



Securitisation in Russia & CIS

Секьюритизация в России и СНГ

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Securitization as a core funding tool



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Key Drives for Securitizations in Russia

February 2007

- Balance-Sheet Clean-up
 - Reduction of the Mandatory Reserves on Assets
 - Improving Financial Ratios (e.g., borrowing limits)
 - Disposal of Low Liquidity Assets
- Access to Cheaper Financing
 - Lower Interest Rates/Discounts
 - Higher Credit Ratings for the Transaction
- Diversification of Sources of Funding
- Profile Raising
- Creation of Long-Term Financing Program





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Assets Classes for Securitization in Russia

February 2007

- Loan Portfolios:
 - ✓ mortgage loans
 - ✓ car loans
 - ✓ consumer loans
 - ✓ corporate loans
 - ✓ less likely: defaulted loans
- Debit and Credit Card Receivables
- Diversified Payment Rights (DPR)
- Export Receivables
- Domestic Bonds, Bond Portfolios
- Lease Payments
- Other



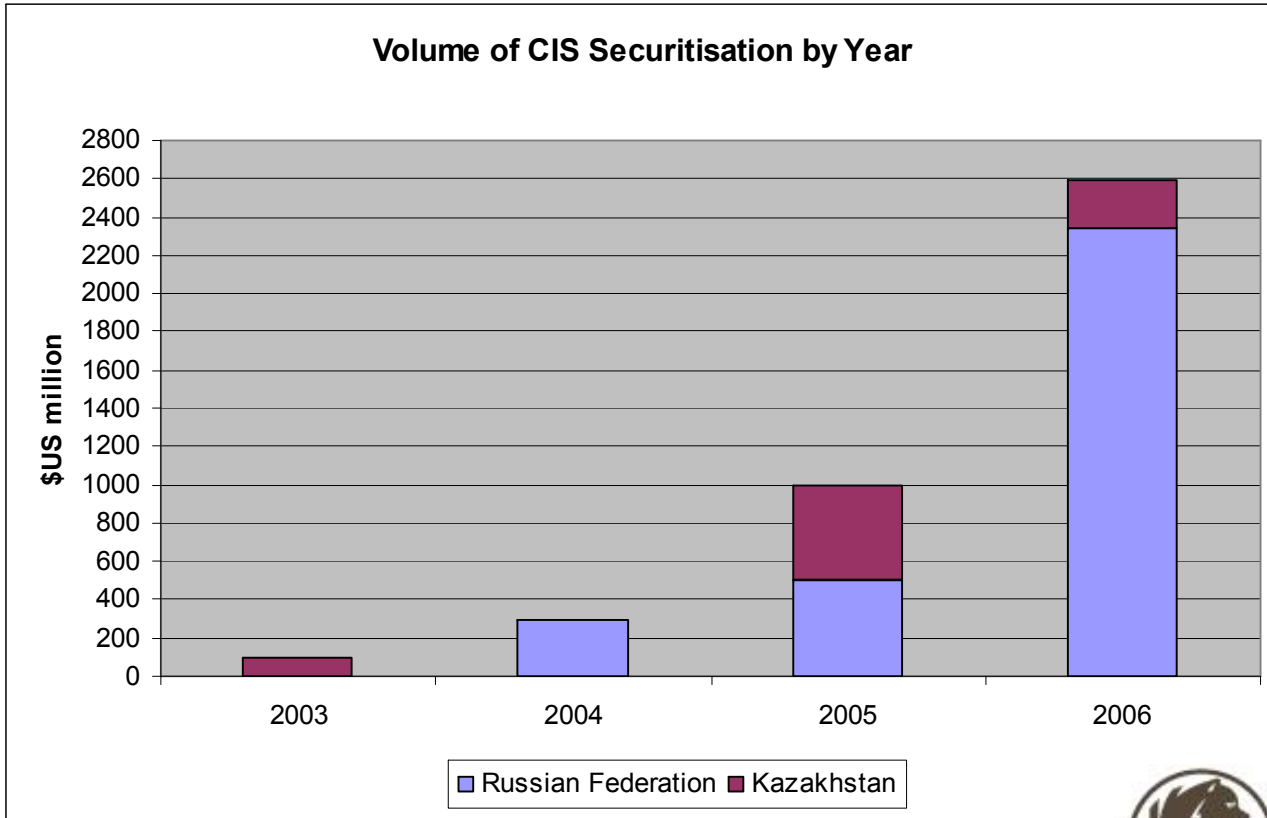


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Russian/CIS Growth*

February 2007



* 2004 year - Excludes Gazprom's \$1bn Export Receivables

2005 year - Includes Russian Standard Bank's €250mln November Securitisation (Private Placement)

Second issues of Rosbank (\$75mln) and KazKommerzBank (\$200mln) are included in the year of the 1st issues



**RUSSIAN
STANDARD
BANK**



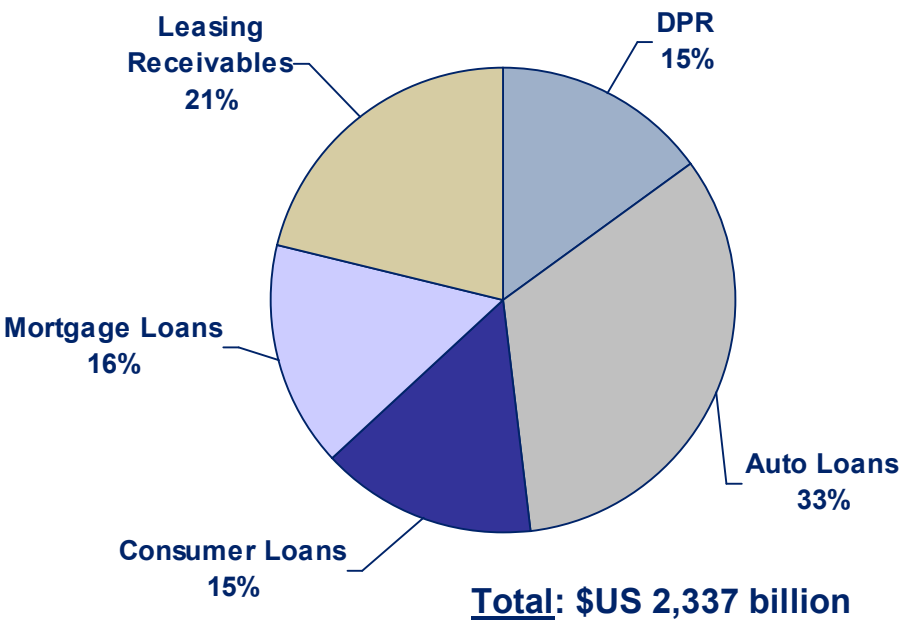
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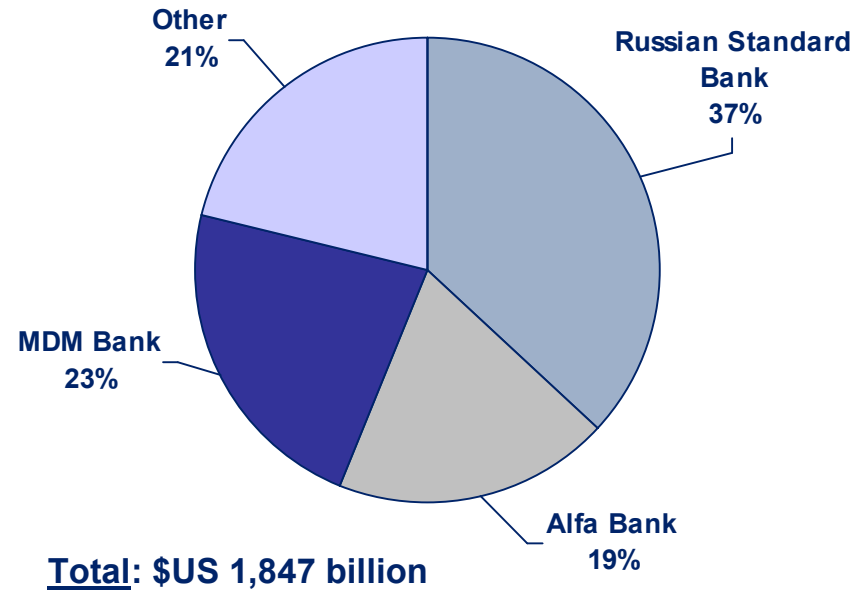
Russian Securitizations in 2006

