

Presentation



# Disclaimer

Presented results are based on Group unaudited consolidated results of the first quarter (1Q) of 2024. The balance sheet and income statement within these results are prepared based on International Financial Reporting Standards ("IFRS"), as adopted by IASB. The results are accompanied by limited disclosure notes, including financial and non-financial information. For comparison of quarterly results, consolidated results from the fourth quarter of 2023 and the first quarter of 2023 are used.

## Important legal information: Forward-looking statements

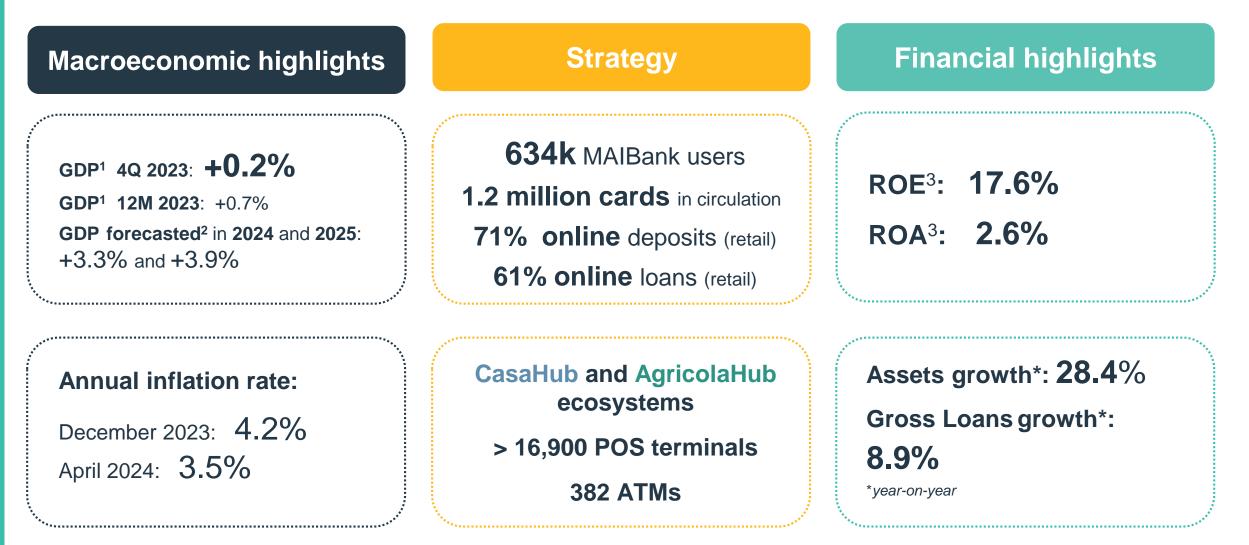
This document contains forward-looking statements, such as management expectations, outlook, forecasts, budgets and projections of performance, as well as statements concerning strategy, objectives and targets of the Bank, as well as other types of statements regarding the future. The management of the Bank believes that these expectations and opinions are reasonable, and based on the best knowledge, however, the management of the Bank would like to underline that no assurance can be given that such expectations and opinions will prove to have been correct.

As such, these forward-looking statements reflecting expectations, estimates and projections are subject to a number of known and unknown risks, uncertainties and contingencies, and actual results and events could differ materially from those currently being anticipated as reflected in such statements. Important factors that could cause actual results to differ materially from those expressed or implied in forward-looking statements, certain of which are beyond the control of the Bank, include, among other things: macroeconomic risk, including currency fluctuations and depreciation of the Moldovan Leu; regional and domestic instability, including geopolitical events; loan portfolio quality risk; regulatory risk; liquidity risk; capital risk; financial crime risk; cyber-security, information security and data privacy risk; operational risk; COVID-19 pandemic impact risk; climate change risk; and other key factors that indicated could adversely affect our business and financial performance, which are contained elsewhere in this document.

No part of this document constitutes, or shall be taken to constitute, an invitation or inducement to invest in maib shares, and must not be relied upon in any way in connection with any investment decision. Maib undertakes no obligation to update any forward-looking statements, whether as a result of new information, future events or otherwise, except to the extent legally required. Nothing in this document should be construed as a profit forecast.

# **Executive Summary 1Q 2024**





1. Real GDP growth, according to National Bureau of Statistics;

- Average of revised forecasts of: World Bank (January 2024), International Monetary Fund (April 2024), EBRD (September 2023), Vienna Institute for Economic Studies (April 2024) and Moldavian Ministry of Economy (April 2024)
- 3. Indicators calculated based on annualized quarterly (3 months) financial results



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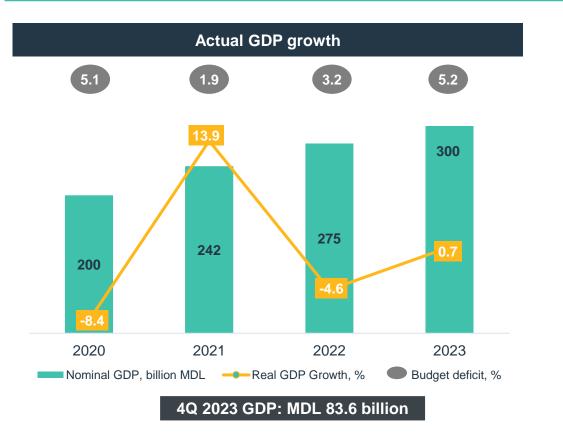


