DISCLAIMER

• This document and its contents are confidential and may not be reproduced, redistributed, published or passed on to any other person, directly or indirectly, in whole or in part, for any purpose. If this presentation has been received in error it must be returned immediately to Alfa-Bank (the “Bank”).

• This presentation is not directed to or intended for distribution to or use by any person or entity that is a citizen or resident of or located in any locality, state, country or other jurisdiction where such distribution or use would be contrary to law or regulation or which would require any registration or licensing within such jurisdiction.

• THIS PRESENTATION IS NOT FOR DISTRIBUTION, DIRECTLY OR INDIRECTLY, INTO THE UNITED STATES. This presentation and the information contained herein are not an offer of securities for sale in the United States. The Bank’s securities may not be offered or sold in the United States absent registration or an exemption from registration under the U.S. Securities Act of 1933 as amended (the “Securities Act”). The Bank does not intend to register any portion of the offering of its securities in the United States or to conduct a public offering of any securities in the United States.

• This communication is directed solely at (a) persons who have professional experience in matters relating to investments falling within article 19(1) of the Financial Services and Markets Act 2000 (Financial Promotion) Order 2005 (the “Order”) or (b) high net worth entities falling within article 49(2)(a) to (d) of the Order. and other persons to whom it may be lawfully communicated. falling within article 49(1) of the Order (all such persons together being referred to as “relevant persons”). Any person who is not a relevant person should not act or rely on this document or any of its contents. Any investment activity to which this communication relates will only be available to and will only be engaged with relevant persons. Any person who is not a relevant person should not act or rely on this communication.

• This presentation is not for publication, release or distribution in Australia, Canada or Japan.

• This presentation does not constitute or form part of and should not be construed as an offer or invitation to sell securities of the Bank or the solicitation of an offer to subscribe for or purchase securities of the Bank and nothing contained herein shall form the basis of or be relied on in connection with any contract or commitment whatsoever. Any decision to purchase any securities of the Bank should be made solely on the basis of the final terms and conditions of the securities and the information to be contained in the prospectus or equivalent disclosure document produced in connection with the offering of such securities. Prospective investors are required to make their own independent investigations and appraisals of the business and financial condition of the Bank and the nature of the securities before taking any investment decision with respect to securities of the Bank. The prospectus (or equivalent disclosure document) may contain information different from the information contained herein.

• The information in this presentation has not been independently verified. No representation or warranty, expressed or implied is made as to the accuracy, completeness or fairness of the presentation and the information contained herein and no reliance should be placed on such information. None of the Bank, its advisers, connected persons or any other person accepts any liability for any loss howsoever arising, directly or indirectly, from this presentation or its contents.

• This presentation contains forward-looking statements which include all statements other than statements of historical facts, including without limitation any statements preceded by, followed by or including the words "targets", "believes", "expects", "aims", "intends", "may", "anticipates", "would", "could" or similar expressions or the negative thereof. Such forward-looking statements involve known and unknown risks, uncertainties and other important factors beyond the Bank’s control that could cause the Bank’s actual results, performance or achievements to be materially different from future results, performance or achievements expressed or implied by such forward-looking statements. Such forward-looking statements are based on numerous assumptions regarding the Bank’s present and future business strategies and the environment in which it will operate in the future. These forward-looking statements speak only as at the date of this presentation. The Bank expressly disclaims any obligation or undertaking to disseminate any updates or revisions to any forward-looking statements contained herein to reflect any change in its expectations with regard thereto or any change in events, conditions or circumstances on which any of such statements are based.

• This presentation is not a public offer or advertisement of securities in the Russian Federation and is not an invitation to make offers to purchase any securities in the Russian Federation. The information and opinions in this presentation are subject to change without notice. All information not separately sourced in this presentation is from Bank data.
KEY FINANCIAL HIGHLIGHTS 1H 2018

NET PROFIT
US$. MLN

<table>
<thead>
<tr>
<th></th>
<th>1H 2017</th>
<th>2H 2017</th>
<th>1H 2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>NET PROFIT</td>
<td>436</td>
<td>362</td>
<td>658</td>
</tr>
</tbody>
</table>

NET INTEREST INCOME
US$. MLN

<table>
<thead>
<tr>
<th></th>
<th>1H 2017</th>
<th>2H 2017</th>
<th>1H 2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>NET INTEREST</td>
<td>783</td>
<td>956</td>
<td>996</td>
</tr>
</tbody>
</table>

NET FEE & COMMISSION INCOME
US$. MLN

<table>
<thead>
<tr>
<th></th>
<th>1H 2017</th>
<th>2H 2017</th>
<th>1H 2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>NET FEE &amp;</td>
<td>396</td>
<td>450</td>
<td>439</td>
</tr>
</tbody>
</table>

RETURN ON EQUITY

<table>
<thead>
<tr>
<th></th>
<th>1H 2017</th>
<th>2H 2017</th>
<th>1H 2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>RETURN ON</td>
<td>14.9%</td>
<td>11.7%</td>
<td>19.5%</td>
</tr>
</tbody>
</table>

COST OF RISK

<table>
<thead>
<tr>
<th></th>
<th>1H 2017</th>
<th>2H 2017</th>
<th>1H 2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>COST OF RISK</td>
<td>-0.5%</td>
<td>0.5%</td>
<td>0.2%</td>
</tr>
</tbody>
</table>

TOTAL ASSETS
US$. BN

<table>
<thead>
<tr>
<th></th>
<th>2017</th>
<th>1H 2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>TOTAL ASSETS</td>
<td>44.7</td>
<td>45.1</td>
</tr>
</tbody>
</table>

