



Priorbank



May 2024

Full name: "Priorbank" Joint stock company

Swift: PJCBBY2X

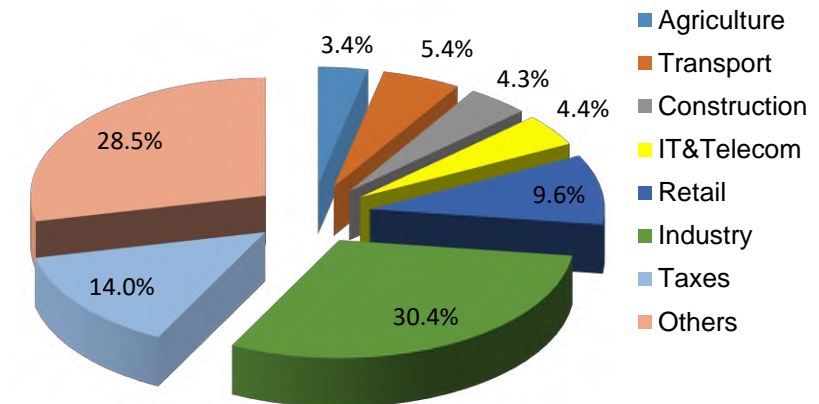
Legal address: The Republic of Belarus,
Minsk, V. Khoruzhey street 31A, 220002

Key economic figures

| | Q1 2023 | Q1 2024 | 2024 f |
|--------------------------------------|---------------------------|----------------------------|----------------------------|
| Real GDP, bn USD | 17.05 | 16.52 | 17.1 |
| Real GDP, % yoy | -1.9 | 4.1 | 2.0 |
| Budget surplus/deficit in % of GDP | 0.8 (as of 2023) | n/a | n/a |
| CPI, eop % yoy | 9.8 | 5.6 | 9.0 |
| Unemployment rate, % | 3.6 | 3.5 (as of 2023) | 4.0 |
| Exchange rate to EUR (avg) | 2.95 | 3.49 | 3.46 |
| Exchange rate to USD (avg) | 2.75 | 3.21 | 3.22 |
| Current account balance, USD bn | 2.5 (as of 2022) | -1.0 (as of 2023) | 0.0 |
| Trade Balance (goods), USD bn | 0.4 (as of 2022) | -2.4 (as of 2023) | -1.5 |
| FX Reserves, USD bn | 8.1 | 8.4 | 6.5 |
| External debt, USD bn | 39.8 (as of 2022) | 36.9 (as of 2023) | 36.0 |
| External debt service in % of export | 11.7 (as of 2022) | 14.1 (as of 2023) | 11 |
| Total external debt/FX reserves | 5.04 (as of 2022) | 4.6 (as of 2023) | 5.0 |
| Import cover, in months | 2.1 | 2.2 | 1.6 |
| Country rating (S&P, Fitch, Moody's) | SD N/A, RD N/A, Ca Neg | SD N/A, RD N/A, Ca Stab | SD N/A, RD N/A, Ca Stab |

Structure of Gross Domestic Product

as of Q1 2024



Source: National Statistical Committee of Belarus, National Bank of Belarus, Raiffeisen Research

Performance development

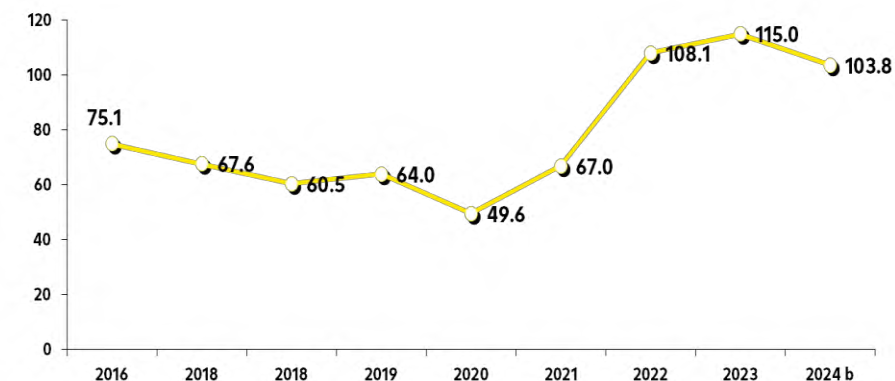
Financial Performance, USD mln.

| | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | 2024 1Q |
|---------------------------------|--------|--------|--------|--------|--------|--------|--------|---------|
| Total Assets | 1 691 | 1 879 | 2 210 | 2 097 | 2 235 | 2 727 | 2 593 | 2 716 |
| Total Loans to Customers | 1087.5 | 1156.8 | 1 339 | 1 280 | 1 141 | 741 | 732 | 794 |
| Deposits from Customers | 1163.1 | 1402.9 | 1 686 | 1 608 | 1 641 | 2 115 | 1 966 | 2 037 |
| Equity | 272 | 284 | 323 | 315 | 347 | 385 | 421 | 518 |
| Profit after tax | 67.6 | 60.5 | 64.0 | 49.6 | 67.0 | 108.1 | 115.0 | 31.1 |
| <i>USD/BYN rate (avg)</i> | 1.9727 | 2.0382 | 2.1005 | 2.4506 | 2.5472 | 2.6123 | 2.9955 | 3.2109 |

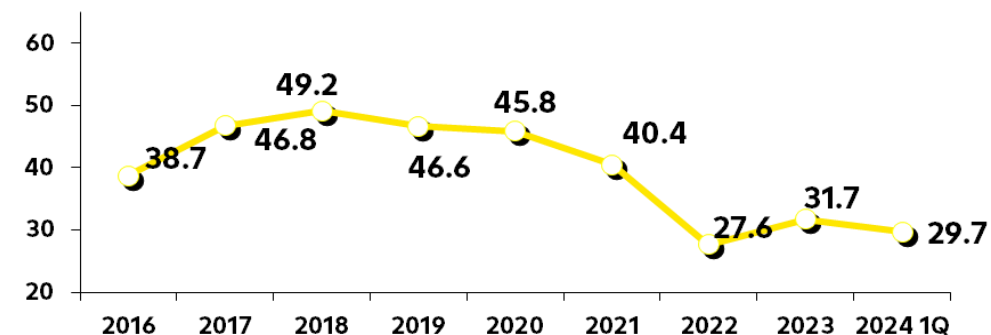
Key Ratios

| | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | 2024 1Q |
|-----------------------|--------|--------|--------|--------|--------|--------|--------|---------|
| ROE | 21% | 19.08% | 18.81% | 15.05% | 18.49% | 26.82% | 26.27% | 23.88% |
| ROA | 4.33% | 3.39% | 3.10% | 2.26% | 3.17% | 4.35% | 4.50% | 4.65% |
| CIR | 46.77% | 49.15% | 46.63% | 45.82% | 42.81% | 27.62% | 31.69% | 29.70% |
| OpEX/Av.Assets | 5.17% | 4.30% | 3.81% | 3.27% | 3.38% | 2.89% | 2.88% | 2.69% |

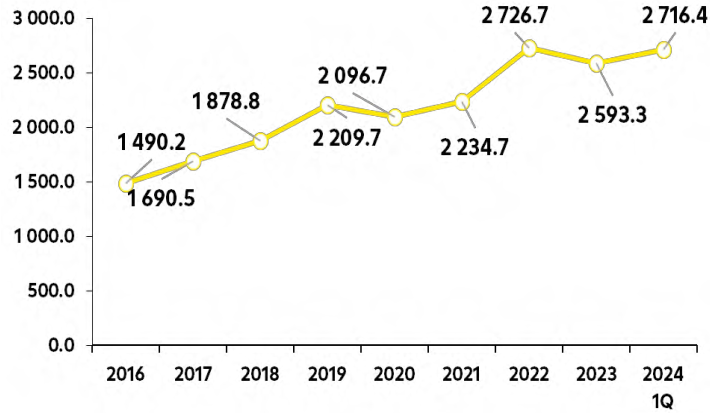
Profit, USD mln.