February 2007

Russian Securitizations by Asset Class¹



Russian Standard Bank's share²



¹ Includes Lease Payments Securitization

² Excludes Lease Payments Securitization





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Секьюритизация в России и СНГ

Russian Standard Bank's experience

February 2007

 **RUSSIAN STANDARD BANK**

EUR
250,000,000

Securitization of Consumer Loans

 Member of UniCredit Group

European Bank
for Reconstruction and Development

November 2005



Private Placement

 **RUSSIAN STANDARD BANK**

EUR
300,000,000

Securitization of Consumer Loans

 Member of UniCredit Group

 **JPMorgan** 

April 2006



1st Public Securitization of Consumer Loans Due 2009

 **RUSSIAN STANDARD BANK**

EUR
256,000,000

Securitization of Auto Loans

 **JPMorgan** 

November 2006



1st auto loan securitization of RSB

 **RUSSIAN STANDARD BANK**

EUR
400,000,000

Securitization of Credit Cards

 **ABN-AMRO**

2007



To be closed in 2007





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Russian Standard Bank's experience (2)


February 2007


USD
50,000,000
Securitisation of
Auto Loans

**Moscow Narodny
Bank**
July 2005



**RSB is appointed as
Back-up Servicer**


USD
430,000,000
Securitisation of
Auto Loans

Dresdner Kleinwort
October 2006



**RSB is appointed as
Successor Servicer**

On January 2006 Moody's Investors Service has assigned a servicer quality (SQ) rating of SQ3+ (Primary ABS) to Russian Standard Bank. Since then RSB is the only Russian originator to be rated as a servicer, being rated SQ3+ by Moody's.

Although the servicer is domiciled in Russia, Moody's assigns all of its SQ ratings on a Pan-European basis and hence the rating is comparable with other SQ ratings assigned to Western European servicers. The rating reflects RSB's financial condition, the experience of its staff and management in servicing loans to its specific customer base, as well as the quality of its servicing infrastructure, in particular the operational processes and the IT platform.

Moody's also views positively RSB's on-going search for improvements and the constant benchmarking against the domestic competitors.

Moody's Investors Service Report (January 16, 2006)



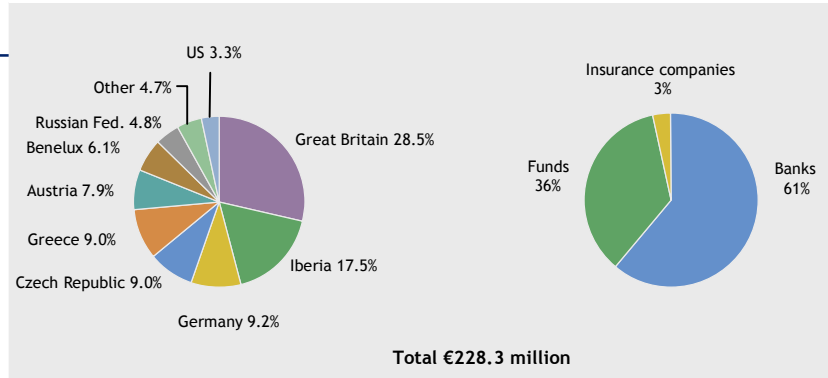
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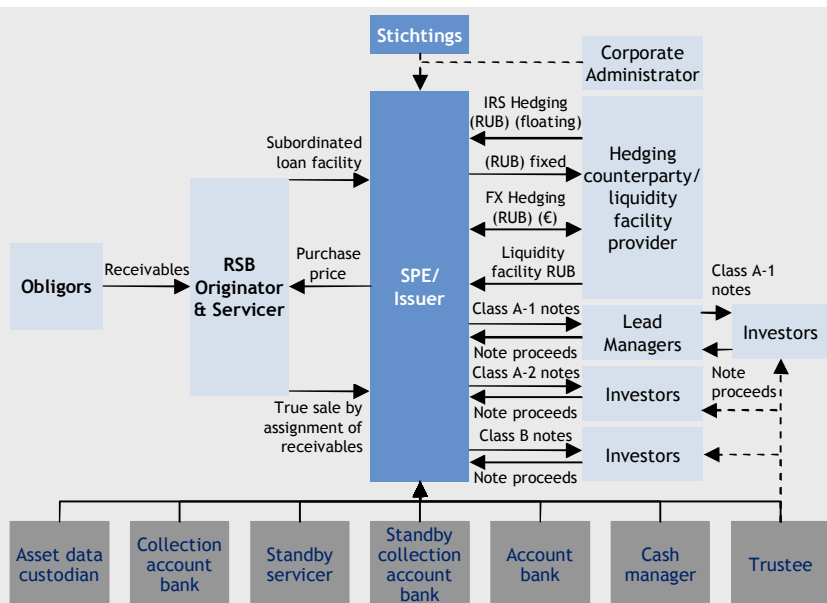
Transaction details