# Macroeconomic highlights

#### Macroeconomic highlights



### Moldovan economy predicted to grow strongly beyond 2024



#### Forecasted 2024 - 2026 real GDP growth



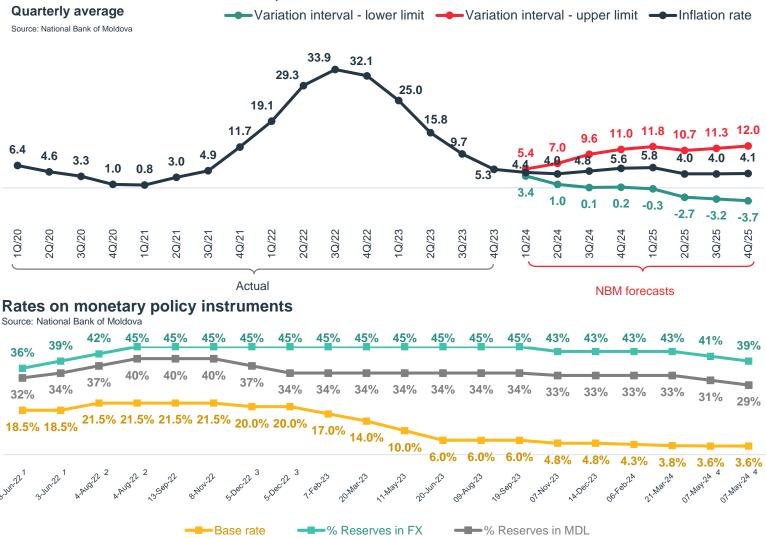
In 2023 the economy grew by 0.7% as compared to 2022. This is attributable to a strong performance of the agriculture sector as well as the IT sector, which led to the growth of exports in services. Conversely, the manufacturing, construction and retail trade industries were the primary negative contributors to GDP growth.

Forecasts are positive yet realistic for 2024. All of them expect moderate growth as the economy continues its recovery trend.

# **2**maib

### **Reserve rate lowered as inflation stays within target**

#### Annual inflation rate and forecasts, %



<sup>1</sup>The increase in the RR rate from financial resources attracted in MDL and FCC is applied in two-steps: June-July and July – August. <sup>2</sup>The increase in the RR rate from financial resources attracted in MDL and FCC is applied in two-steps: August. Sep and September-October. <sup>3</sup>The decrease in the RR rate from financial resources attracted in MDL and FCY is applied in two steps: December-January and January-February. <sup>4</sup>The decrease in the RR rate from financial resources attracted in MDL and FCY is applied in two steps: Due-July and July-August. **In March 2024** the inflation rate was at **3.9%**, 0.3pp lower than the December 2023 rate of 4.2%. Inflation has been on a downward trend since October 2022, when it reached a peak of 34.6%, and has hit the NBM target corridor (6.5% - 3.5%) in October 2023 when it reached 6.3%.

**Forecasts** by the NBM suggest inflation will reach 4.7% for 2024 and 4.5% for that average annual 2025.

The NBM has continued **monetary policy easing**, namely:

- base rate was reduced by 17.9 pp, from a high of 21.5% in November 2022 to 3.6% in February 2024;
- overnight loans was reduced by 17.9 pp, from a high of 23.5% in November 2022 to 5.6% in February 2024;
- overnight deposits was reduced by 17.9 pp, from a high of 19.5% in November 2022 to 1.6% in February 2024;
- lowered the Required Reserves for MDL deposits to 31%;
- lowered the **Required Reserves for foreign** currency deposits to 41%.

The decisions of the NBM are geared towards stimulating aggregate demand, including by encouraging consumption and balancing the national economy.

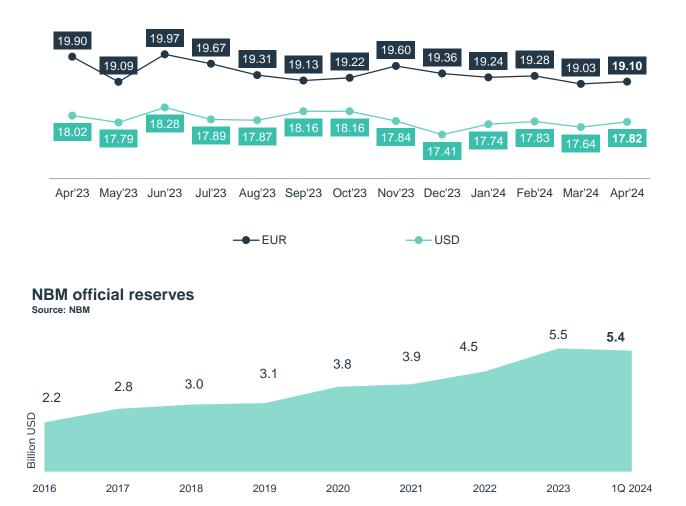
### **Macroeconomic highlights**



### Local currency remains stable



month-end Source: NBM

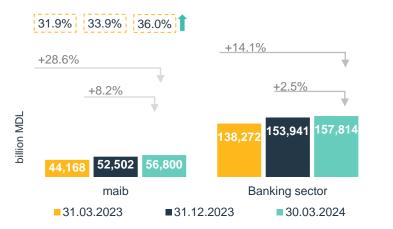


- During 4m 2023, local currency (Moldovan Leu or MDL) appreciated against EUR by 0.1% and depreciated against USD by 2.4% on a QoQ basis.
- The official NBM reserves decreased by 1.1% during 1Q 2024, from USD 5,453 million at the end of 2023 to USD 5,393 million as of 31 March 2024.
- The official reserves of the NBM are much higher than an average across a comparable peer group, if measured in terms of months of imports. This allows the system to absorb outside shocks.
- The IMF had estimated the external financing need of Moldova in 2023 at about USD 883 million, which has been covered by grants and loans by the World Bank (USD 221 million), the EU (USD 197 million), the IMF (USD 218 million), and other developmental partners (USD 253 million), issued for budget support.
  - In 2024 this gap is estimated at USD 548 million which will be financed by the IMF (USD 270 million) as well as the EBRD, EU, and other developmental partners.
- According to the Ministry of Finance, Moldova has received over EUR
   3.6 billion aid since 2000, of which the top contributors are:
  - European Commission EUR 720 million
  - IMF EUR 550 million
  - European Investment Bank (EIB) EUR 315 million

