



# Financial Results for 6 months 2013

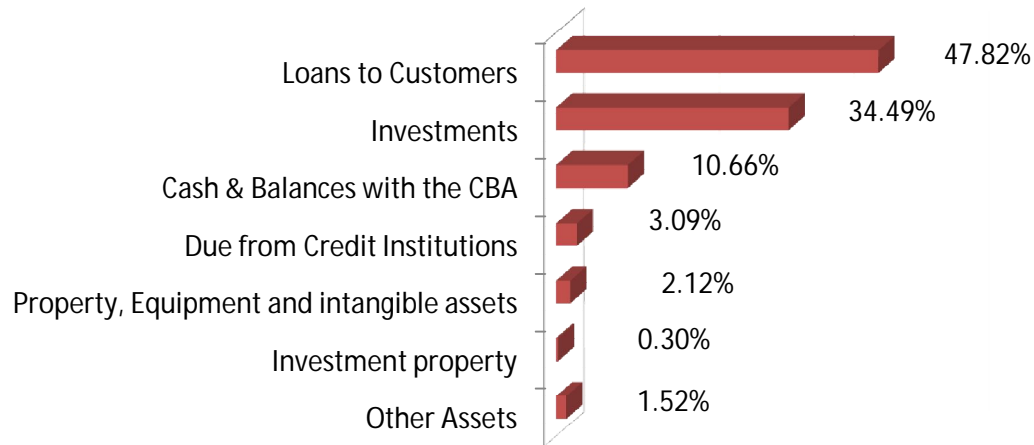
\*based on reviewed consolidated financial statements

## Financial Highlights (based on audited and reviewed figures)

	6 months ended 30 June 2010	Year end 2010	6 months ended 30 June 2011	Year end 2011	6 months ended 30 June 2012	Year end 2012	6 months ended 30 June 2013
<b>Total assets</b>	340,965	512,304	496,188	573,880	630,072	721,075	659,570
<b>Loans to customers</b>	178,588	187,868	203,507	234,004	281,390	274,141	315,420
<b>Customers' time deposits</b>	71,134	147,080	141,725	165,874	190,909	193,858	122,207
<b>Customers' current accounts</b>	110,264	191,519	169,863	205,625	169,328	263,209	238,631
<b>Shareholders' equity</b>	135,110	136,815	141,887	149,183	177,414	188,348	193,727
<b>Interest income</b>	16,050	33,842	17,399	36,201	22,865	48,141	27,647
<b>Fee &amp; commission income</b>	967	2,065	1,291	3,846	2,358	5,393	3,020
<b>Net gains on dealings with currency</b>	2,013	3,750	1,395	4,281	1,872	4,485	2,838
<b>Operating profit</b>	15,121	30,343	12,360	31,037	19,802	43,142	25,950
<b>Net profit</b>	8,540	13,871	5,072	13,359	5,472	16,211	5,490
<b>Income per employee</b>	220	196	111	132	166	150	127
<b>Total operating expenses</b>	4,099	9,342	4,564	11,523	5,569	15,477	10,192
<b>Cost per employee</b>	82	87	65	78	65	84	82
<b>ROA (average for the year)</b>	6.46%	4.10%	3.14%	3.40%	4.52%	3.84%	4.78%
<b>ROE (average for the year)</b>	19.10%	18.20%	12.63%	15.80%	18.13%	17.62%	17.71%
<b>Loans to deposits</b>	100.93%	57.91%	69.24%	66.43%	83.37%	61.88%	91.90%
<b>Cost to income</b>	27.11%	30.79%	36.93%	37.13%	28.12%	35.87%	39.28%
<b>Non % income total income</b>	18.15%	17.38%	12.22%	23.05%	19.54%	21.52%	17.78%