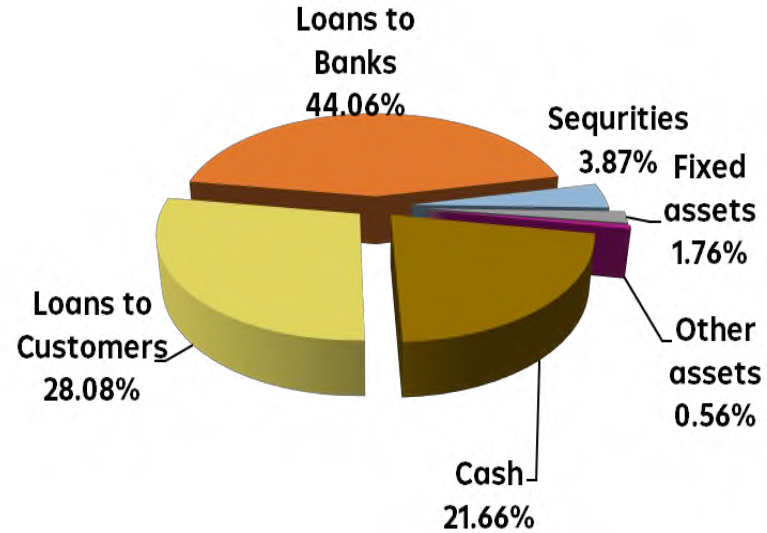
CIR, %



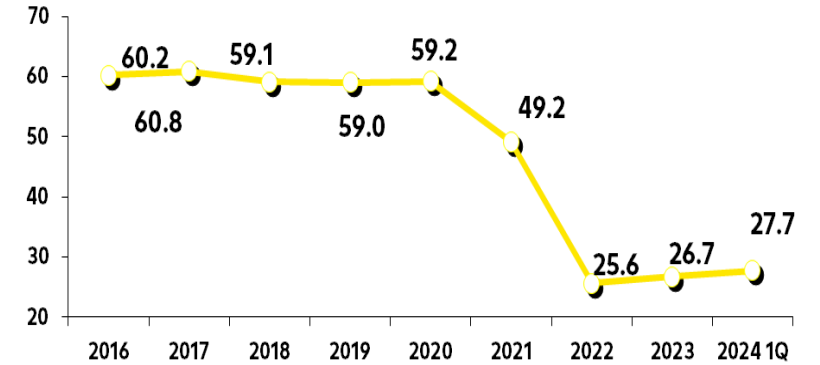
Dynamics of assets, USD mln.