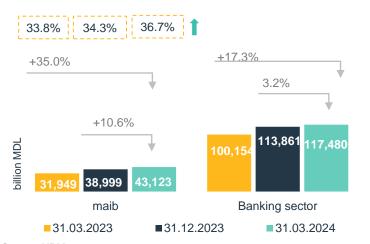
### Banking system and maib share

## Maib gains market share across the board in 1Q 2024

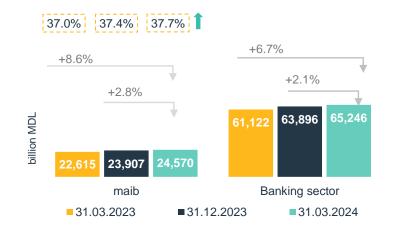
Assets



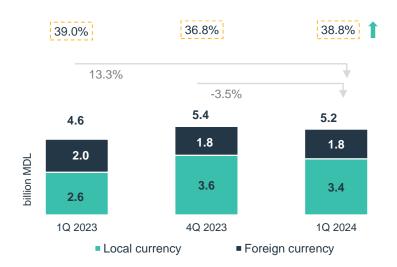
**Deposits** 



#### Loans



#### New granted loans / maib



Maib saw QoQ significant growth in its **deposits portfolio**, primarily driven by a substantial increase in the corporate segment, accounting for 87% of the overall deposit growth. By the end of the first quarter of 2024, maib's **market share in Legal entities deposits** reached 39.3%, reflecting a significant 5.6 percentage point increase QoQ and a 11.8 pp increase YoY.

**2**maib

- The quarterly growth in gross loan portfolio was led by the Retail segment, accounting for more than 65% of the loan growth.
- Maib's share of the system-wide retail loan increase was 34% in 1Q 2024. Consumer loans were particularly instrumental in driving the retail loan portfolio's growth. The mortgage segment also saw healthy growth, with increases of 4.8% QoQ.
- The legal entities' loan portfolio experienced a modest 1.6% increase in the first quarter of 2024, and 2.0% YoY increase.

Source: NBM

Market share

# Key events – elections and EU integration top of the agenda

#### Optimistic view on growth beyond 2024

#### Growth in 2023 below forecast

In 2023 the economy grew by 0.7% year-on-year, which is below forecasts. This is attributable to weaker than expected domestic demand. Conversly, the economic rebound is due to the recovery of the agriculture sector as well as the growth of net exports in services, mostly from IT.

#### Forecasts for 2024 downgraded

Revised forecasts estimate that the Moldovan economy will grow by between 2.5% and 4.2% in 2024. According to the IMF "risks include possible renewed energy shocks or a new wave of refugees."

#### Growth beyond 2024

According to the IMF, GDP per capita shall reach USD 13.3 thousand by 2029, reflecting a strong rate of growth of 5% per year in real terms predicated on the EU accession and structural reforms.

#### **EU** integration

#### **Steps towards EU accession**

The Government has declared that the bilateral stage of the screening process (which could last up to 18 months) should commence in July. Notably, negotiations on individual chapters could be opened before the end of this stage. On 14 December 2024 the EU decided to open accession negotiations, which followed the Moldova being given EU candidate status in June 2022.

#### Political agenda 2024 - 2025

#### **Upcoming elections:**

- · Presidential elections October 2024
- Parliamentary elections Mid-2025

#### EU referendum

Moldova will hold a referendum in October 2024 on whether Moldova's EU ambitions should be enshrined in the constitution. EU accession remains widely supported amongst the Moldovan population (57% as of March 2024 according to the iData barometer).

#### Inflation within target

#### Inflation below 4%

Inflation stood at 3.9% as of March 2024, which is within the NBM inflation target of  $5\% \pm 1.5\%$ , after peaking at 34.6% in October 2022.

This has been achieved through the tight monetary policy used by the National Bank of Moldova (NBM), coupled with a decrease inenergy prices.

#### Monetary policy loosened:

- ✓ Base rate at 3.6% as of May 2024, lowered from 21.5% in August 2022.
- Reserve requirements in MDL at 31% as of June 2024, which will be lowered to 29% in July 2024. Down from 40% as of December 2022.
- ✓ Reserve requirements in foreign currency at 41% as of June 2024, which will be lowered to 39% in July 2024. Down from 45% as of December 2022.





# Bank's overview and strategy

# Bank's overview and strategy Maib at a glance

Dividend distribution aligned with NBM recommendations

Key facts	Financial highlights				
<ul> <li>Overview: A leader in the Moldovan banking market</li> <li>#1 bank by loans, deposits, brand perception and most other key indicators</li> </ul>	sits, brand perception and most erations across all the major a Figures <sup>2</sup> (31 March 2024) Mortgages <sup>3</sup> Customer deposits Shareholders' equity 2025			MDL mln 56,843 24,356 4,533 43,116 8,089	EUR mln <sup>1</sup> 2,987 1,280 238 2,266 425
<ul> <li>Customer base: Strong operations across all the major market segments in Moldova</li> </ul>			-		
<ul> <li>Approx. 1.1 million customers in retail, SME and corporate segments</li> </ul>	Key ratios <sup>2</sup> (1Q 2024)	ROE17.6%Cost-income-ratio54.8%NPL ratio2.1%		Loan-to-Deposit ratio 54.0% Tier 1 ratio 22.0%	
<ul> <li>Distribution: Approx. 2,400 employees across the nationwide distribution network</li> </ul>	maik	shareholders struct	ture		
- 103 branches and agencies	HEIM PARTNERS LIMITED (EBRD, HORIZON CAU GP, INVALDA INVL)				), HORIZON CAPITAI
- 382 ATMs					
<ul> <li>&gt;16,900 POS terminals</li> </ul>	41% 14 INDIVIDUAL SHAREHOLDERS (>1%)			(>1%)	
<ul> <li>Operations: In addition to banking operations in Moldova, a leasing subsidiary in Moldova</li> </ul>		a 3000+ SHAREHOLDERS			
• Shareholders: Disciplined and consistent dividend payer.					

<sup>1</sup>Exchange rate used: EUR/MDL 19.0283 as at 31 March 2024

<sup>2</sup>Presented results are based on **unaudited Group (consolidated) first quarter** (1Q) of 2024 annualized. The balance sheet and income statement within these results are prepared based on International Financial Reporting Standards ("IFRS"), as adopted by IASB.