GROSS LOAN PORTFOLIO
US$. BN

<table>
<thead>
<tr>
<th></th>
<th>2017</th>
<th>1H 2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>GROSS LOAN</td>
<td>28.6</td>
<td>29.5</td>
</tr>
</tbody>
</table>

TOTAL EQUITY
US$. BN

<table>
<thead>
<tr>
<th></th>
<th>2017</th>
<th>1H 2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>TOTAL EQUITY</td>
<td>6.4</td>
<td>7.1</td>
</tr>
</tbody>
</table>

Source: IFRS Condensed Consolidated Interim Financial Information (Unaudited) as of 30 June 2018

On 31 October 2017 Moody’s Investors Service affirmed the Alfa-Bank’s Ba2 foreign-currency deposit ratings and upgraded to Ba1 from Ba2 Alfa-Bank’s local-currency long-term deposit rating and local- and foreign-currency senior unsecured debt ratings. The outlook on these ratings remains Stable.
On 04 December 2017 Fitch Ratings affirmed Alfa-Bank’s Long-Term Issuer Default Rating (IDR) at ‘BB+’ with Stable Outlook.
**Profit and Loss Dynamics**

### Operating Profit

**Before Provisioning. US$. MLN**

<table>
<thead>
<tr>
<th>Quarter</th>
<th>1H 2017</th>
<th>2H 2017</th>
<th>1H 2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>64.4 Rub.bn</td>
<td>73.5 Rub.bn</td>
<td>84.7 Rub.bn</td>
</tr>
<tr>
<td>Net fee &amp; commission income</td>
<td>1110</td>
<td>1252</td>
<td>1427</td>
</tr>
<tr>
<td>Share in operating profit</td>
<td>50.4%</td>
<td>50.9%</td>
<td>42.0%</td>
</tr>
</tbody>
</table>

### Cost to Income Ratio (%)

<table>
<thead>
<tr>
<th>Quarter</th>
<th>2H 2017</th>
<th>2017</th>
<th>1H 2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>2H 2017</td>
<td>69%</td>
<td>35.7%</td>
<td>30.8%</td>
</tr>
<tr>
<td>2017</td>
<td>71%</td>
<td>35.9%</td>
<td></td>
</tr>
<tr>
<td>1H 2018</td>
<td>73%</td>
<td>30.8%</td>
<td></td>
</tr>
</tbody>
</table>

### Net Interest Income

**US$. MLN**

<table>
<thead>
<tr>
<th>Quarter</th>
<th>1H 2017</th>
<th>2H 2017</th>
<th>1H 2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>45.4 Rub.bn</td>
<td>56.1 Rub.bn</td>
<td>59.1 Rub.bn</td>
</tr>
<tr>
<td>Net interest income</td>
<td>783</td>
<td>956</td>
<td>996</td>
</tr>
<tr>
<td>Margin</td>
<td>4.4%</td>
<td>4.9%</td>
<td>4.9%</td>
</tr>
</tbody>
</table>

### Net Fee and Commission Income

**US$. MLN**

<table>
<thead>
<tr>
<th>Quarter</th>
<th>1H 2017</th>
<th>2H 2017</th>
<th>1H 2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>23.0 Rub.bn</td>
<td>26.4 Rub.bn</td>
<td>26.1 Rub.bn</td>
</tr>
<tr>
<td>Net fee &amp; commission income</td>
<td>396</td>
<td>450</td>
<td>439</td>
</tr>
<tr>
<td>Share in operating profit</td>
<td>69%</td>
<td>71%</td>
<td>73%</td>
</tr>
</tbody>
</table>

Source: IFRS Condensed Consolidated Interim Financial Information (Unaudited) as of 30 June 2018

*Net interest margin is calculated as Net interest income / Average interest earning assets*
FACTORS AFFECTING TOTAL EQUITY

TOTAL EQUITY
US$. MLN

IFRS 9 EFFECT

IFRS Condensed Consolidated Interim Financial Information (Unaudited) as of 30 June 2018

Source: IFRS Condensed Consolidated Interim Financial Information (Unaudited) as of 30 June 2018
BALANCE SHEET DYNAMICS

TOTAL ASSETS

<table>
<thead>
<tr>
<th>US$ BN</th>
<th>IFRS 9 44.6</th>
<th>IFRS 9 +6.4% excl. FX effect 45.1</th>
</tr>
</thead>
<tbody>
<tr>
<td>31.12.2017</td>
<td>44.7</td>
<td></td>
</tr>
<tr>
<td>01.01.2018</td>
<td>44.7</td>
<td></td>
</tr>
<tr>
<td>30.06.2018</td>
<td>45.1</td>
<td></td>
</tr>
</tbody>
</table>

Source: IFRS Condensed Consolidated Interim Financial Information (Unaudited) as of 30 June 2018

*FVTPL – fair value through profit or loss

TOTAL LIABILITIES & EQUITY

<table>
<thead>
<tr>
<th>US$ BN</th>
<th>IFRS 9 38.0</th>
<th>IFRS 9 -1.0%</th>
</tr>
</thead>
<tbody>
<tr>
<td>31.12.2017</td>
<td>38.3</td>
<td>6.4</td>
</tr>
<tr>
<td>01.01.2018</td>
<td>38.3</td>
<td>6.3</td>
</tr>
<tr>
<td>30.06.2018</td>
<td>38.0</td>
<td>7.1</td>
</tr>
</tbody>
</table>