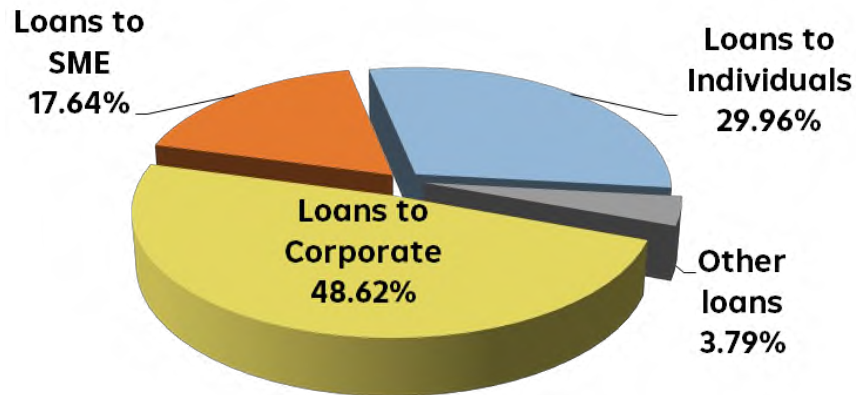
Assets structure



Share of loans to customers in total assets, %



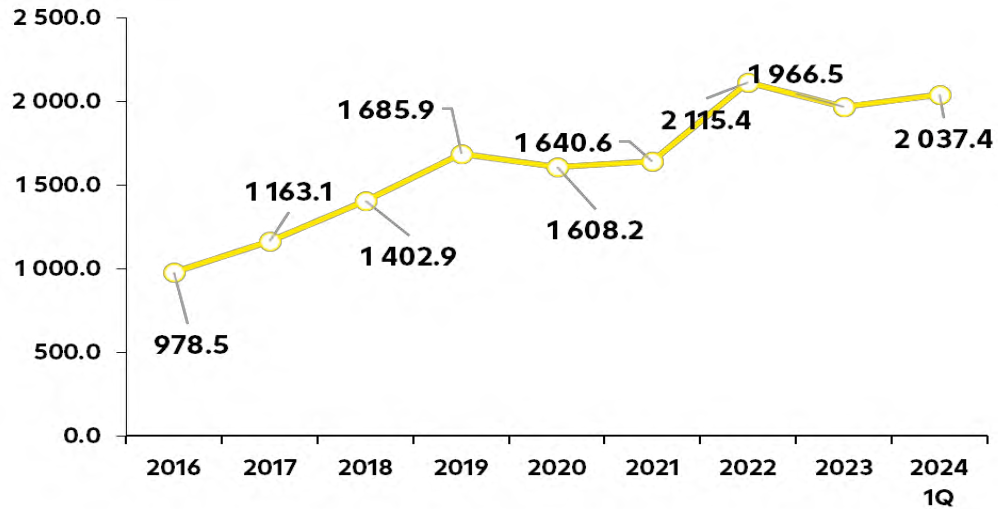
Loan portfolio structure



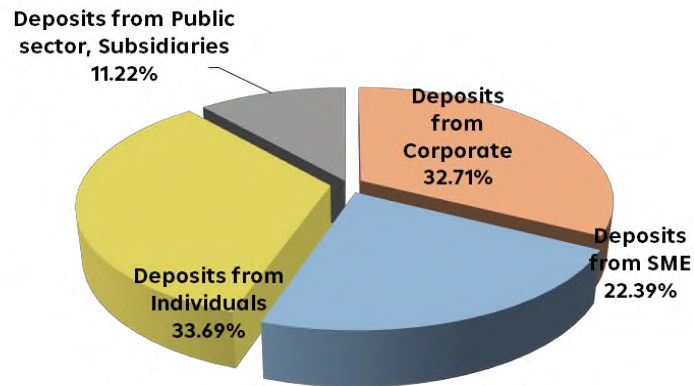
Loan portfolio in terms of currencies

| | 2024 | 2024 1Q | Increase | | Share | |
|-----------------------------|------|---------|----------|--------|-------|---------|
| | | | abs. | in % | 2023 | 2024 1Q |
| Local currency (mln.USD) | 616 | 697 | 81 | 13.1% | 84% | 89% |
| Foreign currency (mln. USD) | 116 | 87 | -29 | -25.0% | 16% | 11% |
| Total (mln. USD) | 732 | 784 | 52 | 7.1% | 100% | 100% |

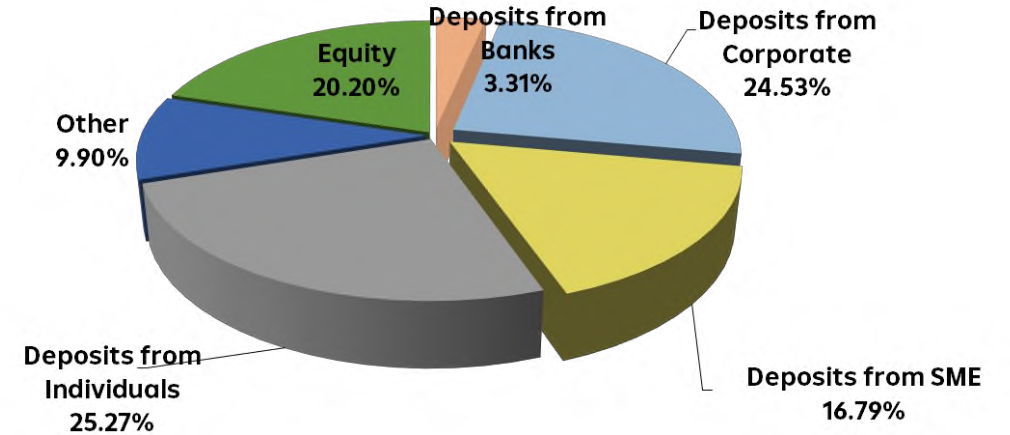
Customer Deposits Dynamics, USD mln.



Customer Deposits structure



Liabilities structure



Liabilities in terms of currencies

| | 2023 | 2024 1Q | Increase | | Share | |
|-----------------------------|------|---------|----------|-------|-------|---------|
| | | | abs. | in % | 2023 | 2024 1Q |
| Local currency (mln.USD) | 1283 | 1244 | -39 | -3.1% | 49% | 46% |
| Foreign currency (mln. USD) | 1310 | 1473 | 163 | 12.4% | 51% | 54% |
| Total (mln. USD) | 2593 | 2716 | 123 | 4.7% | 100% | 100% |



- As of 01.04.2024 1 525 employees serve about 984 thsd. customers (Head Office – 1 177 FTEs, branch network – 348 FTEs). Average age of bank employee – 41 years.

- Branch network optimization is a continuous process, by 01.04.2024 the network totaled to 41 units.