<sup>3</sup>Amount represents gross exposure, i.e. principal plus related accrued amounts of interests and commissions, adjusted with amortized costs

## Bank's overview and strategy Transforming into future-proof financial institution



20 100



Further strengthen leadership position across all markets and segments Leadership in payments Sustainable profitability Disciplined approach to costs



### Bank's overview and strategy

# Key selected operating highlights achieved during 1Q 2024

Ensuring diversified and stable funding to support business growth





Maib signs **EUR 50 million loan deal with EIB** to fuel growth for Moldovan businesses. The additional partial **portfolio guarantee**, extends EIB Global's support to the Moldovan private sector, facilitating an extra **€44 million in loans to MSMEs.** 

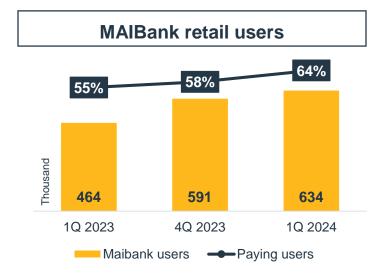
Cooperation of capital markets in Moldova and Romania drew strong support from public and private sector officials at the Moldova -Romania forum: Capital Bridges 2024

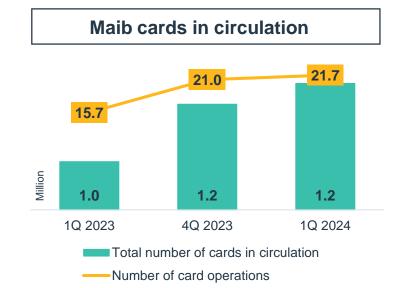




### Bank's overview and strategy

## **Cementing leadership in payments and digital**



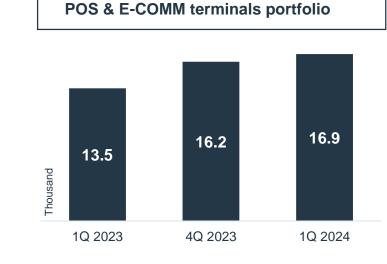


online Online retail retail consumer deposits\* loans \* in 1Q 2024 in 1Q 2024 digital amaib O - - - payment maib digital 께 onboarding taxation via Smart POS VISA ectly on your Android phon

71%

#### **MAIBank online payments\***





\* Maibank payments includes now transactions on deposits, loans, a2a, p2p pulling in addition of the previous ones



36 (\*) MAU – monthly active users; DAU – daily active users 14

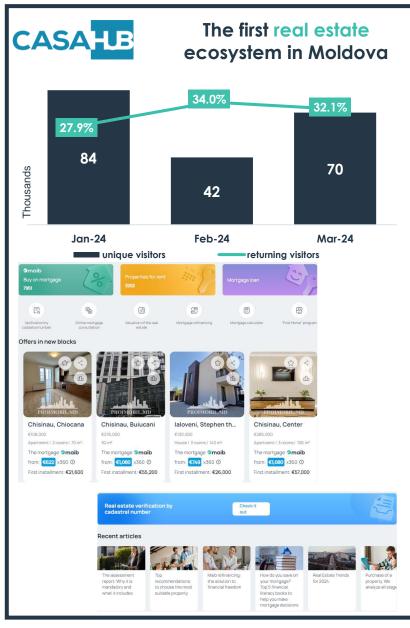


61%

### Bank's overview and strategy



### **Innovative ecosystems**



### Our digital journey continues



 maib
 #mia

 MIA Instant Payments

 transfers

 by phone number

 between banks

 in Moldova

 Understand

 Unde

**Best Digital Bank** 

in Moldova 2023

**EMEA** Finance

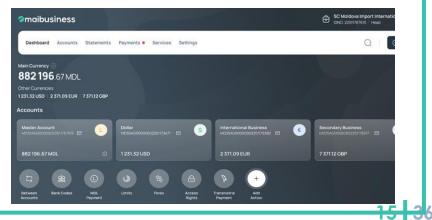
in CEE & CIS

**Best Bank** 

maib

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#### Our new internet banking solution for legal entities: Yoda

