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# **Agenda**

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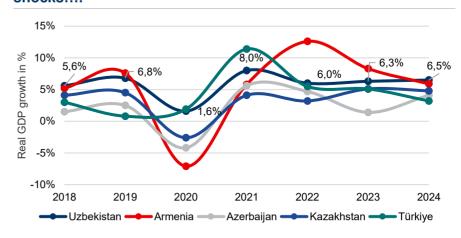


## Macroeconomic outlook

Moody's Ratings	S&P Global Ratings		Fitch Ratings		
Ba3 / Positive	BB- / Positive	•	BB- / Stable		
Strong commitment to reforms and transformational strategy		2021	2022	2023	2024
GDP, bn \$		69.6	80.4	90.9	114.9
GDP growth, %		7.4%	5.7%	6.0%	6.5%
Inflation, CPI		10.0%	12.3%	8.8%	9.6%
Exports, bn \$		16.7	19.3	24.4	26.7
Imports, bn \$		25.5	30.8	38.1	39.9
Balance, bn \$		-8.8	-11.5	-13.7	-13.2
Domestic debt		2.7	3.3	5.3	5.8
External debt		23.6	25.9	29.6	33.9
USD/UZS exchange rate		12,920.48 as of 1 Jan. 2025		↑ 4.71% change YTD	

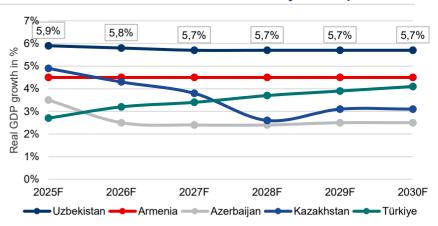
- GDP growth for 2024 is 6.5% above the 4.2% average EM GDP growth as recorded by the IMF. Under "Uzbekistan 2030" Strategy total GDP is expected to increase up to USD 200bn by 2030, while on a per capita basis this is expected to reach USD 5,000
- CPI for 2024 stood at 9,6% according to IMF and decrease to 5% in the 2H, 2026
- Foreign reserves amounted to USD 41.2bn as of YE 2024, including USD 32bn in gold
- State debt of Uzbekistan amounted to USD 40.2bn as of YE2024, out of which USD 33.7bn was external debt
- Favourable demographics with 37.7mn population, largest in Central Asia

## Economic growth has remained resilient despite exogenous shocks....



Source: IMF World Economic Outlook

## ... and is forecasted to remain consistently above peers

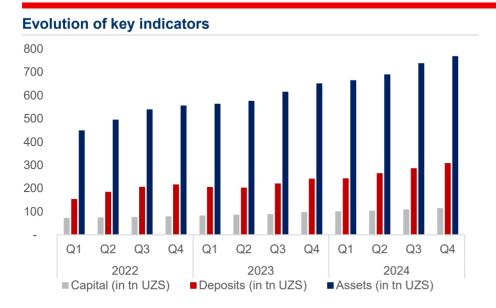


Source: IMF World Economic Outlook



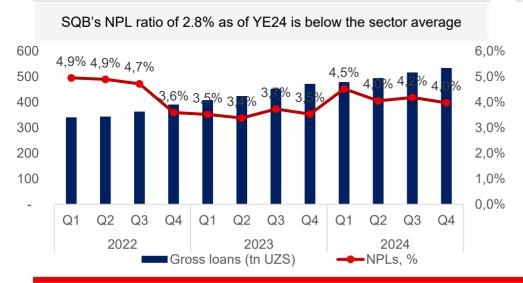
<sup>\*</sup> Preliminary estimates of Ministry of Economy and Finance, subject to change

# Stable banking system signals healthy conditions

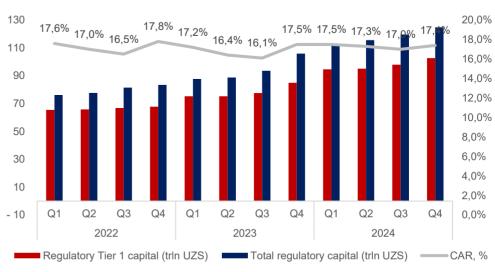




### Strong asset quality



## Capital adequacy position







## SQB at a glance



TOP 2

Largest bank in terms of assets and loan portfolio



#### **EUROBOND**

First ever corporate
Eurobond issuance in
Uzbekistan for an amount of
USD 300mn on the LSE



