes of financial assets with these measurement categories as of 31 December 2015:

| <i>In thousands of RR</i>  | Loans and<br>receivables | FVTPL             | Available-<br>for-sale<br>assets | Total              |
|--|--------------------------|-------------------|----------------------------------|--------------------|
| <b>Cash and cash equivalents</b>   |                          |                   |                                  |                    |
| - Cash on hand   | 34,991                   | -                 | -                                | 34,991             |
| - Cash balances with the CBRF (other than mandatory reserve deposits)            | 5,314,736                | -                 | -                                | 5,314,736          |
| - Placements with other banks with original maturities of less than three months | 8,339,317                | -                 | -                                | 8,339,317          |
| <b>Mandatory cash balances with the CBRF</b>                                     | 674,717                  | -                 | -                                | 674,717            |
| <b>Due from other banks</b>  | 726,209                  | -                 | -                                | 726,209            |
| <b>Loans and advances to customers</b>   | 82,067,018               | -                 | -                                | 82,067,018         |
| <b>Financial derivatives</b>   | -                        | 11,344,871        | -                                | 11,344,871         |
| <b>Guarantee deposits with payment systems</b>                                   | 3,376,795                | -                 | -                                | 3,376,795          |
| <b>Investment securities available for sale</b>                                  | -                        | -                 | 15,935,866                       | 15,935,866         |
| <b>Repurchase receivables</b>  | -                        | -                 | 2,344,080                        | 2,344,080          |
| <b>Other financial assets</b>  |                          |                   |                                  |                    |
| - Settlement of operations with plastic cards receivable                         | 3,355,490                | -                 | -                                | 3,355,490          |
| - Trade and other receivables  | 127,104                  | -                 | -                                | 127,104            |
| - Other financial assets   | 16,966                   | -                 | -                                | 16,966             |
| <b>TOTAL FINANCIAL ASSETS</b>  | <b>104,033,343</b>       | <b>11,344,871</b> | <b>18,279,946</b>                | <b>133,658,160</b> |

The following table provides a reconciliation of classes of financial assets with these measurement categories as of 31 December 2014:

| <i>In thousands of RR</i>  | Loans and<br>receivables | FVTPL            | Available-<br>for-sale<br>assets | Total              |
|--|--------------------------|------------------|----------------------------------|--------------------|
| <b>Cash and cash equivalents</b>   |                          |                  |                                  |                    |
| - Cash on hand   | 25,571                   | -                | -                                | 25,571             |
| - Cash balances with the CBRF (other than mandatory reserve deposits)            | 2,295,541                | -                | -                                | 2,295,541          |
| - Placements with other banks with original maturities of less than three months | 8,378,465                | -                | -                                | 8,378,465          |
| <b>Mandatory cash balances with the CBRF</b>                                     | 685,510                  | -                | -                                | 685,510            |
| <b>Loans and advances to customers</b>   | 74,579,998               | -                | -                                | 74,579,998         |
| <b>Financial derivatives</b>   | -                        | 8,879,972        | -                                | 8,879,972          |
| <b>Guarantee deposits with payment systems</b>                                   | 2,967,132                | -                | -                                | 2,967,132          |
| <b>Investment securities available for sale</b>                                  | -                        | -                | 216,535                          | 216,535            |
| <b>Repurchase receivables</b>  | -                        | -                | 5,366,280                        | 5,366,280          |
| <b>Other financial assets</b>  |                          |                  |                                  |                    |
| - Settlement of operations with plastic cards receivable                         | 1,813,784                | -                | -                                | 1,813,784          |
| - Trade and other receivables  | 76,633                   | -                | -                                | 76,633             |
| - Other financial assets   | 250                      | -                | -                                | 250                |
| <b>TOTAL FINANCIAL ASSETS</b>  | <b>90,822,884</b>        | <b>8,879,972</b> | <b>5,582,815</b>                 | <b>105,285,671</b> |

### 37 Presentation of Financial Instruments by Measurement Category (Continued)

As of 31 December 2015 and 2014 all of the Group's financial liabilities except derivatives were carried at amortised cost.

### 38 Related Party Transactions

Parties are generally considered to be related if the parties are under common control or one party has the ability to control the other party or can exercise significant influence over the other party in making financial or operational decisions. In considering each possible related party relationship, attention is directed to the substance of the relationship, not merely the legal form.

The outstanding balances with related parties were as follows:

| <i>In thousands of RR</i>   | 2015                     |                       | 2014                     |                       |
|---|--------------------------|-----------------------|--------------------------|-----------------------|
|   | Key management personnel | Other related parties | Key management personnel | Other related parties |
| <b>ASSETS</b>   |                          |                       |                          |                       |
| Gross amounts of loans and advances to customers (contractual interest rate: 24.7% (2014: 24%)) | 2,670                    | -                     | 2,663                    | -                     |
| Other non-financial assets  | -                        | 567,744               | -                        | 423,194               |
| <b>LIABILITIES</b>  |                          |                       |                          |                       |
| Customer accounts (contractual interest rate: 8.01% p.a. (2014: 11-21% p.a.))                   | 788,672                  | 497,264               | 485,181                  | 1,878,589             |
| Other non-financial liabilities   | 40,700                   | -                     | -                        | -                     |
| <b>EQUITY</b>   |                          |                       |                          |                       |
| Share-based payment reserve   |                          |                       |                          |                       |
| - Employee share option plan  | 537,309                  | -                     | 526,444                  | -                     |
| - Equity long term incentive plan   | 77,085                   | -                     | 60,756                   | -                     |

Other related parties in the tables above are represented by entities which are under control of the Group's ultimate controlling party Oleg Tinkov.