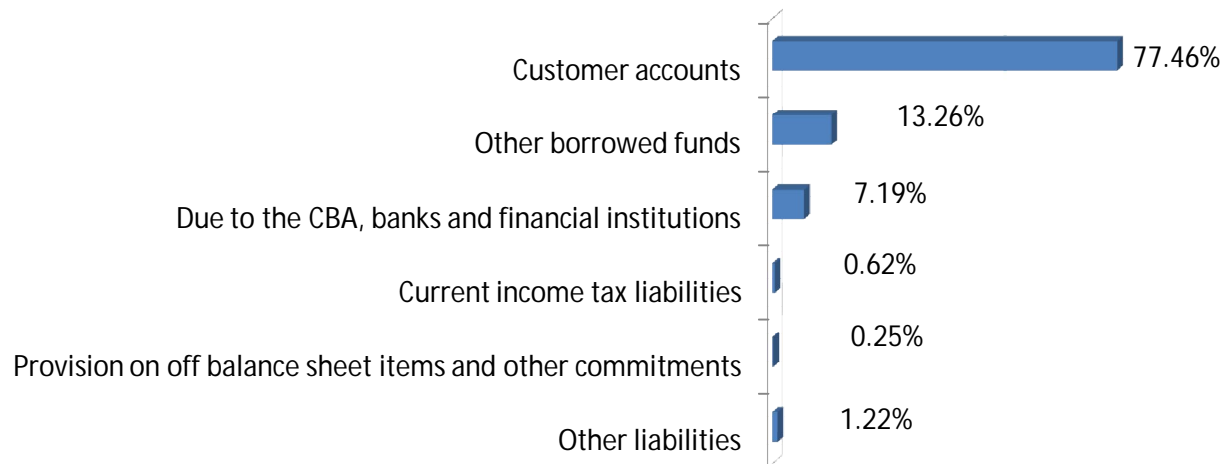
## Balance Sheet Statement Breakdown, 6 months ended 30 June 2013