Source: IFRS Condensed Consolidated Interim Financial Information (Unaudited) as of 30 June 2018

*FVTPL – fair value through profit or loss
GROSS LOAN PORTFOLIO DYNAMICS

GROSS LOANS TO CORPORATE CUSTOMERS

<table>
<thead>
<tr>
<th>Date</th>
<th>IAS 39</th>
<th>IFRS 9</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>31.12.2017</td>
<td>24.2</td>
<td>23.9 +2.2%</td>
<td></td>
</tr>
<tr>
<td>01.01.2018</td>
<td>23.9</td>
<td>24.4 +4.2% excl. FX effect</td>
<td></td>
</tr>
<tr>
<td>30.06.2018</td>
<td>24.4</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

TOTAL GROSS LOANS STRUCTURE

<table>
<thead>
<tr>
<th>Date</th>
<th>IAS 39</th>
<th>IFRS 9</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>31.12.2017</td>
<td>28.6 15.4% 84.6%</td>
<td>28.3 15.6% 84.4%</td>
<td></td>
</tr>
<tr>
<td>01.01.2018</td>
<td>28.3 15.6% 84.4%</td>
<td>28.3 15.6% 84.4%</td>
<td></td>
</tr>
<tr>
<td>30.06.2018</td>
<td>29.5 17.2% 82.8%</td>
<td>29.5 17.2% 82.8%</td>
<td></td>
</tr>
</tbody>
</table>

GROSS LOANS TO RETAIL CUSTOMERS

<table>
<thead>
<tr>
<th>Date</th>
<th>IAS 39</th>
<th>IFRS 9</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>31.12.2017</td>
<td>4.4</td>
<td>4.4 +14.9% excl. FX effect</td>
<td></td>
</tr>
<tr>
<td>01.01.2018</td>
<td>4.4</td>
<td>5.1 +25.1% excl. FX effect</td>
<td></td>
</tr>
<tr>
<td>30.06.2018</td>
<td>5.1</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

51% PERSONAL INSTALMENT LOANS
38% CREDIT CARDS
4% CONSUMER FINANCE
6.0% MORTGAGES, 0.8% REVERSE REP0, 0.2% AUTO LOANS

Source: IFRS Condensed Consolidated Interim Financial Information (Unaudited) as of 30 June 2018
LOAN PORTFOLIO QUALITY

OVERDUE LOANS & ADVANCES*

TOTAL LOANS, US$. BN

1 DAY + OVERDUE / TOTAL LOANS

90 DAY + OVERDUE / TOTAL LOANS

IAS 39

IFRS 9

- Overdue 1+ days decreased to 2.3% in 1H 2018 vs. 3.3% as of 01.01.2018 in accordance with IFRS 9.

- Overdue loans (more than 90+ days) declined to 1.7% in 1H 2018.

- Retail NPLs 90+ decreased to 2.3% in 1H 2018 from 4.1% in 2017. Corporate NPLs 90+ declined to 1.6% in 1H 2018 from 2.0% in 2017.

- Total provisioning ratio is 2.6% vs. 3.3% as of 01.01.2018 in accordance with IFRS 9. Retail loan provisioning ratio decreased to 5.0% from 7.9% in 2017 (5.3% in accordance with IAS 39). Corporate provisions decreased to 2.1% compared to 2.4% in 2017 (2.4% in accordance with IAS 39)

- Provision coverage of 90+ days overdue is 155.4% in 1H 2018.

90 DAY+ OVERDUE LOANS STRUCTURE

US$. MLN

RETAIL OVERDUE LOANS

CORPORATE OVERDUE LOANS

CORPORATE OVERDUE / TOTAL CORPORATE LOANS

RETAIL OVERDUE / TOTAL RETAIL LOANS

2016

2017

2018

42

668

495

279

1 415

1 139

5.8

6.5

4.8

2.9

3.3

2.6

1 006

1 361

1 248

1 040

5.8

6.5

4.8

2.9

3.3

2.6

1 361

1 248

1 040

5.8

6.5

4.8

2.9

3.3

2.6

Source: IFRS Condensed Consolidated Interim Financial Information (Unaudited) as of 30 June 2018

*Overdue loans and advances include both past due instalments and the remaining non-overdue portion of the loan.
### IFRS 9: Loan Portfolio Breakdown

**TOTAL NET LOAN PORTFOLIO**

<table>
<thead>
<tr>
<th>Date</th>
<th>Gross Corporate Loans</th>
<th>Gross Retail Loans</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Stage 1 (12-months ECL)</td>
<td>Stage 2 (lifetime ECL)</td>
</tr>
<tr>
<td></td>
<td>%</td>
<td>%</td>
</tr>
<tr>
<td>30.06.2018</td>
<td>87.7%</td>
<td>5.0%</td>
</tr>
</tbody>
</table>

**PROVISIONS**

- Gross Corporate Loans: 71
- Gross Retail Loans: 79

**COVERAGE**

- Gross Corporate Loans: 0.3%
- Gross Retail Loans: 1.7%

**Source:** IFRS Condensed Consolidated Interim Financial Information (Unaudited) as of 30 June 2018

**ECL** – expected credit losses

**a three-stage model for ECL measurement:**

- Stage 1: a financial instrument that is not credit-impaired on initial recognition and its credit risk has not increased significantly since initial recognition, loss allowance is based on 12-month ECLs.
- Stage 2: if a significant increase in credit risk since initial recognition is identified, the financial instrument is moved to Stage 2 but is not yet deemed to be credit-impaired, loss allowance is based on lifetime ECLs.
- Stage 3: if the financial instrument is credit-impaired, the financial instrument is then moved to Stage 3 and loss allowance is based on lifetime ECLs.
DYNAMICS OF OVERDUE LOANS (ALFA-BANK) *