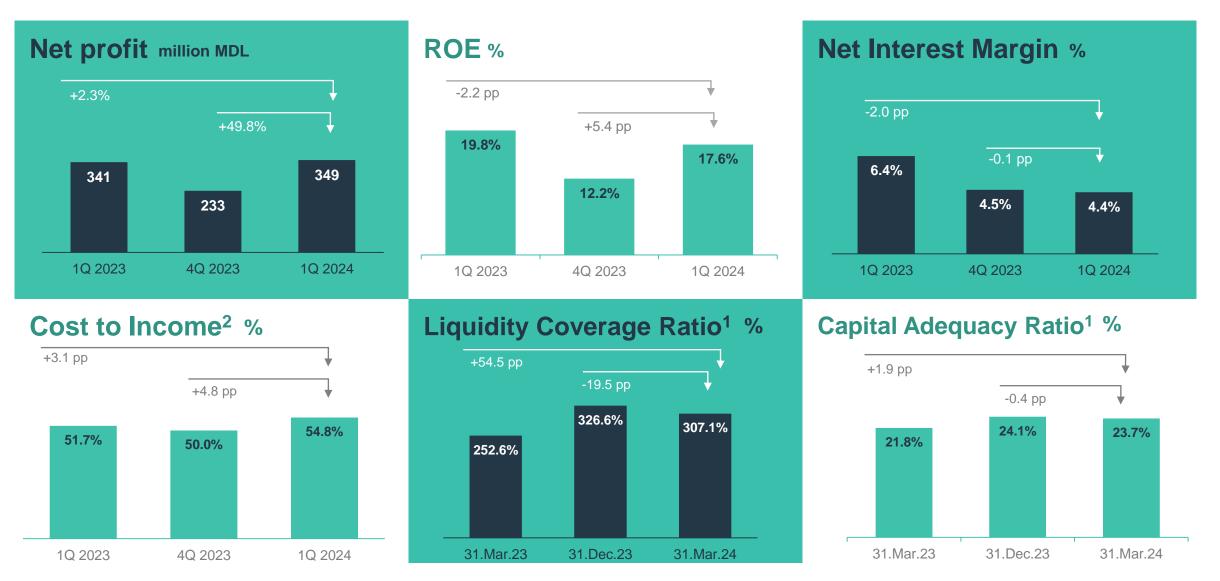


maib

# 1Q 2024 results

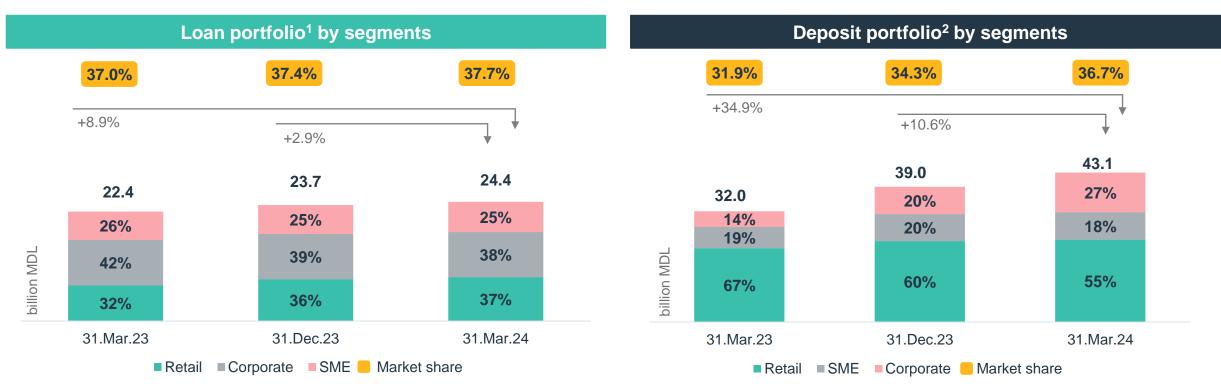


# Summary of Financial KPIs 1Q 2024



<sup>1</sup>Liquidity coverage ratio and Capital Adequacy Ratio are presented on the standalone basis (Bank only). There is no requirement to calculated and submit these regulatory indicators on a consolidated basis. The other companies within the Group (subsidiaries of Bank) are non-banks, representing approx. 1% of total equity, 3% of net operating income and 3% of total income of the Group <sup>2</sup>Cost-to-income ratio is calculated without impairment and provisions release/charges

### Maib's loan portfolio growth driven by Retail and SME lending



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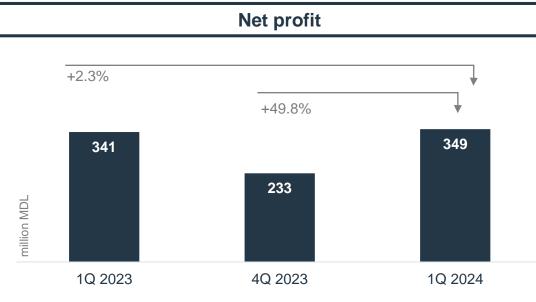
- In the first quarter of 2024, Group's gross loan portfolio reached MDL 24,356 million, a 2.9% QoQ increase and a substantial 8.9% growth year-on-year. Notably, the Retail loan portfolio emerged as the primary driver of quarterly growth, contributing to 65% of the overall lending increase.
- The SME gross loan book amounted to MDL 6.2 billion, reflecting a 4.4% increase compared to the previous quarter and a notable 6.8% growth YoY. The largest contribution to the quarterly growth in the SME loan portfolio was from working capital loans, constituting 45% of the total SME loan portfolio. The Corporate gross loan book stood at MDL 9.2 billion, showing a slight compression of 0.2% compared to the previous quarter and 1.0% year-on-year. The slight QoQ decrease was driven by investment loans, partially offset by an increase in working capital loans (up by 1.8% QoQ) and revolving loans (up by 1.6%QoQ).
- Group's customers' deposits portfolio reached MDL 43,116 million, reflecting a robust 10.6% increase QoQ and a substantial 34.9% growth on a YoY basis. The QoQ increase was notably driven by a 45.6% rise in the Corporate deposit portfolio, with maib's market share in legal entities deposits climbing by 5.6 pp to 39.3% by the end of the first quarter of 2024.

<sup>2</sup> Amounts presented in the diagram include principal and accrued interest <sup>3</sup> Source: NBM

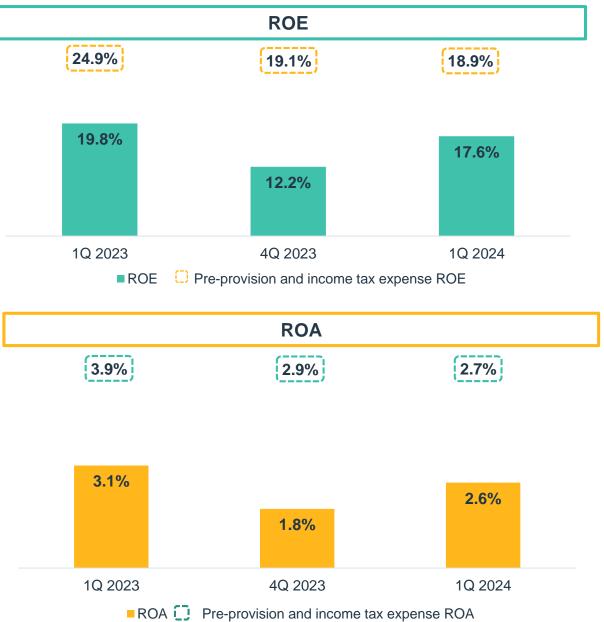
<sup>&</sup>lt;sup>1</sup> Amounts presented in the diagram represent gross exposure, i.e. principal plus related accrued amounts of interests and commissions, adjusted with amortized cost

### maib

## Profit growth despite substantial net interest margin contraction

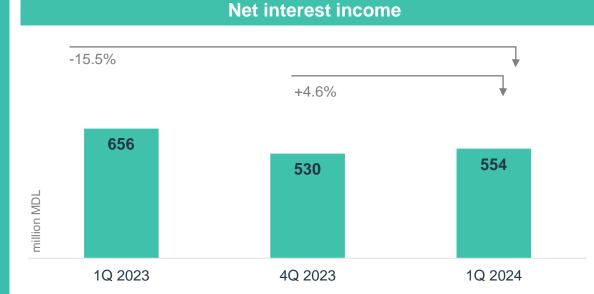


Maib managed to deliver a profit increase in the first quarter of 2024 against a headwind of contracting net interest margin across the entire banking system. Group **net profit** reached MDL 349.3 million, with a return on equity (ROE) of 17.6% and return on assets (ROA) of 2.6%. The quarter-on-quarter growth in net profit by 49.8% was primarily driven by reduced expected credit loss (ECL) charges related to the loan portfolio, attributed to recoveries within the Corporate loan portfolio.