### Total Assets



Total Assets were AZN 659,570 thousand

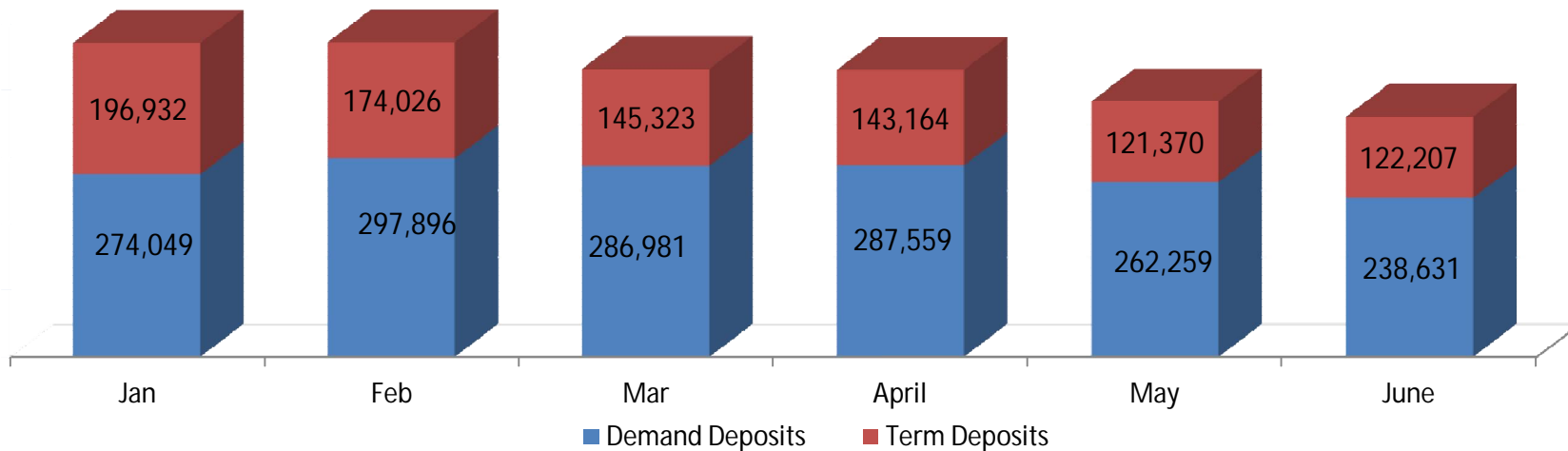
### Total Liabilities



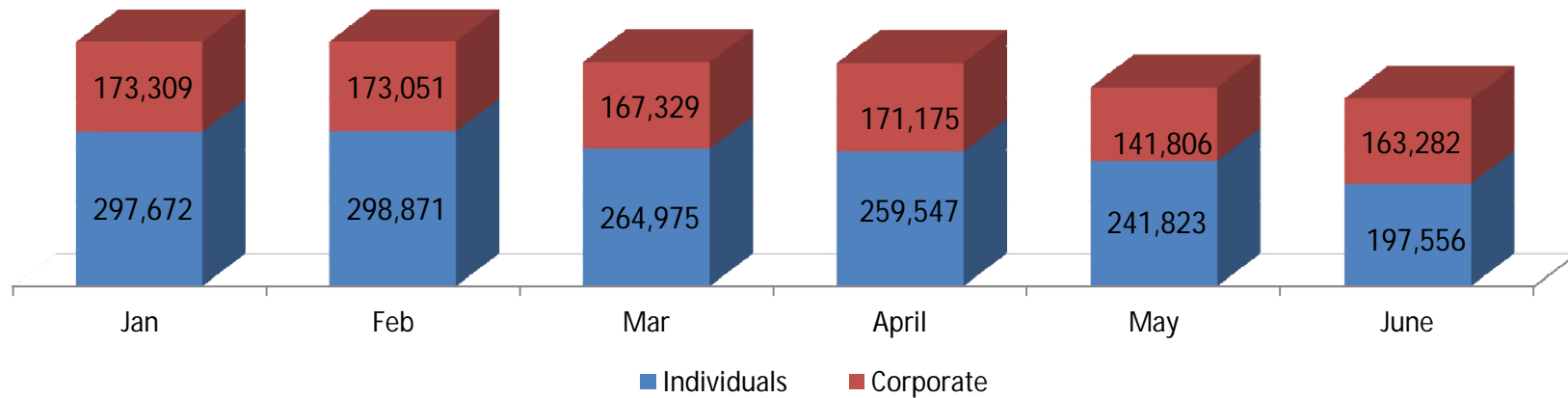
Total Liabilities were AZN 465,843 thousand

