Presentation of 9M2011 financial results

December 1, 2011



Jean-Pascal Duvieusart , Head of Strategy Maxim Nazimok, Deputy CFO



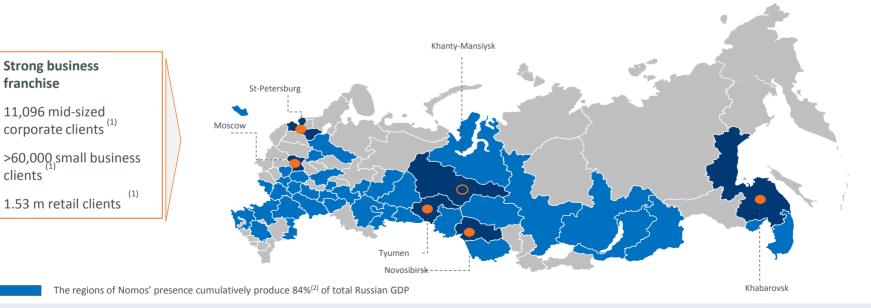
NOMOS at a glance



1

- Largest listed privately-owned bank in Russia with free float of 24.99%.
- 2nd largest privately-owned and 8th largest banking group in Russia by assets
- A leading consolidator growing faster than the market, both organically and through acquisitions
- Distribution platform including 280 branches and 1,728 ATMs in 41 economically developed regions of Russia⁽¹⁾
- Broad geographic network with focus on 5 key regions Moscow, Khanty-Mansiysk/Tyumen, St. Petersburg, Novosibirsk and Khabarovsk
- Strategic shareholders, ICT and PPF, committed to the Bank and focused on value creation
- Credit ratings: "BB" by Fitch (upgraded in August 2011) and "Ba3" by Moody's . Outlook is Stable

			Change			Change
(RUB in billions)	Q2 2011 Q	3 2011	Q2-Q3'11	2010	9M 2011	'10-9M'11
Total assets	572.2	644.2	+12.6%	530.2	644.2	+21.5%
Gross customer Ioans	404.1	473.3	+17.1%	354.9	473.3	+33.4%
Customer accounts	318.2	348.2	+9.4%	313.4	348.2	+11.1%
Shareholders' equity	57.2	57.7	+0.9%	46.9	57.7	+23.0%
Total equity	69.7	70.1	+0.5%	57.9 ₍	70.1	+20.9%(8)
Net profit	2.9	0.8	-73.8%	10.4	6.9	-11.3%
Net interest margin (%)	5.5	5.5	+0.0 pp	5.3	⁷⁾ 5.4	+0.1pp
Cost/income ratio (%)	46.5 ⁽⁴⁾	⁽⁶⁾ 67.2	+20.7 pp	43.0	51.0	+8.1 pp
RoAE (%) ⁽³⁾	20.5 ⁽⁵⁾	5.0	-15.5 pp	21.1	15.6 ⁽¹⁾	⁵⁾ -5.5 pp
Tier 1 ratio	12.3	11.1	-1.3 pp	10.6	11.1	+0.5 pp



Data as of October 1, 2011 (1)

clients

- (2) Data for 2009 from Rosstat (3) RoAE to Nomos equity holders
- (4) Excluding one-off IPO transaction costs of RUB 215 mln; CIR would comprise 48.7% and 51.9 for Q2 2011 and 9M 2011 if including IPO transaction costs
- (5) Excluding one-off IPO transaction costs of RUB 215 mln; RoAE would comprise 19.2% and 14.6% for Q2 2011 and 9M 2011 if including IPO transaction costs
- Cost/income ratio assuming zero securities trading result in Q3 2011 would comprise 45.3% for Q3 2011and 45.5% for 9M 2011 Pro forma for year 2010 assuming that the acquisition of BKM took place on 1 January 2010
 - (7)
 - (8) Annualised growth rate

Uniquely positioned between small regional and large state owned institutions



(RAS total assets, RUB in billions)



- Based on RBC Rating as of December 2010 and NOMOS data (1) (2)
 - Includes VTB24, Bank of Moscow and Transcredit

NOMOS

BANK

Nb

- (4) NOMOS and BKM combined under RAS
- (5) Source: Bloomberg

Strong core operational performance of the Bank impacted by trading results in Q3 2011