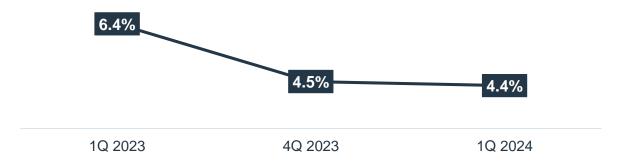
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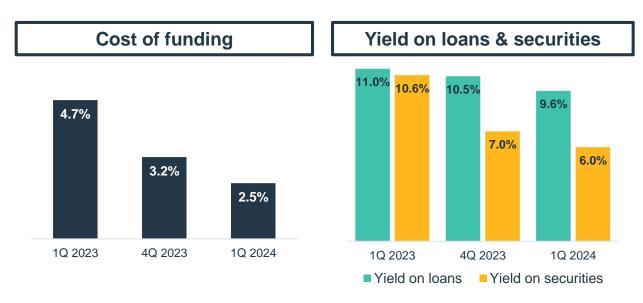
# **Stabilizing Net Interest Margin**



- The Group's Net Interest Margin (NIM) stood at 4.4%, reflecting a marginal 0.1 pp decrease QoQ and a significant 2.0 pp reduction on a YoY basis. The decline in NIM during the quarter was primarily driven by lower yields on the loan portfolio, resulting in a 2.9% decrease in net interest income. Simultaneously, the pressure of yields on NIM has been partially offset by the decrease in cost of funding and an increase in the volume of investment in debt securities (up by 23.3% QoQ).
- The most significant impact on the YoY reduction in NIM can be attributed to lower yield generated by interest-bearing assets, particularly the debt securities portfolio and required reserves held with the Central Bank in national currency, partially offset by decreasing deposits costs.
- The cost of funding decreased to 2.5%, marking a 0.7 pp decrease QoQ and a significant 2.3 pp decline on a YoY basis. The quarterly drop was determined by reduction in deposit cost by 0.7 pp to 2.0%, following a gradual repricing of portfolio at the current interest rates.

#### Net Interest Margin (NIM)

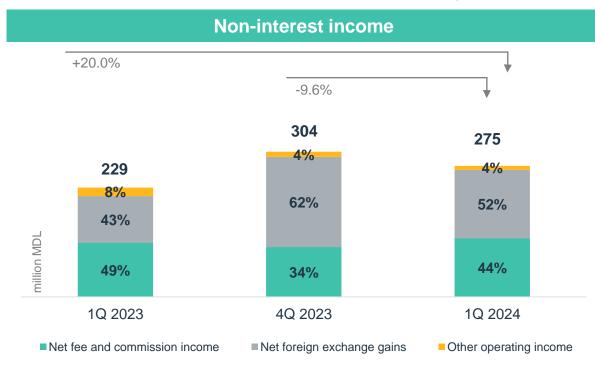






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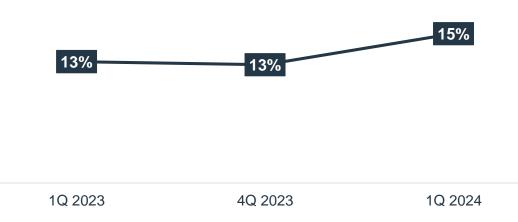
### Non-interest income driven by net fee and commission income



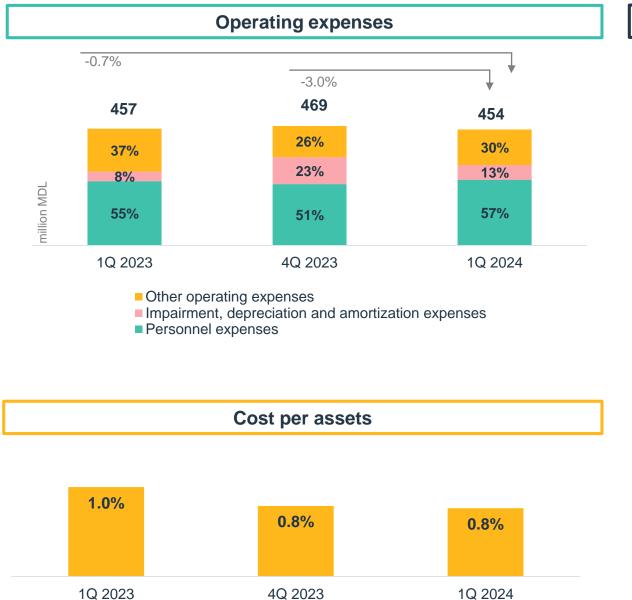
- The Group generated non-interest income of MDL 274.7 million, marking a 20% YoY increase but experiencing a 9.6% QoQ decrease. The QoQ decrease in non-interest income was driven by lower net foreign exchange gains due to reduced volumes and margins of forex transactions. Net fee and commission income reached MDL 122.2 million in 1Q 2024, increasing by 17.3% QoQ and 8.2% YoY. The QoQ increase was primarily driven by cash and settlement operations, card business, and commissions for SME packages.
- The YoY growth of non-interest income was largely attributed to the robust performance of net foreign exchange gains, particularly driven by increased margins of forex exchange transactions by legal entities during this period.

