

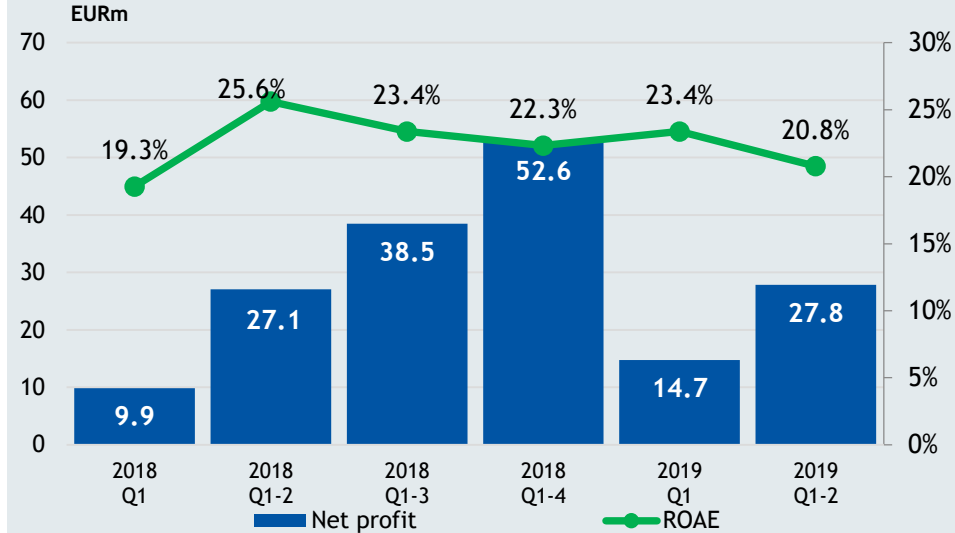


Investor Conference Webinar

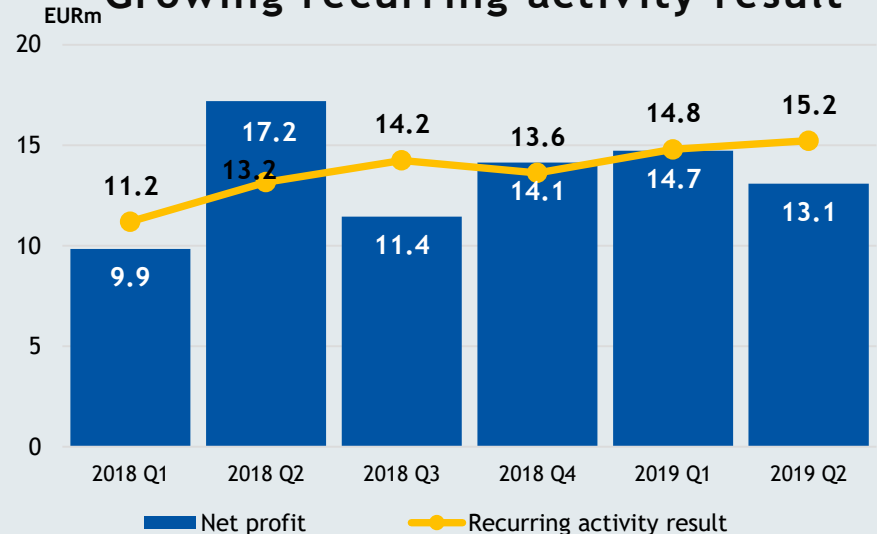
NASDAQ  
13<sup>th</sup> August 2019

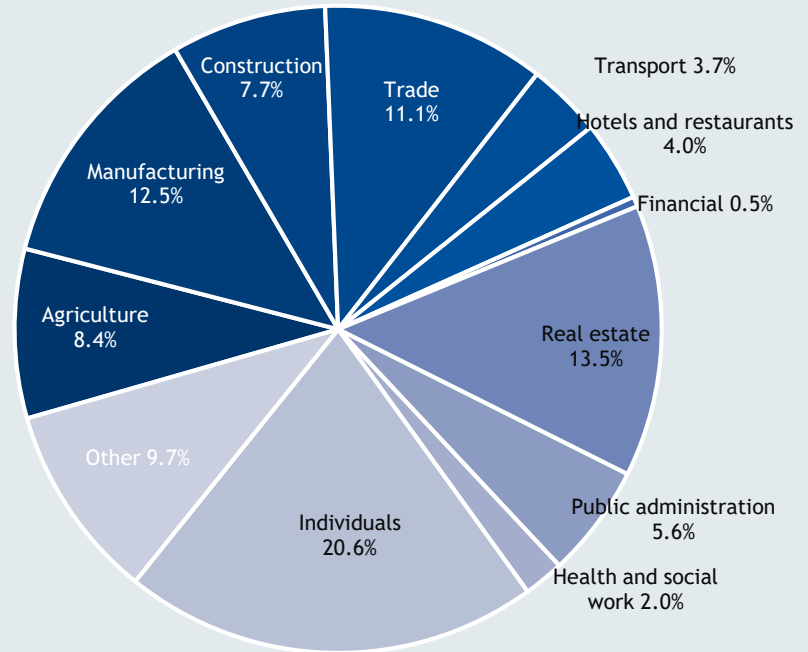
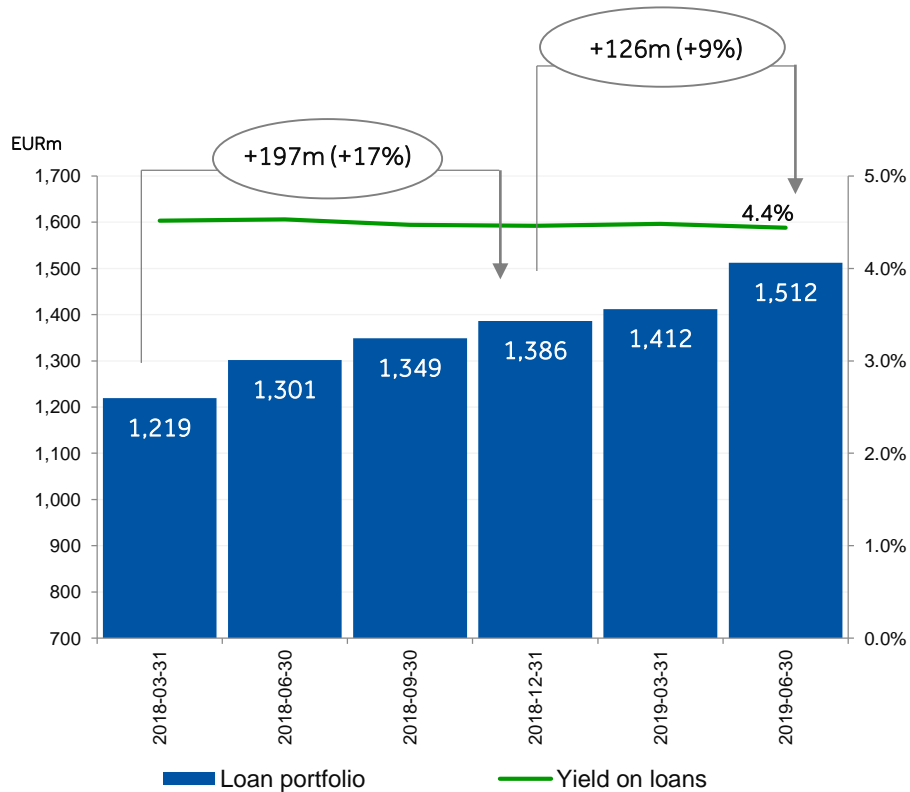
- H1 group net profit up 3% y-o-y, recurring activity result increased by 23% y-o-y
- Moody's upgraded credit rating to Baa2
- Successful start of the fund attraction programme in cooperation with the online savings platform Raisin
- Upgrading of customer service outlets according to a new interior standard continues
- Share price outperforms Baltic market indexes and the stock remains the most actively traded in Nasdaq Baltics in 2019