CORPORATE OVERDUE LOANS**

% 1+ DAYS 90+ DAYS

RETAIL LAGGED OVERDUE LOANS

1-180 DAYS. % CREDIT CARDS PERSONAL INSTALMETNS LOANS CONSUMER LOANS

RETAIL LAGGED OVERDUE LOANS

90-180 DAYS. % CREDIT CARDS PERSONAL INSTALMETNS LOANS CONSUMER LOANS

*Risk management estimates Alfa-Bank only as of 1 July 2018

** In October 2017 there was an increase in overdue 1+ by 0.7 bn USD in RAS accounts connected with one borrower in construction & real estate industry. The Bank initiated legal actions towards this borrower due to the deterioration of its financial conditions, so the whole debt was classified as overdue despite the fact that there was no physical delay in the servicing of the debt. The issue was settled between the parties in the court and the borrower made a partial repayment in December. Subsequently the Bank returned to the initial payment schedule and the debt was taken out from overdue category. This issue is not reflected in the graph, as no amounts due for payment were delayed.
**CONCENTRATION LEVELS**

**LOANS BREAKDOWN**
BY ECONOMIC SECTORS. %

- 17.2 INDIVIDUALS
- 15.4 OIL INDUSTRY
- 10.0 REAL ESTATE & CONSTRUCTION
- 8.2 FINANCE & INVESTMENT COMPANIES
- 7.1 FOOD & AGRICULTURE
- 6.5 TRADE AND COMMERCE
- 5.3 CHEMISTRY AND PETROCHEMISTRY
- 4.4 FERROUS METALLURGY
- 4.0 NON-FERROUS METALLURGY
- 3.8 RAILWAY TRANSPORT
- 2.6 MASS MEDIA AND TELECOMMUNICATIONS
- 2.3 MISCELLANEOUS MACHINERY AND METAL WORKING
- 2.1 TIMBER INDUSTRY
- 2.1 NUCLEAR INDUSTRY
- 1.9 COAL INDUSTRY
- 7.2 OTHER

- Loan concentrations of top 10 borrowers is 24.4% due to the current focus on lending to large and reliable clients operating in industries less vulnerable to current risks
- Related party exposure amounted to US$ 123 mln (0.3% of total assets, 1.7% of total equity).

**RELATED PARTY EXPOSURE**
US$. BN
- RELATED PARTY EXPOSURE (GROSS LOANS + CRC)
- TOTAL THIRD PARTY EXPOSURE (GROSS LOANS + CRC)
- RELATED PARTY EXPOSURE (GROSS LOANS + CRC) / TOTAL

**TOP 10 BORROWERS / DEPOSITORS**
SHARE IN TOTAL LOANS / CUSTOMER ACCOUNTS. %
- BORROWERS
- DEPOSITORS (INCL. RELATED PARTIES)
- RELATED PARTIES

Source: IFRS Condensed Consolidated Interim Financial Information (Unaudited) as of 30 June 2018
*Top 10 borrowers 28.4%, top 10 depositors 30.0% in 2009*
FUNDING AND LIQUIDITY

CUSTOMER ACCOUNTS

US$ BN

<table>
<thead>
<tr>
<th></th>
<th>2017</th>
<th>1H 2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>TOTAL ACCOUNTS</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>+7.0% excl. FX effect</td>
<td></td>
</tr>
<tr>
<td>INDIVIDUAL</td>
<td>15.1</td>
<td>15.2</td>
</tr>
<tr>
<td>CORPORATE</td>
<td>14.5</td>
<td>14.6</td>
</tr>
</tbody>
</table>

CURRENT ACCOUNTS

<table>
<thead>
<tr>
<th></th>
<th>2017</th>
<th>1H 2018</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>-1.3% - Corporate +0.3% - Retail</td>
<td></td>
</tr>
<tr>
<td>ACCOUNTS</td>
<td></td>
<td></td>
</tr>
<tr>
<td>INDIVIDUAL</td>
<td>8.7</td>
<td>8.7</td>
</tr>
<tr>
<td>CORPORATE</td>
<td>5.8</td>
<td>5.7</td>
</tr>
</tbody>
</table>

TERM DEPOSITS

<table>
<thead>
<tr>
<th></th>
<th>2017</th>
<th>1H 2018</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>+3.0% - Corporate +0.7% - Retail</td>
<td></td>
</tr>
<tr>
<td>DEPOSITS</td>
<td></td>
<td></td>
</tr>
<tr>
<td>INDIVIDUAL</td>
<td>6.4</td>
<td>6.5</td>
</tr>
<tr>
<td>CORPORATE</td>
<td>8.6</td>
<td>8.9</td>
</tr>
</tbody>
</table>

