



FINANCIAL HIGHLIGHTS

Business Results	As at Dec. 31, 2009	As at Dec. 31, 2010	As at Dec. 31, 2011	As at Sept. 30, 2011	As at Sept. 30, 2011
Loans granted YTD (KZT millions)	9,551	18,614	46,460	28,230	59,128
Number of active clients (thousands)	126	181	320	271	419
Number of distribution points	1,224	1,222	1,631	1,486	1,701
- Number of POS's	1,024	1,029	1,432	1,292	1,497
- Number of bank branches	2	2	4	2	8
- Number of post offices	198	191	195	192	196
Number of employees (FTEs)	291	399	546	472	695

Income Statement (KZT millions)	12M period ended Dec. 31, 2009	12M period ended Dec. 31, 2010	12M period ended Dec. 31, 2011	9M period ended Sept. 30, 2011	6M period ended Sept. 30, 2012
Net interest income	4,949	5,486	8,700	6,672	9,154
Operating income	5,380	6,005	13,011	8,686	15,589
Credit risk costs*	(2,089)	121	(529)	(265)	(2,177)
General administrative expenses	(2,714)	(3,088)	(4,728)	(2,942)	(4,356)
Net profit after tax	400	2,380	6,046	4,222	6,924

Balance Sheet (KZT millions)	As at Dec. 31, 2009	As at Dec. 31, 2010	As at Dec. 31, 2011	As at Sept 30, 2012
Total Assets	12,750	17,920	39,391	69,604
Net loan portfolio	7,624	13,605	32,544	53,867
Shareholder's equity	4,207	6,587	12,633	19,556
Wholesale funding	3,668	4,728	10,212	20,394
Customers' deposits and current accounts	3,404	5,167	14,238	26,858

KEY RATIOS

Income Statement Ratios	12M period ended Dec. 31, 2009	12M period ended Dec. 31, 2010	12M period ended Dec. 31, 2011	9M period ended Sept. 30, 2011	9M period ended Sept. 30, 2012
Net interest margin ¹⁾	56.7%	58.6%	42.2%	50.4%	29.4%
Net interest income to operating income	92.0%	91.4%	66.9%	76.8%	58.7%
Cost to average net loans ²⁾	32.3%	35.3%	23.0%	22.3%	14.0%
Cost to income ³⁾	50.5%	51.4%	36.3%	33.9%	27.9%
Cost of risk ratio ⁴⁾	24.9%	-1.4%	2.6%	2.0%	7.0%
RoAA ⁵⁾	3.2%	17.8%	22.5%	23.8%	17.5%



Balance Sheet Ratios	As at Dec. 31, 2009	As at Dec. 31, 2010	As at Dec. 31, 2011	As at Sept. 30, 2011	As at Sept. 30, 2012
Net loans to total assets	59.8%	75.9%	82.6%	74.1%	77.4%
NPL ratio⁶⁾	7.4%	5.2%	2.8%	3.0%	4.5%
NPL coverage ratio⁷⁾	232.1%	104.1%	136.4%	126.2%	118.7%
Deposits to total liabilities	39.8%	45.6%	53.2%	60.7%	53.7%
Equity to assets	33.0%	36.8%	32.1%	34.3%	28.1%
Equity and deposits to net loans ratio	99.8%	86.4%	82.6%	100.1%	86.2%

1) Net interest margin is calculated as net interest income divided by average balance of net interest earning assets.

2) Cost to average net loans is calculated as general administrative expenses divided by average net loans.

3) Cost to income ratio is calculated as general administrative expenses divided by operating income.

4) Cost of risk represents impairment losses divided by average balance of net loans to customers.

5) RoAA is calculated as net profit for the year divided by average balance of total assets.

6) NPL ratio is calculated as gross non-performing loans divided by total gross loans. The Bank defines non-performing loans as collectively impaired loans that are overdue by more than 90 days as well as loans considered individually impaired.

7) NPL coverage ratio is calculated as loan loss provisions divided by gross non-performing loans.