### **Sustainability Bonds**

First ever RegS & 144A Sustainability bonds issuance in Uzbekistan for the amount of \$400 mn and UZS 2.25 trn



#### S&P GLOBAL RATINGS

BB- / Stable

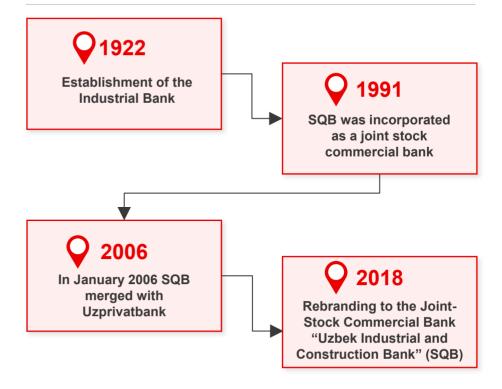
#### **FITCH RATINGS**

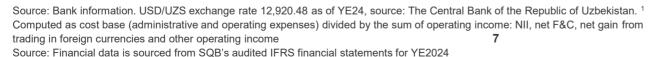
**BB-/Stable** 

## **KEY PERFORMANCE INDICATORS (FY-23 /FY-24)**

#### **Total Assets Net loans Net Income** Size UZS 73.3tn / 84.8tn UZS 58.0tn / 66.5tn UZS 856bn / 1 115bn USD 5,9bn / 6,6bn USD 4,7bn / 5,1bn USD 69.4mm / 86.3mm **Return on Average** Profitability **Net Interest Margin** Cost Income Ratio<sup>1</sup> **Equity** 5.0 % / 4.9% 41.6% / 38.7% 10.7% / 12.6% Credit growth & quality **Non-Performing Net Loans YoY NPL Coverage Ratio Loans Ratio** 14,7% 2,2% / 2,8% 104% / 119,6% Capital ratios **Tier 1 Capital Ratio Total Capital Ratio** Leverage Ratio 11% / 10,6% 16,1% / 15,6% 9,7% / 9,1%

### A LONG JOURNEY STARTING FROM 1922









## **Credit highlights**

2 Active contribution to the development of efficient economy through Green Banking products

3 Streamlining business with advanced IT solutions

4 Building bridges for a growing client base by attracting SMEs and Retail through corporate supply chains

6 Strong balance sheet with prudent capital ratios and robust asset quality

Nationwide reach with local service in every region

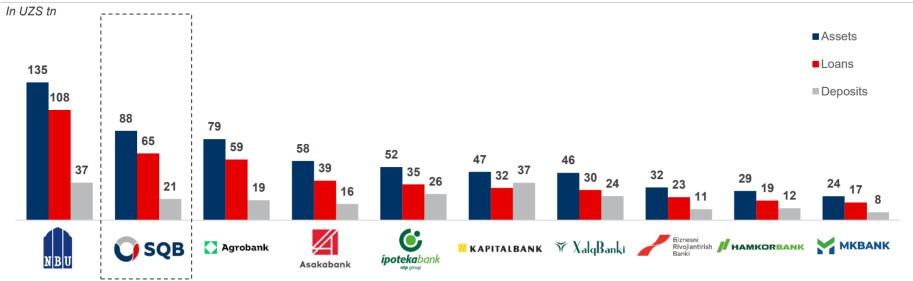
One of the leading banks in Uzbekistan by total assets and loan portfolio size