LIQUIDITY SOURCES*

27.06.2018

IFRS CASH AND CASH EQUIVALENTS

US$ 3.8 BN OR 8% OF TA AS OF 1H 2018

ADDITIONAL FUNDING SOURCES AVAILABLE

AS OF 27.06.2018

<table>
<thead>
<tr>
<th>PORTFOLIO</th>
<th>UNUSED LIMIT</th>
</tr>
</thead>
<tbody>
<tr>
<td>AFS PORTFOLIO</td>
<td>2 600 US$ MLN</td>
</tr>
<tr>
<td>HTM PORTFOLIO</td>
<td>1 740</td>
</tr>
<tr>
<td>LOAN PORTFOLIO TO CBR REPO</td>
<td>2 052</td>
</tr>
<tr>
<td>TOTAL ADDITIONAL LIQUIDITY SOURCES</td>
<td>6 392 US$ MLN</td>
</tr>
</tbody>
</table>

NEXT MONTH AVERAGE DAILY LOAN REDemption***

$48 MLN

OTHER BORROWED FUNDS**

MATURITY BREAKDOWN. US$ MLN

- RUBLE BONDS
- EUROBONDS (LPN)
- ECP
- VEB SUBORDINATED DEBT
- SUBORDINATED DEBT
- LOAN FROM THE SDIA

First Half 2018 Results August 2018

Source: IFRS Condensed Consolidated Interim Financial Information (Unaudited) as of 30 June 2018

*Treasury accounts

**Excluding promissory notes

***July
HIGH CAPITAL ADEQUACY LEVEL MAINTAINED

CAR SUMMARY BASEL III

<table>
<thead>
<tr>
<th>CAPITAL ADEQUACY</th>
<th>30.06.2018</th>
<th>DIFF</th>
<th>31.12.2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>TIER 1</td>
<td>6 942</td>
<td>11.7%</td>
<td>6 217</td>
</tr>
<tr>
<td>TIER 2</td>
<td>483</td>
<td>-25.2%</td>
<td>646</td>
</tr>
<tr>
<td>TOTAL CAPITAL</td>
<td>7 425</td>
<td>8.2%</td>
<td>6 863</td>
</tr>
<tr>
<td>TOTAL RISK WEIGHTED ASSETS</td>
<td>39 543</td>
<td>0.14%</td>
<td>39 489</td>
</tr>
<tr>
<td>TIER 1 RATIO</td>
<td>17.56%</td>
<td>1.81 p.p.</td>
<td>15.74%</td>
</tr>
<tr>
<td>TOTAL CAPITAL RATIO</td>
<td>18.78%</td>
<td>1.40 p.p.</td>
<td>17.38%</td>
</tr>
</tbody>
</table>

CAPITAL ADEQUACY RATIO BASEL III

<table>
<thead>
<tr>
<th>RISK-WEIGHTED ASSETS, %</th>
<th>TIER 1</th>
<th>TIER 2</th>
</tr>
</thead>
<tbody>
<tr>
<td>2017</td>
<td>17.4%</td>
<td>15.7%</td>
</tr>
<tr>
<td>1H 2018</td>
<td>18.8%</td>
<td>17.6%</td>
</tr>
</tbody>
</table>

BASEL III INTRODUCTION

AS SYSTEMICALLY IMPORTANT BANK ALFA-BANK HAS TO COMPLY WITH NEW STANDARDS, INC. ADDITIONAL REQUIREMENTS FOR CAPITAL ADEQUACY STARTING FROM JANUARY 1, 2016

CAPITAL ADEQUACY RATIOS INCLUDING BUFFERS:

• **N1.0** (TOTAL CAPITAL) – from 2018 min 10.525% (min 9.600%)
• **N1.2** (TIER 1) – from 2018 min 8.525% (min 7.600%)
• **N1.1** (CORE TIER 1) – from 2018 min 7.025% (min 6.100%)

*Alfa-Bank's standalone capital adequacy ratios in accordance with RAS
** N1.0 ratio decreased by 2.5% due to Alfa-Bank returned ahead of the schedule OFZ subdebt of RUB63bn in April 2017.
*** N1.1 and N1.2 ratios of Alfa-Bank were equal till December 1, 2016.
OPERATING ENVIRONMENT

RUSSIAN ECONOMY IS RECOVERING

- GDP fell by 0.2% in 2016 but is up 1.5% Y/Y in 2017, according to Rosstat
- GDP for 1H 2018 amounted to 1.6% Y/Y
- Inflation decreased from 2.5% Y/Y in 2017 to 2.3% Y/Y in June 2018
- After four years of contraction, population’s real disposable income begin to recover (+1.6% y/y in 1H18); given the public sector salaries indexation in the beginning of 2018, the nominal salaries growth accelerated to 11.2% Y/Y and real salaries - to 8.7% Y/Y in 1Q18
- CBR key rate remains at 7.25%, as of July 2018
- The Central Bank continues to clean up the banking sector, revoking 58 licenses in 2017 and 37 licenses in 1H2018
- Sanctions imposed by the EU and US against Russian State-Owned banks and companies were expanded. High ruble volatility and level of uncertainty in the market remain.