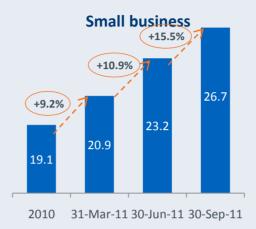
- In Q3 2011 trading mark-to-market losses of RUB 2.9 bln affected the bottom line, however core
 operating performance was exactly in line with targets
- Bulk of the trading loss is related to the negative revaluation of fixed income securities portfolio. These
 losses have been partially recovered as of today.
- Bank continues to demonstrate sustainable growth above the market: 34.0% loan growth vs 19.5% for the market during 9M 2011
- Strong core revenue generation
 - ✓ NIM is stabilised at a high 5.5%
 - ✓ F&C income increased by 12.3% q-o-q and comprise 27.0% of Q3 revenue
- Stable funding base with dominating share of customer deposits (61% of total liabilities). Deposit growth during just Q3 comprised 9%
- Synergies capture from BKM progressing
- Operating costs have decreased by 13,7% q-o-q on the back of tight cost control, no further one-offs
- Strong capital position: Tier 1 ratio at 11.1%, +0.5 pp compared to YE2010, total capital ratio at 15.9%
- Risk cost of 0.8% is in line with guidance driven by conservative risk management, well-diversified portfolio and stable asset quality

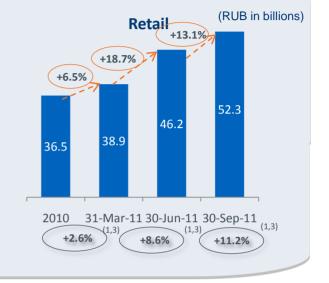
Bank on track to achieve growth and NIM 2011 targets, full year ROE expectations slightly below guidance depending on capital markets

Strong track record of growing faster than market

Customer loans







Nb

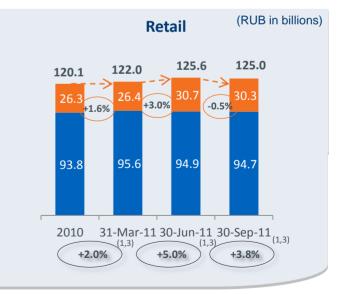
NOMOS

BANK

Customer accounts







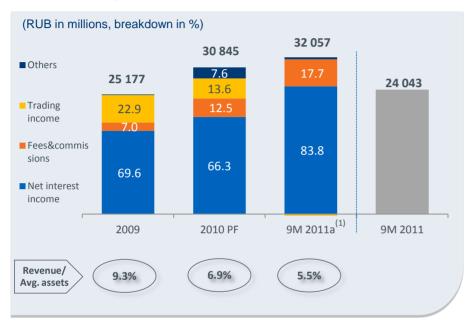
(1) Source: CBR as of 30 September 2011

(2) Legal entities, including corporate and small business

(3) Individuals

Strong operating performance of the Bank



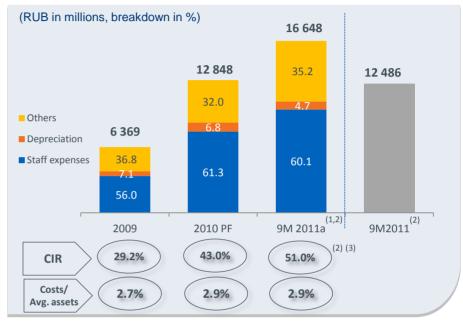


Revenue composition

Cost of risk



Operating expenses



Profitability



(1) Annualised

- (2) Excluding one-off IPO transaction costs of RUB 215 mln
- (3) CIR assuming zero securities trading result for 9M 2011 would comprise 45.5%

(4) RoAE assuming zero securities trading result in Q3 2011

(5) RoAE to Nomos equity holders

Net interest income and stable interest margin



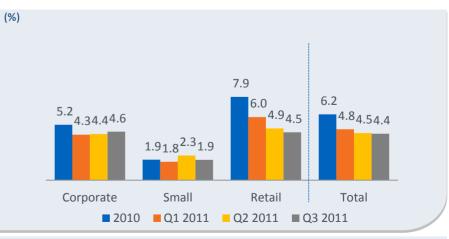


Net interest income

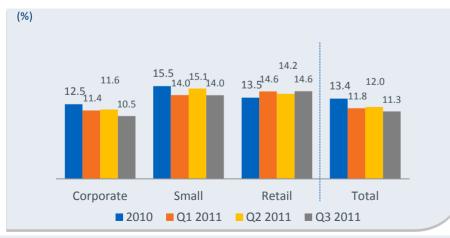




Average rate on customer accounts



Average rate on loans to customers



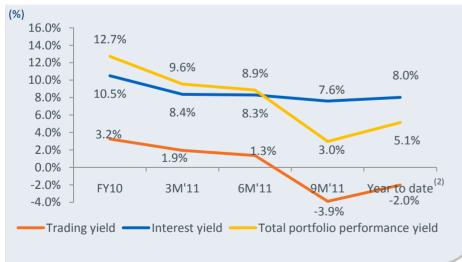
Performance of securities portfolio in 2011