List of Main Correspondent Banks (as of 25.01.2024)

| AMD | 2470088257510000 | “Ardshinbank” CJSC, Erevan, Armenia | ASHBAM22 |
|-------------------|-------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------|----------|
| AZN | AZ43IBAZ33702019443567090113 | Open Joint Stock Company “International Bank of Azerbaijan”, Baku, Azerbaijan | IBAZAZ2X |
| | AZ11AIB35015019443432241000 | “Kapital Bank” Open Joint Stock Company, Baku, Azerbaijan | AIBAZ2X |
| CNY | 0101000111902569094 | INDUSTRIAL AND COMMERCIAL BANK OF CHINA LTD., Beijing, China | ICBKCNBJ |
| EUR | 55.045.512 | RAIFFEISEN BANK INTERNATIONAL AG, Vienna, Austria | RZBAATWW |
| EUR within Poland | PL74102000161209780000039242 | PKO Bank Polski S.A., Warsaw, Poland | BPKOPLPW |
| GEL | GE31BG0000000584957297 | JSC Bank of Georgia, Tbilisi, Georgia | BAGAGE22 |
| KZT | KZ586010011000268568 | JSC HALYK BANK, Almaty, Kazakhstan BIN 940140000385* | HSBKKZKX |
| | KZ768562013129026901 | JSC “Bank CenterCredit”, Almaty, Kazakhstan, BIN 980640000093* | KCJBKZKX |
| PLN | PL68102000161201110000027901 | PKO Bank Polski S.A., Warsaw, Poland | BPKOPLPW |
| RUB | 30111810700000110023 | AO RAIFFEISENBANK, Moscow, Russia TIN 7744000302, BIC 044525700 acc. with the Central Federal District Department of the Bank of Russia 30101810200000000700 | RZBMRUMM |
| SEK | 81-55.045.512 | RAIFFEISEN BANK INTERNATIONAL AG, Vienna, Austria | RZBAATWW |
| USD | within RBI Group network, for details pls contact your manager | RAIFFEISEN BANK INTERNATIONAL AG, Vienna, Austria | RZBAATWW |



Legal Entities (LE):

New products:

- PUSH-notifications in Mobile Banking (income and expense transactions)
- Remote account opening in Mobile Banking

New projects:

- Implementation of order functionality in the Trading Platform. Modernization of the trading platform interface
- Changing the format of payment orders (implementation of ISO20022 standard methodology, sequence of payments)



Private Individuals (PI):

- Visa Alias P2P (person-to-person) payments were implemented through integration with Visa API, "Koshelek Pay" contactless payment service was launched for all Mastercard holders
- Improvements were made to customer operations analytics (WUP Calendar View)



Open APIs:

- Further integration with group API platform Merlin: consumption of Countly service for development of digital products and services.
- Payment API were implemented for outgoing payments of legal entities in local currency



ATM/Cash-in

- wide range of payments
- multicurrency cash withdrawal
- simple application with authentication
- attraction of potential customers
- personalized offers based on client's activities formed in CRM



Web-site, Social Media

- Promotion of products and services
- Special offers
- Bank's news



Contact center

- A virtual voice consultant named VIC based on speech recognition technology may reply on 25 most popular clients' inquiries, may provide 9 self-services without switching to the operator and may notify clients on maintenance works and unexpected failures in information systems work. It also asks a client about his satisfaction of problem solving by operator after the call finished.
- Chat bot VIC supports clients on the corporate web-site, Internet banking and Facebook and may reply 60 most popular clients' inquiries without switching to the operator.

Business Structure (as of 01.04.2024)

Clients 984 315

4 054

Corporate Clients

- Large Corporate: **985**
- Middle Market: **3 069**

940 475

Private Individuals

Financial Institutions

104

39 311

SME

- Small: **4 449**
- Micro: **34 862**

Subsidiaries

6

Public

349

Other

16





EMEA Finance

- Best foreign bank in Belarus 2020, 2019, 2018, 2017, 2016, 2010
- Best investment bank in Belarus 2018, 2019, 2020
- Best private Bank in Belarus 2020



Global Finance

- Best Bank in Belarus 2024, 2021, 2020, 2019, 2012, 2007, 2006, 2005, 2004, 2003
- Best Foreign Exchange Bank in Belarus 2009, 2006, 2005, 2004



Euromoney

- Best Bank in Belarus 2018, 2017, 2016, 2015, 2011, 2009, 2007, 2005



EBRD

- Most active issuing bank in Belarus under Trade Facilitation Programme 2021, 2020, 2018, 2017, 2016, 2015, 2014, 2013, 2011, 2009, 2008, 2007, 2006



The Banker

- Bank of the Year 2017, 2013, 2012, 2011, 2009, 2005, 2004, 2003 in Belarus



Raiffeisen International

- Best Trendsetter Premium Banking 2018
- The Most Profitable Bank 2004



Commerzbank AG

- Trade Award 2017, 2014



Citibank NA

- Straight Through Processing Excellence Award 2017, 2016, 2015



Low risk of experiencing material financial impacts from ESG factors 80th out of 947 (July 2020)