7 Strong corporate governance and experienced management for global and local insights

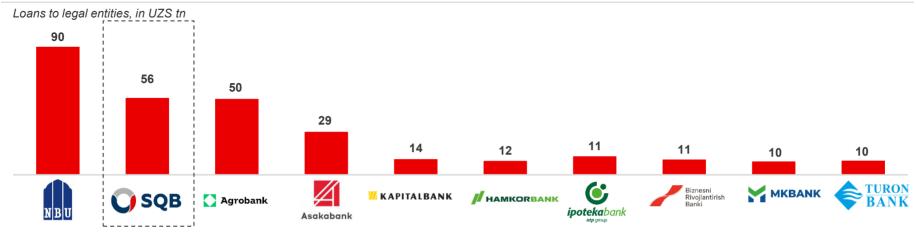


## One of the leading banks in Uzbekistan

## SQB is the 2<sup>nd</sup> largest bank in Uzbekistan by total assets and loan portfolio size...

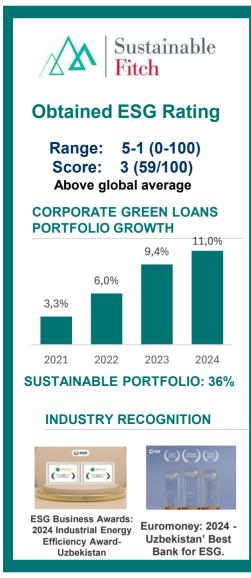


## ...while also being the 2<sup>nd</sup> largest lender to Legal Entities in the country





# Active contribution to the development of efficient economy through Green Banking products







Of 17 SDG's during the period 2024-2026



**Improving** ESG reporting



**Green Climate** 



**Fund** 

Actively working on GCF accreditation process



**Obtained** Second Party Opinion (SPO) from Sustainable Fitch

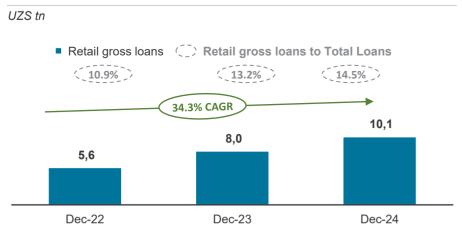




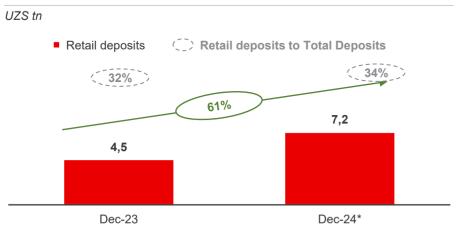
<sup>\*</sup>Financial data is sourced from SQB's audited IFRS financial statements for YE2024.

# Building bridges for a growing client base by attracting SMEs and Retail through corporate supply chains

#### **EVOLUTION OF RETAIL GROSS LOANS<sup>1</sup>**



#### **EVOLUTION OF RETAIL DEPOSITS**



- SQB has historically focused on financing companies operating in key strategic sectors of Uzbekistan's economy and state and municipal organisations
- SQB is focused on broadening its client base and diversifying its loan portfolio by increasing the share of higher-margin loans in developing sectors of Uzbekistan's economy, with a focus on attracting new retail and SME clients and utilizing strong corporate relationships as an anchor to access their supply chain firms and employees.
- SQB is continiously implementing new products for retail and SME clients:
  - In 2020 the Bank introduced the **SQB Mobile** platform, a banking application and marketplace for retail customers
  - In 2022 it launched the SQB Business program, an online banking solution for SME clients

Source: Bank information

Notes: 1 Retail loans includes consumer loans and mortgages



## Nationwide reach with local service in every region

#### NATIONAL COVERAGE OF KEY ECONOMIC HUBS



- SQB conducts its banking operations from its head office in Tashkent with branches distributed all over the country and the fourth widest distribution network in the country
- Through its client-centric product range, large network and 24/7 service, the Bank reaches a wide spectrum of customers
- In line with its IT development strategy, the Bank continues to invest in cutting-edge multichannel banking technology to better serve its customers

#### **MULTI-FACETED DISTRIBUTION NETWORK AS OF YE24**



32 thousand terminals



173 24/7 banking service points



offices



80 offices for international money transfer



8o foreign exchange offices



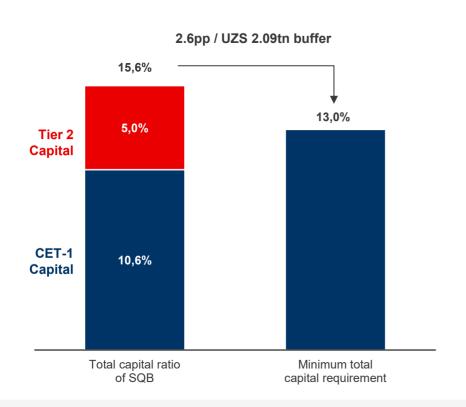
24/7 access to Mobile, SMS and Internet Banking