Securities portfolio structure



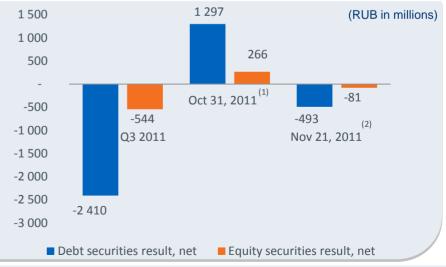
Securities portfolio performance yield analysis (%)



Fixed income portfolio

30-Sep-2011	Share of total, %
23 800	38%
15 336	25%
10 954	18%
8 204	13%
3 615	6%
154	0%
62 063	100%
	23 800 15 336 10 954 8 204 3 615 154

Securities trading results analysis



Strong business mix



(RUB in millions)	Corporate banking	Small business banking	Retail banking	Investment banking
Net loans to customers (30 September 2011)	341,310	26,749	52,265	34,330
Customer accounts (30 September 2011)	173,654	18,883	124,984	7,532
Revenues (9M 2011)	13,716	2,878	5,209	1,510
# of clients	~11,096	~60,000	~1,530,000	>760
	1H 2011 3Q 2011	1H 2011 3Q 2011	1H 2011 3Q 2011	1H 2011 3Q 2011
% of loans	71.6 75.1	6.0 5.9	11.9 11.5	10.5 7.5
% of deposits	48.7 53.4	6.1 5.8	41.5 38.5	3.7 2.3
% of revenues	52.1 78.6	10.2 18.7	19.5 30.7	18.3 -28.0
RORAC (%) ⁽¹⁾	24.3 24.0	38.7 40.0	7.1 15.0	38.0 -56.5

(1) Return on risk-allocated capital

(2) RORAC for investment banking for 9M 2011 was 7.3%

Stable capital position





Capital adequacy

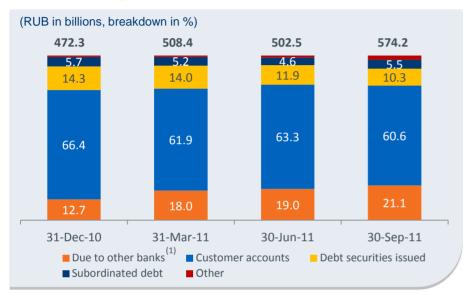
Risk weighted assets



- On the back of strong assets growth BIS Tier 1 ratio equals to 11.1% and CAR equals to 15.9% (30 September 2011)
- IPO proceeds to cover organic growth capital needs until YE 2012 both under Basel I and CBR requirements