Lead managers	JPMorgan, Barclays Capital, Bayerische Hypo- und Vereinsbank AG
Issuer	Russian Consumer Finance No. 1 S.A., a Luxembourg SPV
Size	€300,000,000
Originator	JSC Russian Standard Bank
Legal maturity	January, 2012
Average life	3 years
Coupon	1-month Euribor+165bp on class A1 notes
Rating	BBB/Baa2 from S&P and Moody's respectively on series A1 notes
Closing date	April 4th, 2006
Assets	Rouble denominated consumer loans
Servicer	JSC Russian Standard Bank
Standby Servicer	VTB 24, a subsidiary of Vneshtorgbank
Swap counterparty	Bayerische Hypo- und Vereinsbank AG

Distribution of class A1 notes by country and investor type



Transaction structure



Transaction highlights

- This transaction is the first publicly placed consumer loan securitisation of Rouble denominated loans out of Russia and the first transaction of its kind for Russian Standard Bank
- The transaction was extremely well received by the market and saw a competitive pricing of the BBB rated class A1 notes at 1m Euribor+165bp, inside the price guidance of 170bps-200bps, despite two other competing Russian securitisation transactions in the market
- Class A2 and class B notes were privately placed
- Russian Standard Bank, the originator, is one of the leading banks in Russian consumer financing with a 42% share of the point-of-sale and a 66% share of the credit card market
- The transaction securitises a 3-year revolving, highly granular, diversified portfolio of more than 2.1 million consumer loans spread across Russian territory
- Class A2 notes were specifically structured to mitigate commingling losses and several other structural features like a related early amortisation event and the flexible subordinated loan facility protect the level of excess spread
- Interest and exchange rate risks in the structure were hedged and mitigated via a rolling program of FX and interest rate swaps

Class	Amount (€mm)	Moody's/S&P	WAL (years)	Legal final maturity	Expected maturity	Coupon
A1	228.3	Baa2/BBB	3.0	2012	2009	1-mE+165bp
A2	39.3	Ba2/BB-	3.0	2012	2009	1-mE+350bp privately placed
B	32.4	Ba2/BB-	3.0	2012	2009	1-mE+325bp privately placed