# Customer Accounts, 6 months ended 30 June 2013

*Customer Accounts Breakdown, by demand/term and individuals/corporate*

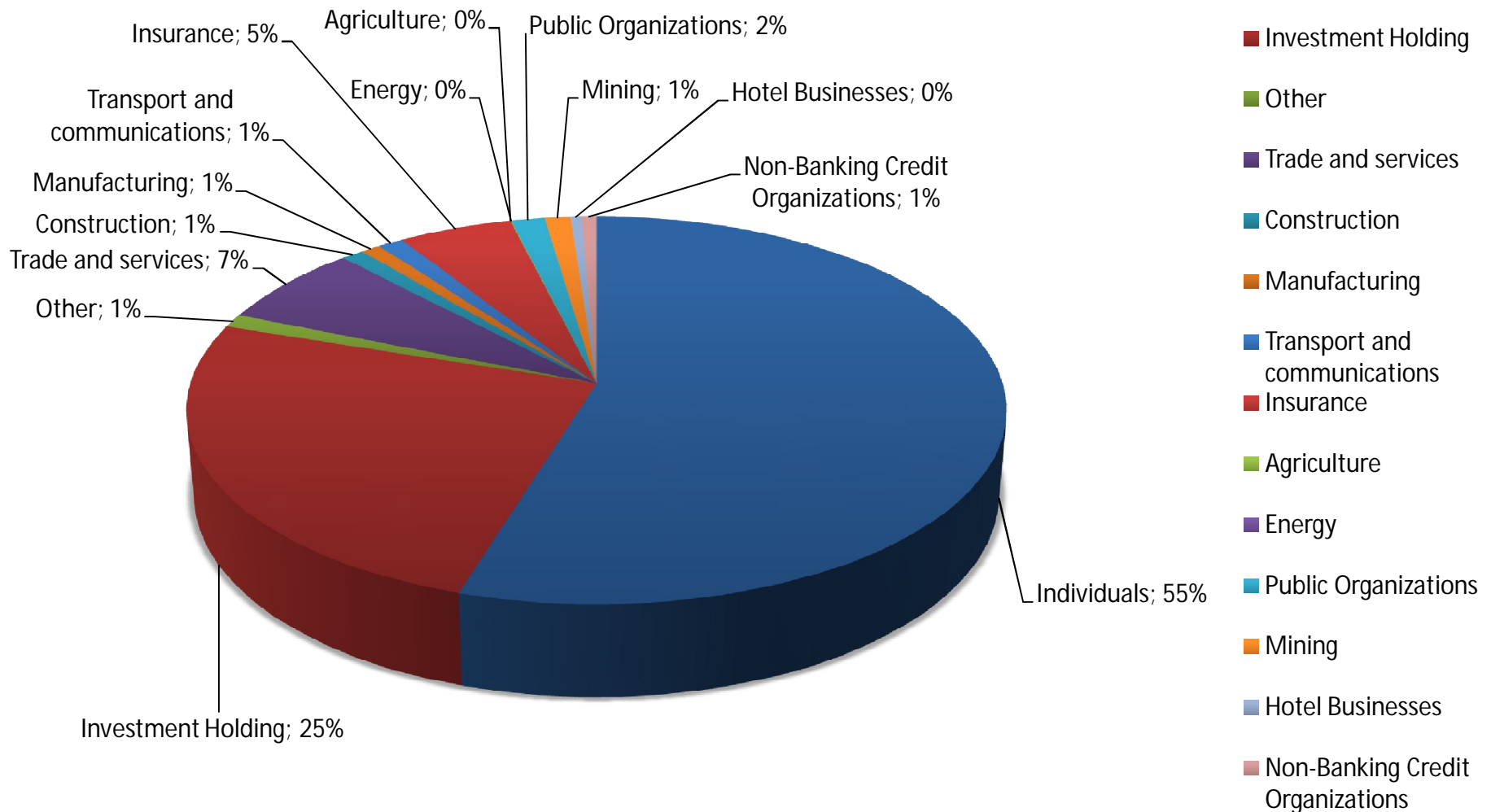


*Total Customer Accounts for the Q2 2013 were AZN 360,838 thousand*



## Customer Accounts (continued)

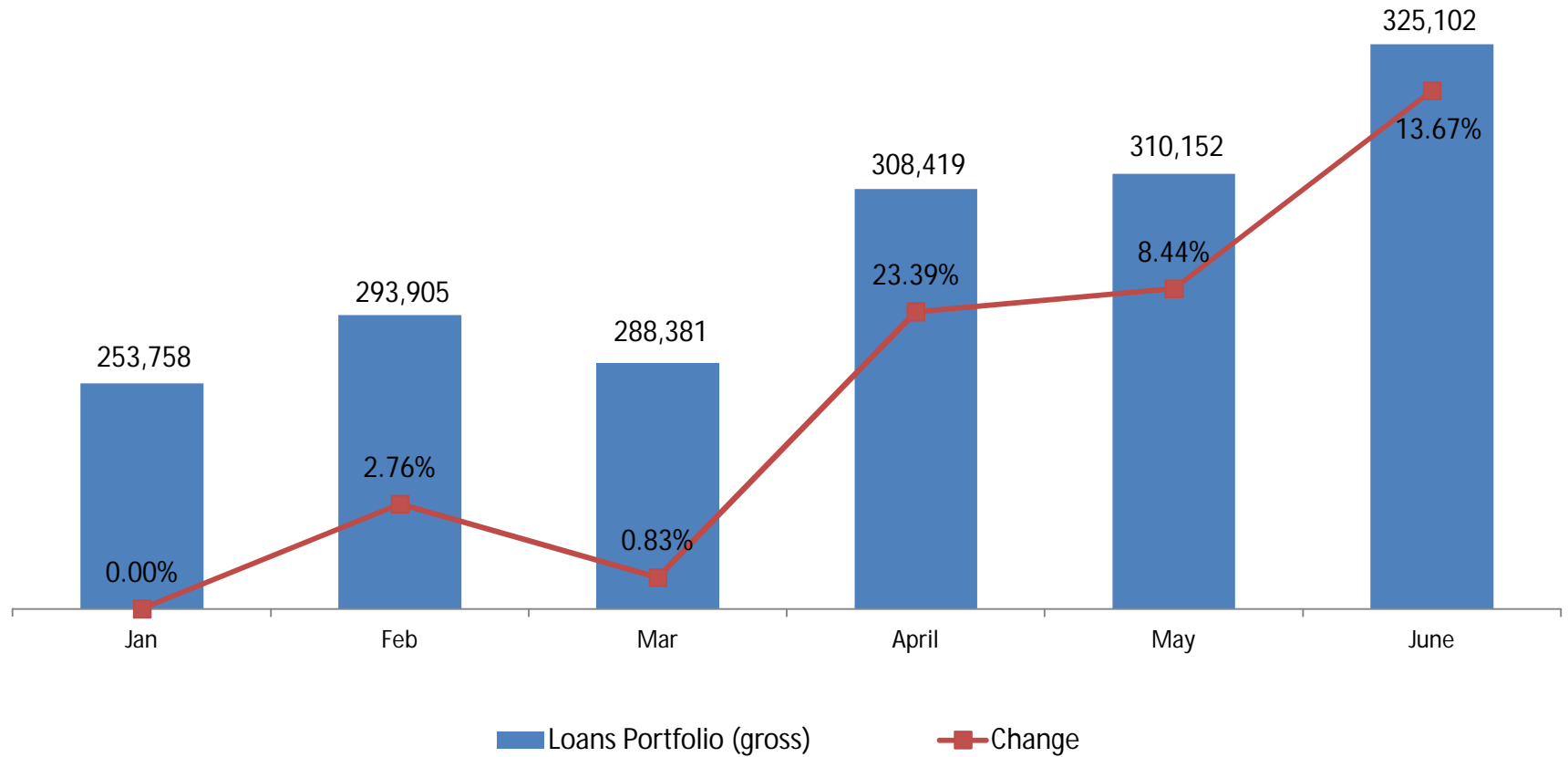
*Customer Accounts Breakdown, by economic sectors*