Other non-financial assets represent a prepayment made under the sponsorship contract with the Tinkoff Saxo Cycling Team ("Team"), the related expense is included in customer acquisition expense. The Team is owned by the Group's ultimate controlling party. Commitments in relation to this sponsorship agreement are disclosed in Note 33.

The interest income and interest expense items with related parties were as follows:

| <i>In thousands of RR</i>                                 | 2015                     |                       | 2014                     |                       |
|---|--------------------------|-----------------------|--------------------------|-----------------------|
|   | Key management personnel | Other related parties | Key management personnel | Other related parties |
| Interest income   | 517                      | -                     | 910                      | -                     |
| Interest expense  | (56,239)                 | (132,427)             | (46,140)                 | (62,027)              |
| Customer acquisition expense                              | -                        | (1,013,042)           | -                        | (494,596)             |
| Unrealised foreign exchange translation losses less gains | -                        | (204,926)             | -                        | (773,636)             |

**38 Related Party Transactions (Continued)**

Key management compensation is presented below:

| <i>In thousands of RR</i>         | <b>2015</b>    | <b>2014</b>    |
|-----------------------------------|----------------|----------------|
| <i>Short-term benefits:</i>       |                |                |
| - Salaries                        | 318,166        | 261,654        |
| - Short-term bonuses              | 293,191        | 90,532         |
| <i>Long-term benefits:</i>        |                |                |
| - Employee share option plan      | 77,057         | 95,976         |
| - Equity long term incentive plan | 16,329         | 13,484         |
| <b>Total</b>                      | <b>704,743</b> | <b>461,646</b> |

**Employee share option plan.** In May 2011 the Group introduced a share-based payment plan (ESOP) as a long-term incentive and retention tool for the key management of the Bank. The maximum share capital attributable to the plan was 2.98% of issued share capital at 20 May 2011 (i.e. 2.65% of issued share capital at 30 September 2015 and 31 December 2014).

The plan vests gradually in three tranches and expenses are recognised in accordance with the graded vesting schedule. 40% vested on 30 June 2012; 30% vested on 30 June 2013 and 30% vested on 30 June 2014. The shares do not give the employees any voting power. The employees cannot own or exercise their shareholder rights directly, except for the dividends, if any.

The number of shares in issue for ESOP purposes is 3,383 thousand.

The liquidity event when vested shares could be sold by the key management was the earliest of the IPO, change of control or 1 January 2016 (unless shareholders extend this date to 30 September 2016 if change of control is seen as likely in the first half of 2016).

In October 2013 1,214 thousand of the vested shares were sold for the benefit of ESOP participants in the IPO.

In November 2013 one of the ESOP participants forfeited his rights on vested and unvested shares of ESOP. On 25 September 2014 these shares were reallocated among one new and two existing participants of the plan. The number of reallocated shares comprised 756,571 and their fair value as at 25 September 2014 comprised RR 134,946 thousand.

On 27 October 2014 amendments to the ESOP were signed. According to them the shares within the plan become sellable for the benefit of participants, in three tranches of approximately 33% each from 25 October 2014; from 1 June 2015 and from 1 June 2016, respectively. These amendments resulted in accelerated recognition of the expenses.

**Equity long term incentive plan.** In 2011 the Group also introduced a long term incentive plan (Equity LTIP) for the management of the Bank. The senior and middle management, not participating in the ESOP, was entitled to cash payment calculated under their individual packages defined as a percentage of shares as at the date of the plan introduction. The liquidity event was the earliest of the IPO or change of control.

In July 2013, management of the Bank and the shareholders agreed to settle the existing cash-settled share-based compensation plan for USD 1 and to introduce a new equity-settled share-based compensation plan. Except for the manner of settlement and maturity of the plan which is expected to continue for at least five years from July 2013, other financial terms and conditions of the new arrangement remained unchanged, including the amount of instruments granted.

At the date of modification the full carrying amount of the liability was transferred to equity as this represents settlement provided by the employees for the equity instruments granted to them.

**38 Related Party Transactions (Continued)**

In October 2013 310 thousand of the shares were vested in Altruco Trustees Limited as trustee of Equity LTIP and sold for the benefit of plan participants in the IPO.

In 2015 the total remuneration of Directors listed in the Report of the Board of Directors (included in key management personnel compensation above) amounted to RR 17,729 thousand (2014: RR 11,925 thousand).

**39 Events after the End of the Reporting Period**

On 7 January 2016 the Group repurchased from the market 3,969,420 GDRs for RR 868,468 thousand which are to be allocated to meet projected commitments under a new long term management incentive plan due to be launched in 2016.