EXCHANGE RATES

INFLATION FOR THE PERIOD

GDP FOR THE PERIOD

Source: Central Bank of Russia, Federal State statistics Service, Bloomberg
OPERATING ENVIRONMENT

RETAIL LOANS MARKET SHARE*  CORPORATE LOANS MARKET SHARE*

- PRIVATE BANKS
- FOREIGN BANKS
- STATE BANKS

<table>
<thead>
<tr>
<th>PRIVATE BANKS</th>
<th>FOREIGN BANKS</th>
<th>STATE BANKS</th>
</tr>
</thead>
<tbody>
<tr>
<td>23.6%</td>
<td>85.4%</td>
<td>7.5%</td>
</tr>
<tr>
<td>11.0%</td>
<td>5.7%</td>
<td>5.9%</td>
</tr>
<tr>
<td>65.1%</td>
<td>75.4%</td>
<td>7.5%</td>
</tr>
</tbody>
</table>

Jun-18  Jun-18

CBR KEY INTEREST RATE, %

<table>
<thead>
<tr>
<th>CREDIT INSTITUTIONS WITH BANKING LICENCE</th>
</tr>
</thead>
<tbody>
<tr>
<td>TOTAL NUMBER</td>
</tr>
<tr>
<td>956</td>
</tr>
<tr>
<td>733</td>
</tr>
<tr>
<td>623</td>
</tr>
<tr>
<td>561</td>
</tr>
<tr>
<td>524</td>
</tr>
</tbody>
</table>

DEPOSIT AVG. INTEREST RATES
(in RUB, before 1 year maturity)
- 01.01.2017
- 01.04.2018

<table>
<thead>
<tr>
<th>RETAIL DEPOSITS</th>
<th>CORPORATE DEPOSITS</th>
</tr>
</thead>
<tbody>
<tr>
<td>6.8</td>
<td>5.3</td>
</tr>
<tr>
<td>8.8</td>
<td>5.8</td>
</tr>
</tbody>
</table>

LOAN AVG. INTEREST RATES
(in RUB, 1 year maturity)
- 01.01.2017
- 01.04.2018

<table>
<thead>
<tr>
<th>RETAIL LOANS</th>
<th>CORPORATE LOANS</th>
</tr>
</thead>
<tbody>
<tr>
<td>22.4</td>
<td>16.1</td>
</tr>
<tr>
<td>11.6</td>
<td>8.7</td>
</tr>
</tbody>
</table>

Source: www.cbr.ru
*market share: foreign banks (Rosbank, Raiffeisenbank, Unicredit, Home Credit, other), state banks (Sberbank, VTB Group, Gazprombank, Russian Agricultural Bank, Otkritie Group, B&N Bank, Promsvyazbank), private banks (Alfa-Bank, Bank Saint Petersburg, Credit Bank of Moscow, Rossiya, other)
KEY INVESTMENT HIGHLIGHTS

LARGEST PRIVATELY OWNED BANK WITH WELL ESTABLISHED DIVERSIFIED FRANCHISE, STRONG ACCESS TO RUSSIAN BLUE CHIPS, SUCCESSFUL FOOTPRINT OF MASS CORPORATE SEGMENT AND SOLID POSITIONS IN RETAIL BANKING

- #6 largest Russian bank by total assets and #1 largest privately owned bank
- The largest privately-owned Russian bank by retail demand deposits with market share of 8.7% as of 30 June 2018
- Leading and diversified product offering to cover various needs of individual and corporate clients from different industries and different size

NATION WIDE DISTRIBUTION NETWORK AND STRONG BRAND

- Wide presence with 774 offices in Russia and abroad and 3,855 ATMs across Russia
- Leading internet platform for SME and individual customers

ROBUST ASSET QUALITY SUPPORTED BY SUPERIOR RISK MANAGEMENT FRAMEWORK AND CONSERVATIVE RISK APPETITE

- NPL ratio of 1.7%***

STABLE FUNDING PROFILE, STRONG CAPITALISATION AND AMPLE LIQUIDITY POSITION

- Tier 1 ratio of 17.6% and Total CAR of 18.8%***
- Liquid assets cover 30% of customer accounts****

HEALTHY AND SUSTAINABLE PROFITABILITY

- Firmly established franchise, business diversification, strong asset quality and operating efficiency translate into healthy and stable earnings

EXPERIENCED MANAGEMENT TEAM, HIGH STANDARDS OF CORPORATE GOVERNANCE AND SUPPORTIVE SHAREHOLDERS

---

* CBR, Interfax / Banki.ru as of 1 July 2018
** Including subsidiaries and representative offices (along with their associated branches) in the Russian regions, The Netherlands, Cyprus and the United Kingdom
*** IFRS Condensed Consolidated Interim Financial Information (Unaudited) as of 30 June 2018
**** Liquid assets comprise cash and cash equivalents, due from other banks (with a maturity of less than one month), and trading securities and repurchase receivables relating to trading securities as of 30 June 2018. Customer accounts comprised customer accounts as of 30 June 2018
ASSETS AND LOAN PORTFOLIO DYNAMICS
(RAS ACCOUNTS)

RUSSIAN BANKING SYSTEM
TOTAL ASSETS. RUB. TRLN

ALFA-BANK
TOTAL ASSETS. RUB. TRLN

LOAN PORTFOLIO. RUB. TRLN
- RETAIL
- CORPORATE

Source: CBR. Alfa-Bank’s RAS accounts. as of 01 July 2018
LEADING RUSSIAN PRIVATE BANK IN MOST MARKET SEGMENTS

TOP RUSSIAN BANKS BY ASSETS*

<table>
<thead>
<tr>
<th>Bank</th>
<th>Assets (US$ BN)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sberbank</td>
<td>470.7</td>
</tr>
<tr>
<td>VTB-Gazprombank</td>
<td>225.9</td>
</tr>
<tr>
<td>Rosselhozbank</td>
<td>96.1</td>
</tr>
<tr>
<td>Alfa-Bank</td>
<td>50.2</td>
</tr>
<tr>
<td>Otkritie FC</td>
<td>44.7</td>
</tr>
<tr>
<td>Credit Bank of Moscow</td>
<td>43.7</td>
</tr>
<tr>
<td>Unicredit bank</td>
<td>32.8</td>
</tr>
<tr>
<td>Ban Bank</td>
<td>20.6</td>
</tr>
<tr>
<td>Rosbank</td>
<td>18.9</td>
</tr>
<tr>
<td>Raiffeisenbank</td>
<td>18.1</td>
</tr>
</tbody>
</table>