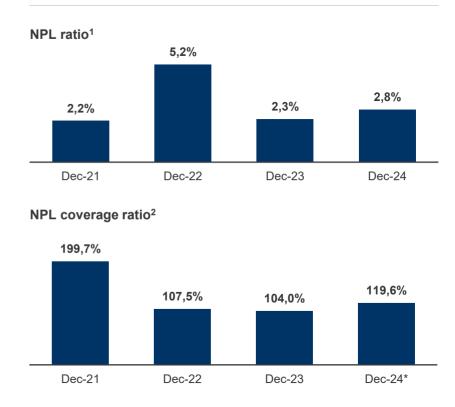


# Strong balance sheet with prudential capital ratios and robust asset quality

## TCR OF THE BANK COMPARED TO MINIMUM REGULATORY REQUIREMENT (AS OF YE24)



#### NPL RATIO AND NPL COVERAGE RATIO EVOLUTION



■ Strong balance sheet metrics with sizeable capital buffer against minimum capital requirements as well as robust asset quality metrics with expected 2.8% NPL ratio and 119,6% coverage ratio as of year end 2024\*,

Notes: <sup>1</sup> Non-performing loans are defined as loans and advances to customers, gross, with overdue payments of principal loan amount and/or interest by more than 90 days. NPL ratio is calculated as Non-performing loans divided by total loans and advances to customers, gross; <sup>2</sup> Non-performing loans coverage is calculated as the amount of allowance for expected credit losses as at period end divided by the total amount of the Non-performing loans as at the period end



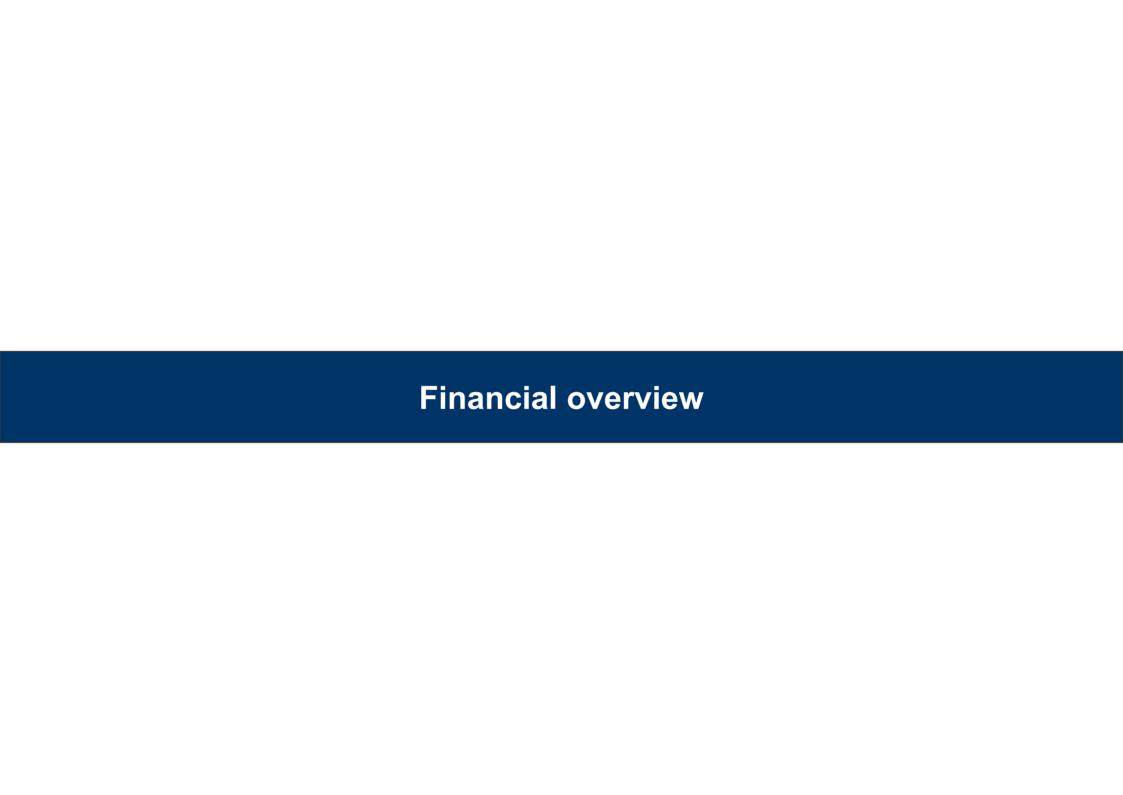
<sup>\*</sup> Source: Financial data is sourced from SQB's audited IFRS financial results for YE2024...