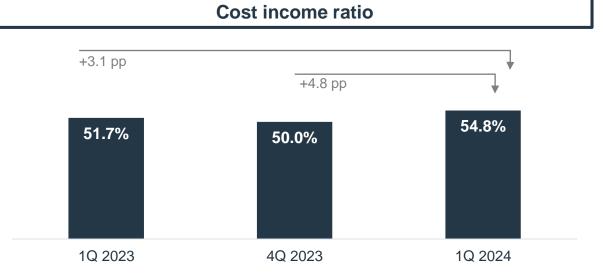


#### Net fee and commission income % in operating income



### **Operational efficiency continues to be a key priority**





\*Cost to income ratio is calculated without impairment and provisions releases/charges

- The Group's cost to income ratio (CIR) stood at 54.8% in the first quarter of 2024, a 4.8 pp increase compared to previous quarter and 3.1 pp YoY increase.
- Group's quarterly operating expenses (OPEX) amounted to MDL 454.3 million, down by 3.0% QoQ and by 0.7% on a YoY basis. The quarter-on-quarter reduction in OPEX was primarily the result of higher impairment charges on fixed assets in 4Q 2023. This was partially offset by a 7.3% QoQ increase in staff cost and 13.3% QoQ growth in other operating expenses mainly driven by contribution to Resolution Fund.
- The cost-to-income ratio remains the key performance indicator closely monitored by the Group, particularly in the context of business expansion, decreasing asset yields, and the ongoing development of strategic initiatives.

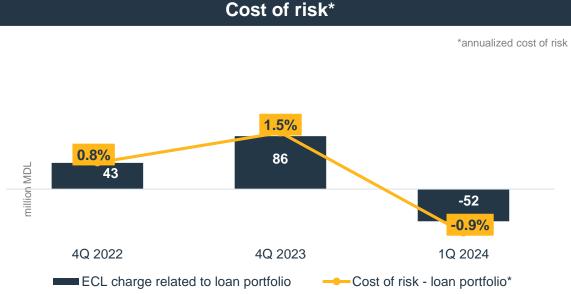
Cost per assets: Operational expenses divided by average balance of total assets (consolidated). Cost per assets is calculated without impairment and provisions release/charges

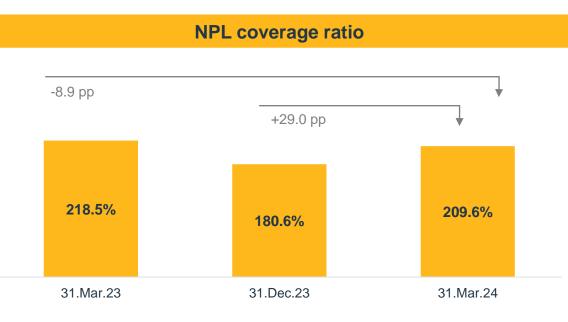
maib

### Loan quality improves driven by Corporate recoveries

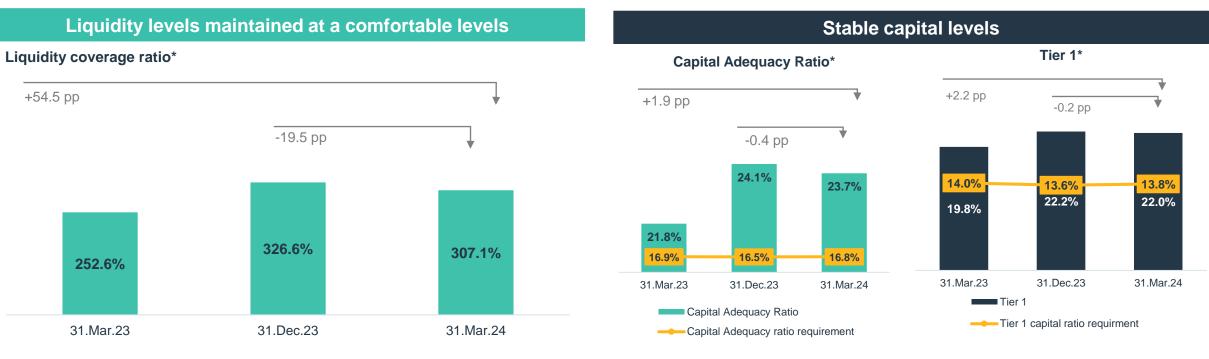


- The continued strength of the Bank's loan portfolio translated into lower non-performing loans (NPL) ratio of 2.1%, decreased by 0.6 pp QoQ and by 0.2 pp on a YoY basis. This improvement was primarily driven by successful recovery in the Corporate portfolio, following proactive measures to mitigate the impact of a significant defaulted exposure.
- In 1Q 2024, the Group's ECL coverage ratio of portfolio was 4.5%, registered marginal 0.3 pp decrease QoQ and a 0.5 pp decrease compared to the same period in 2023. The QoQ reduction in reserve ratio was mainly influenced by adjustments within the Corporate portfolio, partially offset by additional allowances created for SME credit exposures, particularly within the agro segment, to provision against potential losses.
- During the fourth quarter of 2023, the Bank has revised its forward-looking impairment models, including underlying macroeconomic variables, also updating its actual default history and macro forecasts. This review combined with recoveries within the Corporate segment has contributed to a significant reduction of **annual cost of risk** to -0.9%, a 2.3 pp decrease QoQ and 1.6 pp on a YoY basis.





### Strong capital and liquidity levels



- During first quarter of 2024, maib maintains a resilient Capital Adequacy Ratio (CAR) of 23.7% and a Tier 1 capital ratio of 22.0%. Both ratios comfortably exceed the regulatory minimums of 16.8% and 13.8%, respectively. The slight QoQ decline in CAR is attributed to increase in the difference between prudential and IFRS expected credit loss allowances, coupled with an increase in the balance of intangible assets.
- As of 31 March 2024, maib demonstrates a robust Liquidity Coverage Ratio (LCR) of 307.1%, reflecting a substantial 54.5 pp increase compared to the first quarter of 2023. Although there's a 19.5 pp decrease compared to the fourth quarter of 2023, the Bank continues to comfortably exceed regulatory requirements, with the current ratio well above the mandated minimum of 100%. The decline in LCR during the first quarter of 2024 is primarily due to notable increase in customer deposits. However, maib's liquidity remains solid, supported by a diverse portfolio of liquid assets.