Strong funding base and liquidity position



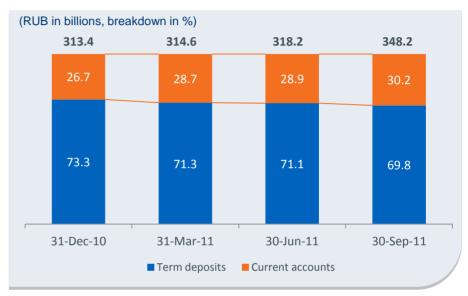


Liabilities composition

Bonds and subordinated debt repayments schedule



Customer accounts composition



Loans to deposits ratio



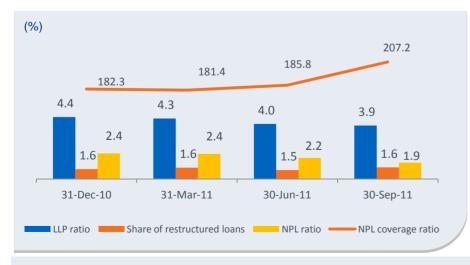
Improving asset quality





Declining non-performing loans after peak in 2009

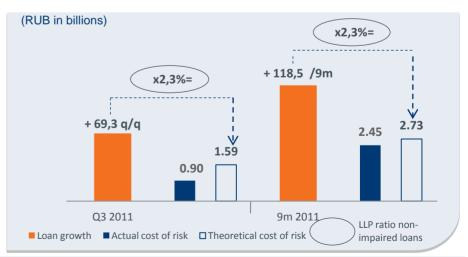
Conservative LLP ratio and NPL coverage



Provision expense and cost of risk



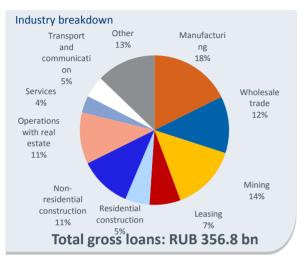
Risk costs



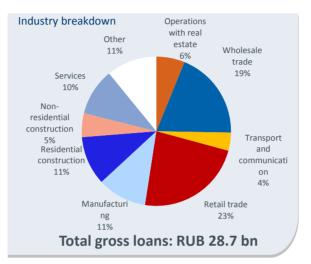
A well-diversified portfolio



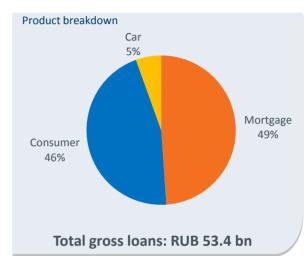
Corporate business



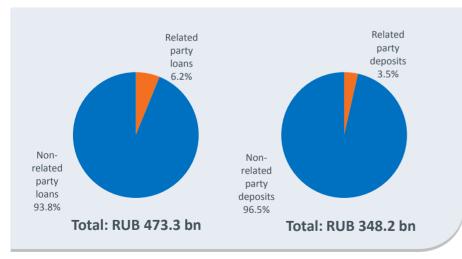
Small business



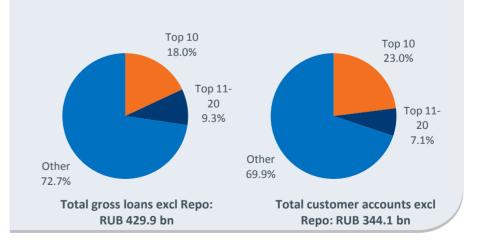
Retail



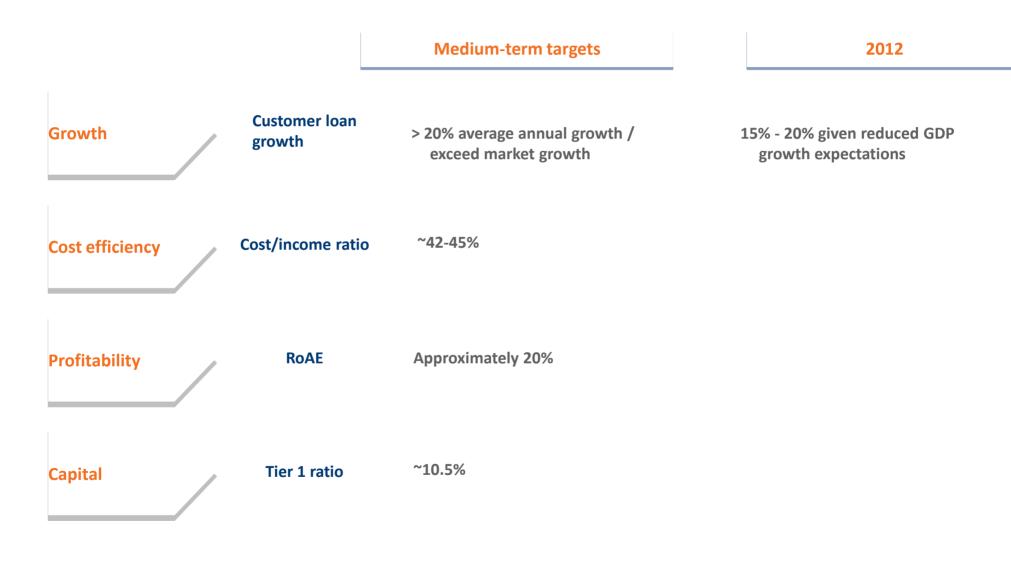
Reduced exposure to related party loans and deposits



Loan and deposit concentrations









THANK YOU!