TOP RUSSIAN BANKS BY EQUITY*

<table>
<thead>
<tr>
<th>Bank</th>
<th>Equity (US$ BN)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sberbank</td>
<td>59.7</td>
</tr>
<tr>
<td>VTB-Gazprombank</td>
<td>25.7</td>
</tr>
<tr>
<td>Rosselhozbank</td>
<td>10.0</td>
</tr>
<tr>
<td>Alfa-Bank</td>
<td>6.4</td>
</tr>
<tr>
<td>Otkritie FC</td>
<td>3.5</td>
</tr>
<tr>
<td>Credit Bank of Moscow</td>
<td>3.3</td>
</tr>
<tr>
<td>Unicredit bank</td>
<td>3.1</td>
</tr>
<tr>
<td>Ban Bank</td>
<td>2.6</td>
</tr>
<tr>
<td>Rosbank</td>
<td>2.3</td>
</tr>
<tr>
<td>Raiffeisenbank</td>
<td>2.0</td>
</tr>
</tbody>
</table>

TOP RUSSIAN BANKS BY LOANS*

<table>
<thead>
<tr>
<th>Market Share**</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Corporate Loans 4.5%</strong></td>
</tr>
<tr>
<td><strong>Retail Loans 2.6%</strong></td>
</tr>
<tr>
<td><strong>Credit Cards 9.9%</strong></td>
</tr>
<tr>
<td><strong>Corporate Accounts 4.0%</strong></td>
</tr>
<tr>
<td><strong>Retail Accounts 3.2%</strong></td>
</tr>
<tr>
<td><strong>Retail Demand Accounts 8.7%</strong>*</td>
</tr>
</tbody>
</table>

*Source: IFRS Condensed Consolidated Financial Information as of 31 December 2017
Alfa-Bank is the largest private bank in terms of total assets, total equity, customer accounts and loan portfolio as of 1 August 2017 according to http://www.banki.ru

** Source: CBR as of 30 June 2018

***Average share
WE ARE A PARTNER FOR ACTIVE PEOPLE AND COMPANIES. WE CREATE CONFIDENCE IN SUCCESS AND WE MAKE THEIR LIVES BETTER EVERY DAY.

* 15.8 MILLION RETAIL CLIENTS AND 507,000 CORPORATE CLIENTS*

RETAIL BANKING
- BRANCH BANKING
- CONSUMER FINANCE
- MORTGAGE LOANS
- AUTO FINANCE
- ELECTRONIC BANKING
- Current and savings accounts
- Debit cards
- Personal installment loans
- Electronic distribution channels
- Internet acquiring
- B2B solutions
- GSM banking

CORPORATE & INVESTMENT BANKING
- FIXED INCOME BROKERAGE
- CORPORATE LENDING
- LEASING
- TRADE FINANCE
- FACTORING
- TRANSACTION BANKING
- CASH MANAGEMENT
- EQUITY BROKERAGE
- OPERATIONS
- STRUCTURED PRODUCTS & DERIVATIVES
- DEBT & EQUITY CAPITAL MARKETS
- MERGERS & RESEARCH ACQUISITIONS

MASS CORPORATE BANKING
- SETTLEMENT AND CASH SERVICES
- CORPORATE CARDS
- PAYROLL PROJECTS
- PERSONAL MANAGER
- INTERNET BANKING
- NON-BANKING SERVICES PROVIDED BY PARTNERS

RECORD OF EXCELLENCE

Alfa Private is the best banking brand in the opinion of private banking customers - 2017

VISA Global Service Quality Awards, 2016
Best bank in Best International Risk Efficiency & Chargeback Effectiveness

SPEAR’S Russia Wealth Management Awards 2017
Best Russian Bank for Corporate Clients
Best Russian Bank for Affluent Clients
Alfa-Bank’s website became the best for small business in 2017
Leader in current accounts opening for individual entrepreneurs in 2017

Mikhail Fridman - businessman of 2017
Alfa Private is the first private bank in 2017

* As of 30 June 2018
LEADING PRIVATE BANK IN THE CORPORATE-INVESTMENT SEGMENT

• ONE OF THE LARGEST PRIVATE BANK IN TERMS OF CORPORATE CUSTOMER LOANS AND ACCOUNTS*
• SEGMENT SHARE IN THE BANK'S OPERATING PROFIT: 58%

CORPORATE–INVESTMENT BANKING

POSITIONING

LARGE COMPANIES
REVENUE MORE THAN 10 bn RUB
• Risk control. Lending to priority industries
• Full scope of banking services
• Transaction business
• One-off business

REGIONAL COMPANIES
REVENUE 3.5 - 10 bn RUB
• Focus on transaction products - International business and cash collection services
• Careful lending
• One-off transactions

MID-SIZE COMPANIES
REVENUE 0.35 - 3.5 bn RUB
• Focus on transaction products
• Selling of standardized service package

STRATEGY HIGHLIGHTS

STRATEGIC FOCUSES
• Expansion of mid-size corporate business
• Enhance of transaction business aiming at increasing the share of fee and commission income in total revenue
• Risk assessment of business growth in industries
• One-off business development
• Electronic services for corporate clients