# Strong corporate governance and experienced management for global and local insights

- Robust Corporate Governance structure in place, with 6 out of 8 Independent Members of the Supervisory Board (compared to 2 Independent Members in 2019)
- Experienced top management team with c.20 years of relevant professional experience on average and strong understanding of the local market







# **Key financial highlights**



**Diversified Business** with Strong Growth

15.8%

Total assets CAGR 2022-2024

18.8%

Net loans CAGR 2022-2024



Strong **Asset Quality** 

2.8%

NPL ratio<sup>1</sup> 2024\*

119,6%

NPL coverage ratio<sup>2</sup> 2024\*



**Strong Profitability Profile** 

41,6%, 38,7%

Cost / income ratio<sup>3</sup> FY23 and FY24

10.7%, 12.6% 15.6%

RoAE FY23 and 2024



**Robust Capital Ratios** 

10.6%

CFT1 ratio 2024

Total capital ratio 2024\*

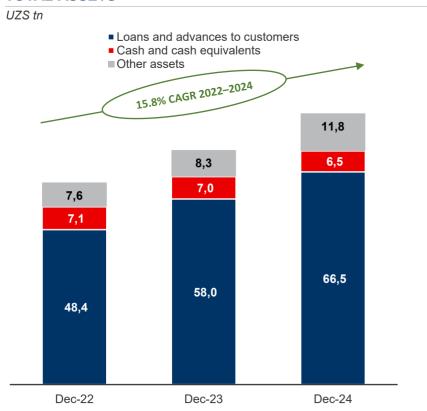
Notes: 1 Non-performing loans are defined as loans and advances to customers, gross, with overdue payments of principal loan amount and/or interest by more than 90 days. NPL ratio is calculated as Non-performing loans divided by total loans and advances to customers, gross; 2 Non-performing loans coverage is calculated as the amount of allowance for expected credit losses as at period end divided by the total amount of the Non-performing loans (as defined in Note above) as at the period end; <sup>3</sup> Computed as cost base (administrative and operating expenses) divided by the sum of operating income: NII, net F&C, net gain from trading in foreign currencies and other operating income



<sup>\*</sup>Source: Financial data is sourced from SQB's audited IFRS financial statements for YE2024.

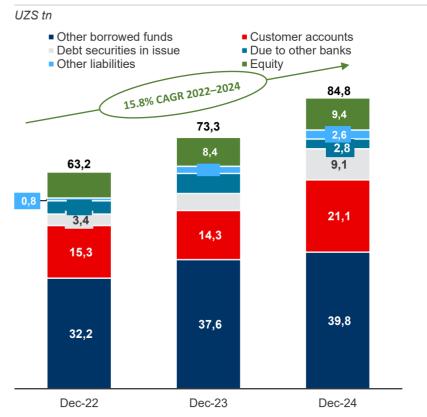
## **Balance sheet structure**

### **TOTAL ASSETS**



■ High balance sheet growth over the last 2 years mainly driven by expansion of the loan portfolio

#### **TOTAL LIABILITIES AND EQUITY**

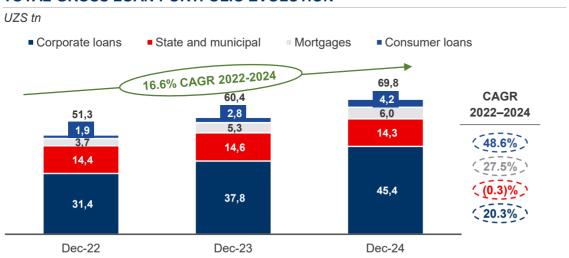


■ Diversified funding base including customer deposits, as well as funding from international and local financial institutions