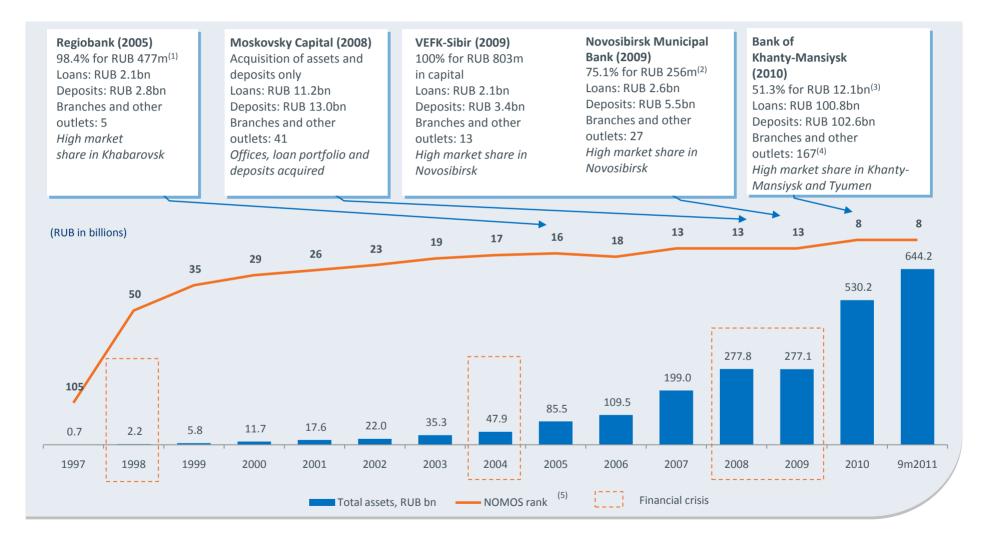
Appendix







Profitable organic growth and successful acquisitions have driven NOMOS from the #105 Russian bank in 1997 to the #8 Russian banking group by total assets as of 30 September 2011

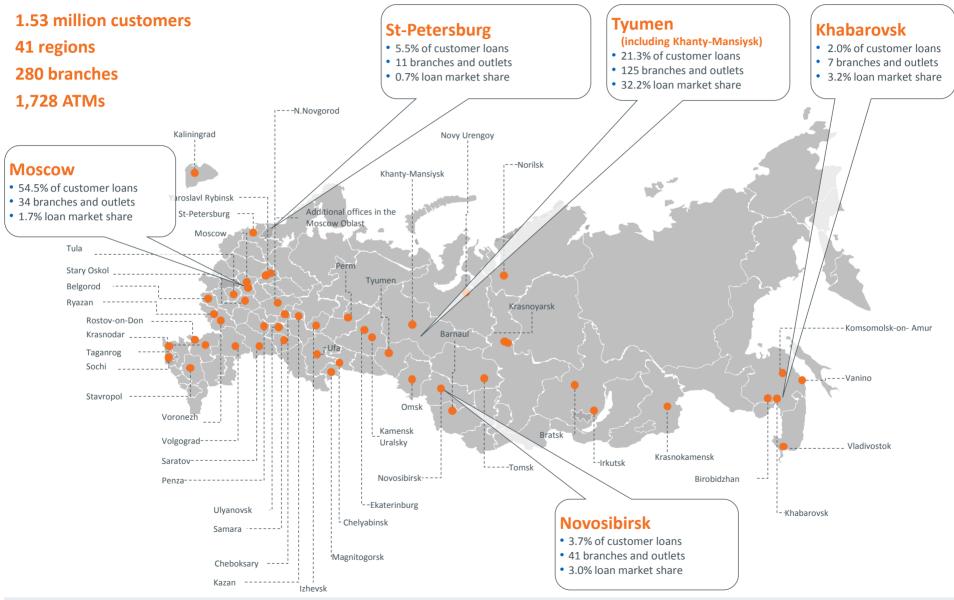


(1) Acquired 68.05% in March 2005 and 30.34% by September 2010

(4) BKM acquired 25.4% in April 2009 and 49.8% for a total of RUB 256m by September 2010

(2) (3) Acquired 19.98% for RUB 4.7bn in November 2010 and 31.31% for RUB 7.4bn in December 2010

Comprehensive network across Russia with 5 regions of considerable strength



NOMOS

BANK

Nb

BKM acquisition: a complementary expansion in Siberia



Significant strengthening of NOMOS' business

- Strong customer franchise: over 1,600 mid-corporates, over 20,000 small businesses and 840,000 retail clients
- Significant increases in market share (YE 2010)⁽¹⁾
 - From 1.5% to 2.0% corporate loans and from 1.7% to 2.1% deposits
 - From 0.3% to 1.0% retail loans and from 0.6% to 1.1% deposits
- Significant share in home region over 30% loan market share and over 20% deposit market share
- Highly complementary network with strong market shares in Khanty-Mansiysk, Tyumen and Novosibirsk
- 167⁽²⁾ branches and other outlets, over 760 ATMs and remote access channels
- Substantial revenue and cost synergies
- Utilised NOMOS' excess capital
- Improves funding profile (L/D 99.6%)
- Fully consolidated into NOMOS balance sheet from 31 December 2010
- P&L consolidated from 1 January 2011

(RUB in millions)	2009	2010
Total assets	130.8	168.3
Gross customer loans	86.4	107.0
Customer accounts	64.9	101.2
Total equity	18.8	21.7
Net profit	0.6	3.0
Net loans/customer accounts (%)	123.3	99.6
Net interest margin (%)	4.9	4.6
Cost/income ratio (%)	49.4	53.3
RoAE (%) ⁽³⁾	4.1	15.2

Acquisition details

- 19.98% in November 2010 for RUB 4.7bn; 31.31% in December 2010 for RUB 7.4bn
- Total price implied a 1.1x 9M 2010 book value multiple below Russian and CEE bank trading comps
- The remaining 44.2% stake in BKM owned by the regional Khanty-Mansiysk government should be sold via tender in 2011. Nomos is willing to buy at an attractive price.