OUR CLIENTS

STRATEGIC FOCUSES
• Expansion of mid-size corporate business
• Enhance of transaction business aiming at increasing the share of fee and commission income in total revenue
• Risk assessment of business growth in industries
• One-off business development
• Electronic services for corporate clients

PRIORITY INDUSTRIES
• Metal and mining industries
• Machinery and metal working
• Chemistry / Petrochemical companies
• Agro-industrial complex
• Finance companies

* Source: www.banki.ru as of 01 July 2018
SUCCESSFUL DEVELOPMENT OF MASS CORPORATE SEGMENT
LEGAL ENTITIES AND INDIVIDUAL ENTREPRENEURS WITH REVENUE UP TO 350 MLN RUB

CORE OFFERS

THE BEST INTERNET PLATFORM

ALFA-BUSINESS ONLINE
Development of internet banking for clients allowing to settle all payments at convenient time and place

ALFA-BUSINESS MOBILE
Development of mobile services for SME segment and individual entrepreneurs providing an access to account management through mobile devices

OFFERS BY BUSINESS SIZE

STARTUP
- Help with business registration, account opening
- Basic services package
- Advertising campaign
- Legal support

BUSINESS GROWTH
- Beneficial product range
- Payroll projects
- Corporate cards
- Internet bank
- Personal banking services

BUSINESS MATURE
- Minimization of servicing costs
- Business Financial Management
- Membership in Clients’ Club
- Lending products

STRATEGIC HIGHLIGHTS

- ACTIVE ATTRACTION OF NEW CUSTOMERS
- RELATIONSHIP MANAGEMENT ENHANCEMENT
- TECHNOLOGIES AND SERVICES WITH FOCUS ON REMOTE CHANNELS
- NON-BANKING SERVICES DEVELOPMENT

CLIENTS TOTAL *

<table>
<thead>
<tr>
<th>YEAR</th>
<th>1H 2014</th>
<th>2015</th>
<th>2016</th>
<th>2017</th>
<th>1H 2018</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>142 100</td>
<td>216 800</td>
<td>287 900</td>
<td>366 700</td>
<td>495 000</td>
</tr>
</tbody>
</table>

*Growth: +248%

Despite decrease in total number of these companies in Russia number of Alfa-Bank clients soared

OPERATING PROFIT *

<table>
<thead>
<tr>
<th>YEAR</th>
<th>1H 2015</th>
<th>1H 2016</th>
<th>1H 2017</th>
<th>1H 2018</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>107 314</td>
<td>120 162</td>
<td>204 482</td>
<td>210 414</td>
</tr>
</tbody>
</table>

*Growth: +0.6%

Despite decrease in total number of these companies in Russia number of Alfa-Bank clients soared

* Source: Alfa-Bank management reports. as of 01 July 2018
SOLID POSITIONS IN RETAIL SEGMENT*

439 RETAIL BRANCHES
3,855 ATMS
1.4 MLN ACTIVE USERS OF ALFA-CCLICK
15.8 MLN RETAIL CUSTOMERS
2.4 MLN ACTIVE USERS OF ALFA-MOBILE

3rd LARGEST RUSSIAN BANK
BY RETAIL DEMAND ACCOUNTS
WITH MARKET SHARE 8.7%**
AFTER SBERBANK (45.2%) & VTB GROUP (13.5%)

STRATEGIC HIGHLIGHTS
- SEGMENTATION STRATEGY WITH FOCUS ON AFFLUENT SEGMENT
- FOCUS ON CLIENT ACQUISITION AND RETENTION IN TARGET CLIENT SEGMENTS
- BALANCE BETWEEN RISK AND NON-RISK REVENUE
- EXPANSION OF PAYROLL PROJECT CUSTOMERS
- DEVELOPING MOBILE SERVICES FOR DAY-TO-DAY BANKING

Source: Alfa-Bank management reports. as of 01 January 2018
*including PJSC «BALTIIYSKIY BANK»
**Source: CBR, Alfa-Bank’s management report as of 30 June 2018, average share
APPENDIX: ORGANIZATIONAL STRUCTURE OF AO «ALFA-BANK»

Percentage of ownership is 100% unless otherwise provided.
* The Debt Issuing Arm consists of special purpose vehicles that are used to raise funds internationally. These entities do not have assets apart from the contractual rights associated with their respective debt obligations. ABH FINANCIAL LTD holds 100% of Countryisle Assets Limited that owns 100% of ALFA DEBT MARKET LTD.
**ALFA CAPITAL HOLDINGS (CYPRUS) LIMITED holds 0.1136% of AO «ALFA-BANK»
APPENDIX: OWNERSHIP STRUCTURE OF ALFA BANKING GROUP*

32.8632% M. FRIDMAN

20.9659% G. KHAN

16.3239% A. KUZMICHEV

3.6716% A. KOSOGOV

3.8736% THE MARK FOUNDATION FOR CANCER RESEARCH

9.9% UNICREDIT S.P. A.

12.4018% P. AVEN

* Ownership through ABH Holdings S.A.
THANK YOU FOR YOUR ATTENTION!

FOR QUESTIONS ABOUT ALFA-BANK. PLEASE CONTACT OUR INVESTOR RELATIONS:

ALFA-BANK. INVESTOR RELATIONS
18/3, PROSPECT ANDROPOVA
MOSCOW. 115432. RUSSIA
TEL.: +7 (495) 795 37 11
EMAIL: IR@ALFABANK.RU
VISIT US AT: WWW.ALFABANK.COM/INVESTOR