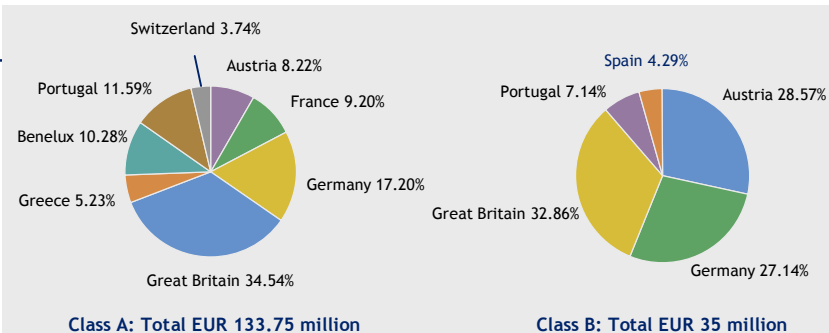
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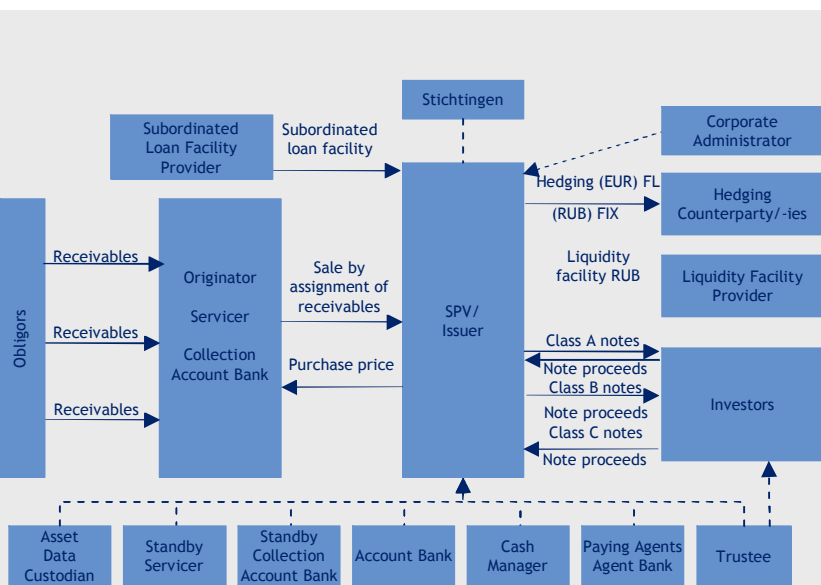
Transaction details

Lead managers	Bayerische Hypo- und Vereinsbank AG, JPMorgan
Issuer	Russian Car Loans No. 1 S.A., a Luxembourg SPV
Size	EUR 256,000,000
Originator	JSC Russian Standard Bank
Legal maturity	October 2017
W. average life	3 years
Call date	October 2009
IPD	16 th of each month starting January 16 th 2007
Closing date	[22 nd November 2006]
Assets	Rouble-denominated auto loans
Servicer	JSC Russian Standard Bank
Standby Servicer	VTB 24, a subsidiary of Vneshtorgbank

Distribution of class A and B notes investors by country



Transaction details



Transaction highlights

- This is Russian Standard Bank's ("RSB") first auto loan securitisation and its second public securitisation transaction after successfully closing a EUR 300mm consumer loan securitisation transaction in April 2006
- Whereas Class A and Class B notes were publicly offered, Class C notes were pre-placed mainly with supranational institutions
- The transaction features a flexible subordinated loan which mitigates spread compression and commingling risk
- Several triggers like e.g. an early amortisation trigger at a downgrade of the Originator below [Ba3/B] and a notification trigger at loss of [B1/B-] protect the interest of the noteholders
- Interest rate and currency risks are mitigated by a balance-guaranteed cross-currency interest rate swap for the life of the notes and liquidity shortfall risk is mitigated by a 364-day renewable liquidity facility in RUB
- The transaction involves a well geographically diversified pool of new and used cars with a 3-year revolving period and eligibility criteria to preserve the credit quality of the pool
- The transaction was very well received by the market and both, Class A and B, priced at the lower end of price guidance

Class	Amount (EUR mm)	Moody's/S&P	WAL (years)	Legal final maturity	Expected maturity	Coupon
A	133.75	[Baa1/A-]	3.0	October 2017	October 2009	1m EURIBOR + 115 bps
B	35.00	[Baa1/BBB]	3.0	October 2017	October 2009	1m EURIBOR + 155 bps
C	51.25	[Ba2/BB]	3.0	October 2017	October 2009	1m EURIBOR + 300 bps