(1) Market share of NOMOS without BKM and NOMOS including BKM as of 1st January 2011 (CBR data)

(2) As of 31 December 2010

(3) RoAE to equity holders

Key financial ratios



(RUB in millions)	2009	2010 (1)	Q1 2011	Q2 2011	1H 2011	Q3 2011	9M 2011
Balance sheet items							
Total assets	277,111	530,217	569,688	572,176	572,176	644,236	644,236
Gross customer loans	179,677	354,860	371,002	404,081	404,081	473,341	473,341
Customer accounts	134,204	313,376	314,645	318,244	318,244	348,161	348,161
Shareholders' equity	36,571	46,883	49,164	57,167	57,167	57,657	57,657
Fotal equity	36,612	57,935	61,290	69,684	69,684	70,063	70,063
ncome statement items							
let interest income	17,520	20,446	6,171	6,778	12,949	7,209	20,158
otal revenue	25,177	30,845	8,182	9,759	17,941	6,102	24,043
Net profit	4,261	10,445	3,241	2,938	6,179	768	6,947
Profitability& efficiency metrics (%)							(3
ROAE ⁽²⁾	12.2	21.1	21.2	20.5 ⁽³⁾	20.7 (3)	5.0	15.6
RoAA	1.6	2.3	2.4	20.5 ₍₃₎ 2.2	2.3	0.5	1.7
Vet interest margin	7.7	5.3	5.2	5.5	5.4	5.5	5.4
Cost/income ratio	29.2	43.0	44.5	46.5 ⁽³⁾	45.5 ⁽³⁾	67.2 ⁽	⁴⁾ 51.0 ⁽³
ee&commision/Total revenue	7.0	12.5	13.9	15.0	14.5	27.0	17.7
Liquidity ratios (%)							
Net loans/Customer deposits	121.2	108.3	112.8	121.9	121.9	130.6	130.6
Net loans/Total assets	58.7	64.0	62.3	67.8	67.8	70.6	70.6
Asset quality ratios (%)							
Coverage ratio	153.2	182.3	181.4	185.8	185.8	207.2	207.2
NPL/Gross loans	6.2	2.4	2.4	2.2	2.2	1.9	1.9
Cost of risk	6.1	1.3	0.6	1.0	0.8	0.8	0.8
rovisions/Gross loans	9.5	4.4	4.3	4.0	4.0	3.9	3.9
Capitalisation ratios (%)							
ier 1 ratio	13.8	10.6	11.2	12.3	12.3	11.1	11.1
otal capital ratio	22.6	15.6	15.9	16.3	16.3	15.9	15.9

(1) Pro-forma for income statement items

(2) ROAE to NOMOS equity holders

(3) Excluding one-off IPO transaction costs of RUB 215 mln.

(4) Cost/income ratio assuming zero securities trading result in Q3 2011 would comprise 45.3% for Q3 2011.and 45.5% for 9M 2011

Balance sheet



_			NOMOS			% growth			
RUB in billions	2009	2010	31-Mar-11 30-Jun-11		30-Sep-11	YE10- 1H'11	Q1'11- 1H'11	YE10- 9M'11	Q2'11- Q3'11
Assets									
Cash and balances with central									
bank	15.3	43.3	37.9	24.1	27.9	(44.3)	(36.3)	(35.5)	15.8
Due from banks	26.8	41.6	58.2	47.3	50.9	13.7	(18.8)	22.5	7.8
Securities and other financial assets	59.2	82.1	92.0	85.7	83.4	4.3	(6.9)	1.5	(2.6)
Loans and receivables (gross)	179.7	354.9	371.0	404.1	473.3	13.9	8.9	33.4	17.1
Impairments	(17.0)	(15.6)	(16.0)	(16.3)	(18.7)	4.5	1.4	19.9	14.7
Net customer loans	162.6	339.3	355.0	387.8	454.7	14.3	9.3	34.0	17.2
Property and equipment	5.9	11.0	11.0	11.0	10.9	0.2	(0.3)	(1.0)	(1.2)
Other assets	7.2	12.9	15.6	16.3	16.4	26.1	4.4	26.9	0.6
Total assets	277.1	530.2	569.7	572.2	644.2	7.9	0.4	21.5	12.6
Liabilities									
Due to banks	48.4	59.8	91.4	95.7	121.0	59.9	4.7	102.2	26.4
Customer accounts	134.2	313.4	314.6	318.2	348.2	1.6	1.1	11.1	9.4
Bonds and Eurobonds	24.9	34.4	38.2	33.8	36.3	(1.8)	(11.6)	5.6	7.4
Promissory notes	7.5	33.2	32.8	25.7	22.7	(22.4)	(21.6)	(31.6)	(11.8)
Other liabilities	2.8	4.4	5.0	6.0	14.2	35.5	19.5	224.2	137.6
Subordinated debt	22.7	27.1	26.3	23.0	31.7	(14.9)	(12.4)	17.2	37.5
Total liabilities	240.5	472.3	508.4	502.5	574.1	6.4	(1.2)	21.6	14.2
Total equity	36.6	57.9	61.3	69.7	70.1	20.3	13.7	20.9	0.6