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\* Current liquidity, Capital Adequacy Ratio and Tier 1 are presented on the standalone basis (Bank only). There is no requirement to calculate and submit these regulatory indicators on a consolidated basis. The other companies within the Group (subsidiaries of Bank) are non-banks, representing approx. 1% of total equity, 3% of net operating income and 3% of total income of the Group.





# Appendices

# 1Q 2024 CONSOLIDATED FINANCIAL RESULTS

(unaudited)

# CONSOLIDATED UNAUDITED QUARTERLY INCOME STATEMENT highlights, million MDL

1Q 2024	4Q 2023	% QoQ change	1Q 2023	% YoY change
554.4	529.9	+4.6%	656.0	-15.5%
122.2	104.2	+17.3%	112.9	+8.2%
144.1	189.0	-23.7%	98.3	+46.6%
8.4	10.7	-21.2%	17.8	-52.7%
829.1	833.8	-0.6%	884.9	-6.3%
(257.3)	(239.9)	+7.3%	(251.6)	+2.3%
(57.9)	(105.9)	-45.4%	(37.9)	+52.7%
(139.1)	(122.7)	+13.3%	(167.9)	-17.2%
(454.2)	(468.5)	-3.0%	(457.4)	-0.7%
374.9	365.3	+2.6%	427.5	-12.3%
23.3	(88.9)	-126.2%	(43.6)	-153.4%
398.2	276.5	+44.0%	384.0	+3.7%
(48.8)	(43.3)	+12.9%	(42.5)	+14.8%
349.3	233.2	+49.8%	341.4	+2.3%
349.3	233.3	+49.8%	341.3	-7.1%
0.0	(0.1)	-	0.1	+100.0%
	554.4 122.2 144.1 8.4 <b>829.1</b> (257.3) (139.1) (454.2) 374.9 23.3 398.2 (48.8) 349.3 349.3	554.4       529.9         122.2       104.2         144.1       189.0         8.4       10.7         829.1       833.8         (257.3)       (239.9)         (57.9)       (105.9)         (139.1)       (122.7)         (454.2)       (468.5)         374.9       365.3         23.3       (88.9)         398.2       276.5         (48.8)       (43.3)         349.3       233.2         349.3       233.3	1Q 2024         4Q 2023 change           5554.4         529.9         +4.6%           122.2         104.2         +17.3%           144.1         189.0         -23.7%           8.4         10.7         -21.2%           829.1         833.8         -0.6%           (257.3)         (239.9)         +7.3%           (57.9)         (105.9)         -45.4%           (139.1)         (122.7)         +13.3%           (454.2)         (468.5)         -3.0%           374.9         365.3         +2.6%           23.3         (88.9)         -126.2%           398.2         276.5         +44.0%           (48.8)         (43.3)         +12.9%           349.3         233.2         +49.8%	1Q 20244Q 2023change1Q 2023 $554.4$ $529.9$ $+4.6\%$ $656.0$ $122.2$ $104.2$ $+17.3\%$ $112.9$ $144.1$ $189.0$ $-23.7\%$ $98.3$ $8.4$ $10.7$ $-21.2\%$ $17.8$ $829.1$ $833.8$ $-0.6\%$ $884.9$ $(257.3)$ $(239.9)$ $+7.3\%$ $(251.6)$ $(57.9)$ $(105.9)$ $-45.4\%$ $(37.9)$ $(139.1)$ $(122.7)$ $+13.3\%$ $(167.9)$ $(454.2)$ $(468.5)$ $-3.0\%$ $(457.4)$ $374.9$ $365.3$ $+2.6\%$ $427.5$ $23.3$ $(88.9)$ $-126.2\%$ $(43.6)$ $398.2$ $276.5$ $+44.0\%$ $384.0$ $(48.8)$ $(43.3)$ $+12.9\%$ $(42.5)$ $349.3$ $233.2$ $+49.8\%$ $341.4$ $349.3$ $233.3$ $+49.8\%$ $341.3$

	31	31	31	%	%
	March 2024	December 2023	March 2023	change QoQ	change YOY
Cash and balances with banks	19,531	17,805	14,384	+9.7%	+35.8%
Investments in debt and equity securities	10,688	8,667	5,744	+23.3%	+86.19
Net loans and advances to customers, including:	23,270	22,538	21,254	+3.2%	+9.5%
Corporate customers	8,781	8,727	8,846	+0.6%	-0.79
SME customers	5,811	5,573	5,532	+4.3%	+5.09
Retail customers	8,677	8,238	6,876	+5.3%	+26.29
Finance lease receivables Premises and equipment,	290	292	264	-0.7%	+9.69
intangible assets, right of use assets and investment property	2,634	2,641	2,146	-0.3%	+22.7%
Other assets	430	344	465	+25.2%	-7.5%
Total assets _	56,843	52,286	44,258	+8.7%	+28.4%
Due to banks and borrowings	3,674	3,546	3,704	+3.6%	-0.8%
Due to customers, including:	43,116	38,996	31,966	+10.6%	+34.99
Corporate customers	11,445	7,863	4,482	+45.6%	+155.49
SME customers	7,921	7,796	6,207	+1.6%	+27.69
Retail customers REPO	23,749	23,340	21,277	+1.8%	+11.6%
Subordinated debt	- 506	- 504	- 516	- +0.5%	-1.89
Bonds issued	414	255	-	+62.7%	+100.09
Lease and other liabilities	1,044	1,190	985	-12.2%	+6.0%
Total liabilities _	48,754	44,492	37,171	+9.6%	+31.2%
Total equity attributable to owners	8,088	7,793	7,086	+3.8%	+14.1%
Non-controlling interest	1	1	1	+7.2%	+7.7%
Total equity	8,089	7,794	6,087	+3.8%	+14.1%

**maib** 

## Evolution of quality of loan portfolio per each segment



280.0%

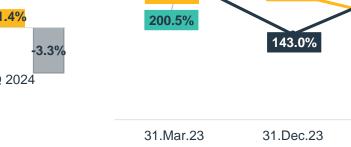
227.9%

163.2%





■Retail ■SME ■Corporate



242.0%

208.9%



**NPL** coverage

264.9%

211.1%

NPL rate