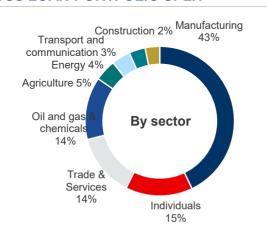
# Fast growing loan portfolio with strong diversification across products and currencies

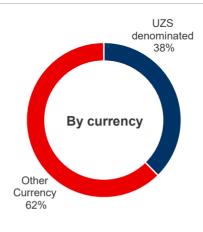
#### TOTAL GROSS LOAN PORTFOLIO EVOLUTION

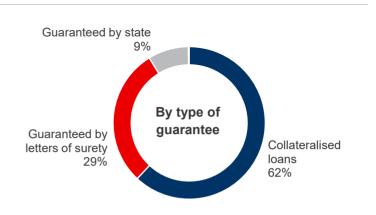


- High portfolio loan diversification in terms of client type and sector
- High share of the portfolio guaranteed by collateralisation further supporting asset quality

#### TOTAL GROSS LOAN PORTFOLIO SPLIT



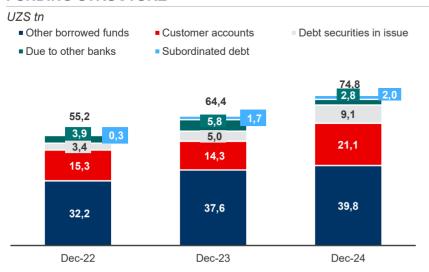




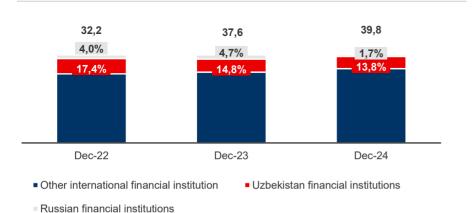


# **Strong funding profile**

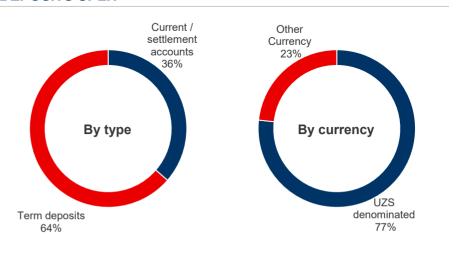
#### **FUNDING STRUCTURE**



#### OTHER BORROWED FUNDS SPLIT



#### **DEPOSITS SPLIT**

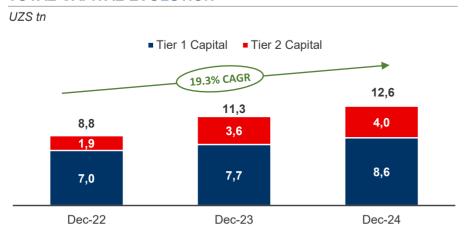


- The bank has strong funding profile supported by borrowings from international financial institutions and local financial institutions (52% of funding base as of YE24)
  - The share of financing provided by Russian financial institutions has significantly decreased from ~15% in 2021 to 1,7% as of YE24
- The bank also benefits from a stable deposit base, well diversified by type of deposits and currency (27,5% of funding base)



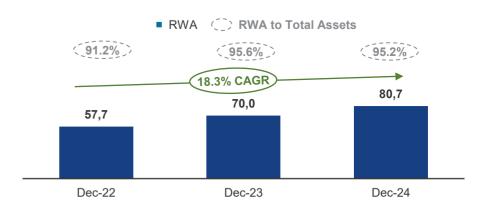
# **Strong capital buffers**

#### TOTAL CAPITAL EVOLUTION

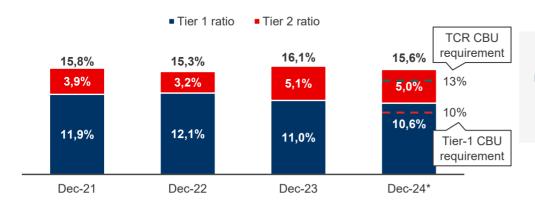


#### **RWA DYNAMICS**

UZS tn



#### TOTAL CAPITAL RATIO EVOLUTION



Strong capital position with Tier-1 ratio of 10.6% and TCR ratio of 15.6% as of the year end 2024, well above the minimum capital requirements