Income statement



_			NON	NOS				Growth, %	
RUB in millions	2010	2010 PF	Q1 2011	Q2 2011	Q3 2011	9M 2011	Q1-Q2'11	Q2-Q3'11	'10-9M'11 (1
Interest income	29,350	44,021	11,798	12,503	13,008	37,309	6.0	4.0	13.0
Interest expense	(14,989)	(23,575)	(5,627)	(5,725)	(5,799)	(17,151)	1.8	1.3	(3.0)
Net interest income Net fee and commission	14,362	20,446	6,171	6,778	7,209	20,158	9.8	6.4	31.5
income	2,116	3,870	1,136	1,465	1,645	4,246	28.9	12.3	46.3
Net trading income	2,848	4,208	881	1,281	(2,854)	(692)	45.5	(322.7)	(121.9)
Net gains from trading securities	1,702	1,839	432	6	(2,739)	. ,	(98.6)	Na	(266.8)
Net gain on FX operations and operations with PM				4 4 2 4			. ,	(04.2)	
	1,155	1,673	474	1,124	99	1 697	137.1	(91.2)	35.2
Net gain on AFS investments Net gain on HTM	(9)	696	(25)	151	(221)	(95)	nd	(246.1)	(118.2)
investments Net gain/(loss) on disposal of	-	-	-	-	7	7	-	-	-
loans	1,196	1,605	61	59	(8)	112	(3.5)	(113.6)	(90.7)
Other net non-interest income	725	716	(68)	177	110	219	nd	(37.7)	(59.2)
Net non-interest income	6,885	10,399	2,010	2,982	(1 107)	3 885	48.3	(137.1)	(50.2)
Revenue	21,247	30,845	8,182	9,759	6 102	24 043	19.3	(37.5)	3.9
Operating expenses	(8,018)	(12,848)	(3,637)	(4,749)	(4 100)	(12 486)	30.5	(13.7)	29.6
Impairment of buildings and constructions	(116)	(402)	-	-	-	-	nd	nd	nd
Pre provision profit Provision for impairment	13,113	17,594	4,544	5,011	2 002	11 557	10.3	(60.0)	(12.4)
losses	(3,903)	(4,604)	(444)	(1,285)	(990)	(2 719)	189.5	(23.0)	(21.3)
Profit before tax	9,211	12,991	4,100	3,726	1 012	8 838	(9.1)	(72.8)	(9.3)
Income tax expense	(1,785)	(2,546)	(860)	(787)	(244)	(1 891)	(8.4)	(69.1)	(1.0)
Net profit	7,426		3,241	2,938	768	6 947	(9.3)	(73.8)	(11.3)
attributable to Nomos equity holders	7,385	10,459	2,551	2,553	713	5 817	0.1		(25.8)
								. /	. /



		Investment Banking Block					
	Interbank and Repo	FX	Brokerage and Asset management	Securities portfolio			
	 Arbitrage deals Daily market maker Targeting the 101–500 largest Russian banks (moderate risk, high margin) as counterparties Dealing with bonds of Tier 1 and Tier 2 issuers and liquid equities 	 Unique niche position for NOMOS Products offered include spot, forwards, swaps and options for sale (RUB/USD, USD/EUR, RUB/EUR) All transactions are covered and open positions are restricted by a total limit of US\$100m 	 Provision of technological platform (internet-trading) to the clients enabling them to operate in the organised securities and FX markets Client segments: banks, investment companies and individuals (VIP and affluent) Risk-free commission income 	 Over 97% of the portfolio (RUB 63bn) were fixed income securities (RUB and Eurobonds) Mostly Russian issuers Only liquid securities (over 60% of the securities in portfolio are included in the Lombard List of the CBR) Only high-quality issuers (Russian Tier 1 and Tier 2 issuers) 			
9m 2011	Interest margin RUB 1,597 m	Trading result (1) RUB +836 m	Fee income RUB 66 m	Trading Interest gains/losses margin RUB - 2,397 m RUB 1,025 m			
2010 PF	Interest margin RUB 1,033 m	Trading result RUB 612 m	Fee income RUB 94 m	Trading Interest gains/losses margin RUB 2,563 m RUB 1,958 m			