## Customer Accounts by sector

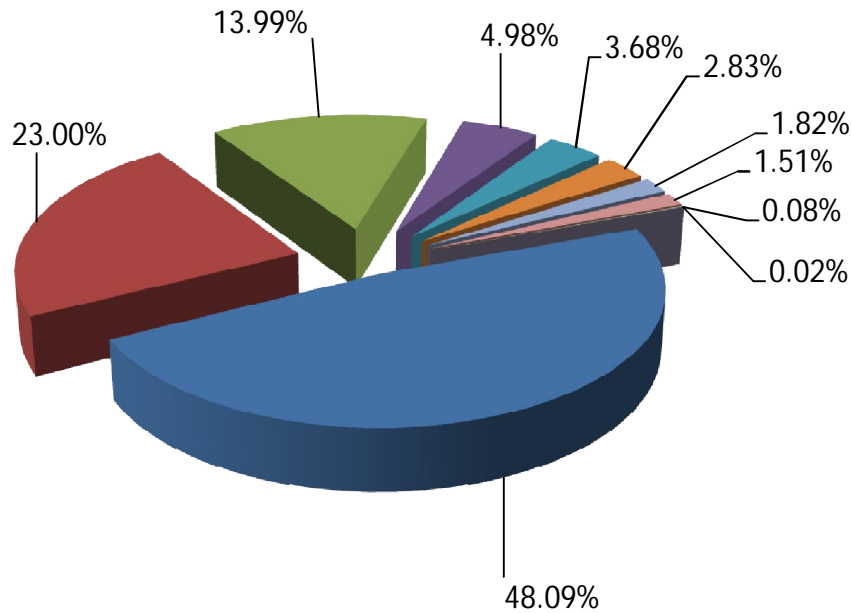
- Individuals
- Investment Holding
- Other
- Trade and services
- Construction
- Manufacturing
- Transport and communications
- Insurance
- Agriculture
- Energy
- Public Organizations
- Mining
- Hotel Businesses
- Non-Banking Credit Organizations

## Loans to customers



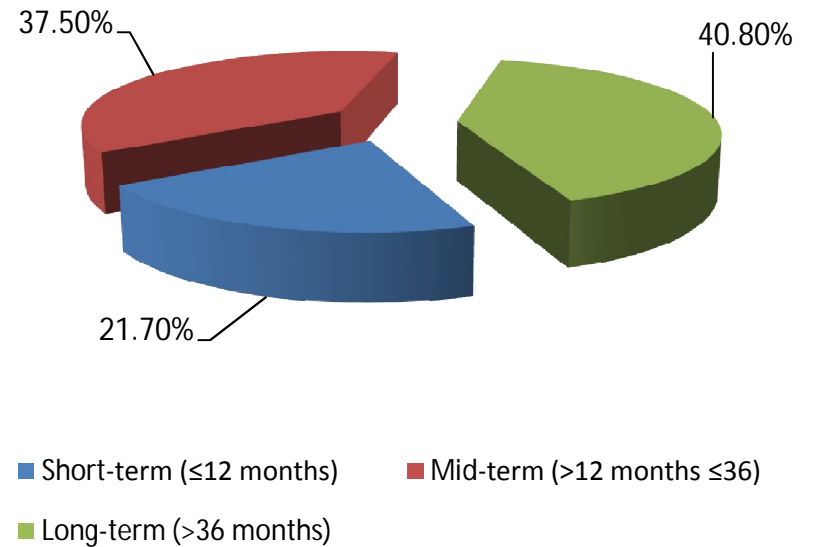
\* Changes are being compared with January 2013

## Loans to customers



- Trade and services
- Manufacturing
- Construction
- Agriculture and food processing
- Transport and telecommunication
- Individuals
- Non banking credit organizations
- Leasing
- Energy
- Other

Over 48.09% of loans are provided by Trade and services, Manufacturing 23% Construction 13.99%, Agriculture and food processing 4.98% and other sectors cover 9.94% of credit portfolio in total.



- Short-term (≤12 months)
- Mid-term (>12 months ≤36)
- Long-term (>36 months)

40.80% of loans are disbursed as long-term loans , (less than 36 months but more than 12 months) mid-term loans were up to 37.50% and short-term loans (less than 12 months) cover 21.70%.