Promissory notes portfolio structure

RUB in millions	Q3 2011	Share, %
Top 5 Issuers (VTB Bank, Alfa Bank, Globex Bank, Promsvyazbank, Bank	8,087	73.5%
Saint-Petersburg) Other Banks (Top 30 Russian Banks)	2, 916	26.5%
Total	11,003	100%

Due to banks portfolio structure and duration

			Effective % rate,
RUB in millions	30-Sep-2011 Dura	tion, days	%
Government owned	51,333	179	3,7
Non-government owned	69,660	248	3,4
Total	120,993	219	3,5

			Effective % rate,
RUB in millions	30-Sep-2011 Du	%	
Interbank loans International and trade	34,894	80	5,1
financing	30,688	496	3,1
REPO	26,483	60	4,0
Deposits in precious metals	14,689	70	1,4
Loro accounts	10,025	1	0,6
Long-term financing	3,689	1 568	6,4
Brokerage accounts	342	1	-
Settlement accounts	183	1	-
Total	120,993	219	3,5

Securities portfolio performance against benchmarks

RUB Bonds vs MICEX index



110.00 108.00 106.00 104.00 102.00 100.00 98.00 96.00 94.00 92.00 90.00 01-Jan-11 01-Mar-11 01-May-11 01-Jul-11 01-Sep-11 01-Nov-11 EMBI+Russia Nomos, standalone

Nb

Shares vs MICEX Index



NOMOS

BANK

Disclaimer



This presentation (the "Presentation") has been prepared by OJSC NOMOS Bank ("NOMOS"). It is intended solely for the information of the initial recipient of this document (the "Recipient"). The information contained in this Presentation together with any additional information provided to the Recipient or its advisers (together the "Information") is confidential. This Presentation is not for further release, publication or distribution.

The Presentation is not intended to form the basis of any investment decision nor does it constitute an offer or invitation for the sale or purchase of, or the solicitation of any offer to acquire, the shares or debt securities of NOMOS nor shall any part of it nor the fact of its distribution form part of or be relied on in connection with any contract or investment decision relating thereto, nor does it constitute a recommendation regarding the securities of NOMOS. Nothing contained herein shall form the basis of any contract or commitment whatsoever.

Some of the Information is still in draft form and this Presentation does not purport to be comprehensive and has not been independently verified. While the Information has been prepared in good faith, no representation or warranty, express or implied, is or will be given and no responsibility or liability is or will be accepted by NOMOS or by any of its respective directors, officers, employees, advisers or agents (together " NOMOS Persons") relating to the accuracy or completeness of any of the Information and any such liability for any loss howsoever arising, directly or indirectly, from any use of such Information or otherwise arising in connection therewith is expressly disclaimed. NOMOS does not agree or give any undertaking to provide a Recipient with access to any additional information or to update the Information, or to correct any inaccuracies which may become apparent.

In particular, but without limitation, nothing contained within any of the Information either is, or should be relied upon as, a promise or forecast. All projections, management estimates, prospects or returns or any of the underlying assumptions upon which they are based have been prepared for illustrative purposes only. Unless specified otherwise, all expressions of opinion and belief contained within the Information are opinions held by the management of NOMOS. Without prejudice to any of the foregoing, no representation or warranty is given by any of the NOMOS Persons as to the achievement or reasonableness of the Financial Information, any projections, management estimates, prospects or returns or any of the underlying assumptions upon which they are based contained within any of the Information.

Certain statements, beliefs and opinions in this Presentation are forward-looking, which reflect NOMOS or, as appropriate, NOMOS's directors' current expectations and projections about future events. These statements may be identified by such words as "may", "plans", "expects", "believes" and similar expressions. By their nature, forward-looking statements involve a number of risks, uncertainties and assumptions that could cause actual results or events to differ materially from those expressed or implied by the forward-looking statements. These risks, uncertainties and assumptions could adversely affect the outcome and financial effects of the plans and events described herein. Forward-looking statements contained in this Presentation regarding past trends or activities should not be taken as a representation that such trends or activities will continue in the future. Actual outcomes and results may differ materially from any outcomes or results expressed or implied by such forward-looking statements. Any forward-looking statements made by or on behalf of NOMOS speak only as of the date they are made and no representation or warranty is given in relation to them, including as to their completeness or accuracy or the basis on which they were prepared. NOMOS does not undertake any obligation to update or revise any forward-looking statements, whether as a result of new information, future events or otherwise. You should not place undue reliance on forward-looking statements.