## Strong ROAE profile



## Growing recurring activity result

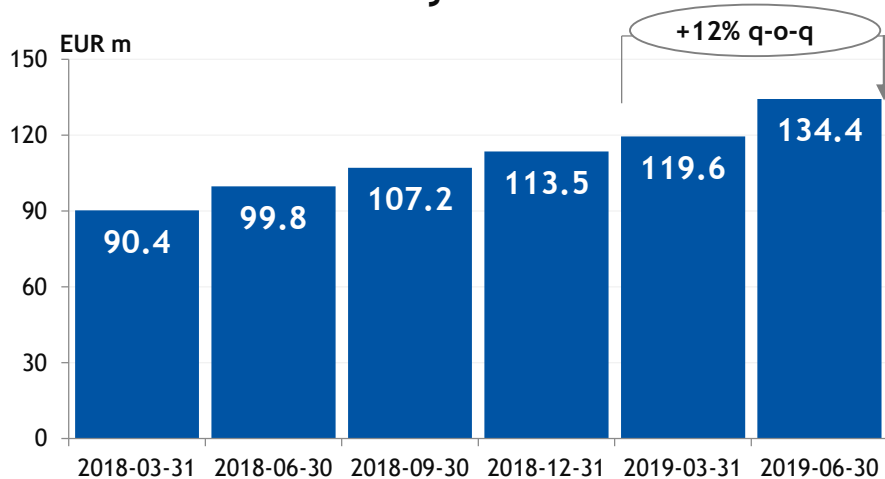




Renovation	8.0%
Consumer	7.4%
Mortgage	3.9%
Other	1.3%

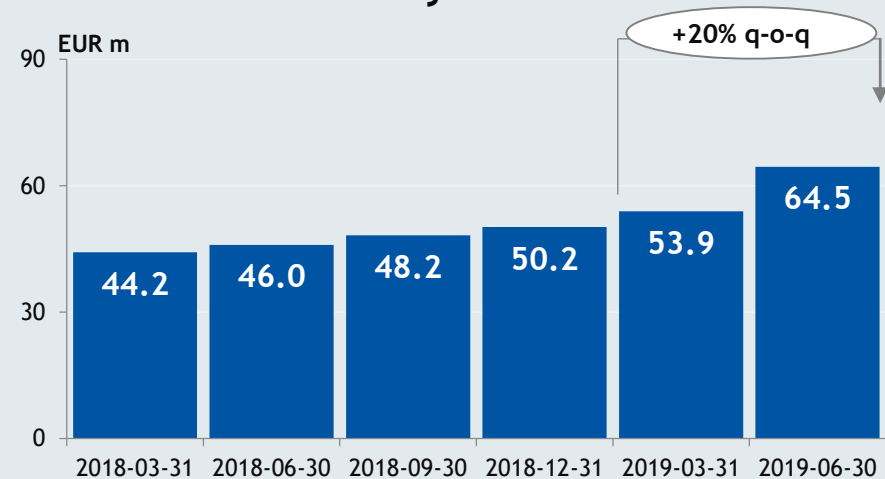
- Consumer financing portfolio increased 12% in the last quarter alone
- The cross-sale of consumer financing products of *SB lizingas* through banks branch network is accelerating

## Consumer financing portfolio dynamics



- Mortgages constitute ~40% of all market loans, meanwhile the Bank's mortgages comprise only 4% of the Bank's portfolio
- Bank holds 0.7% of mortgage market in Q1
- Rising mortgage rates and the Bank's available funding alternatives make it attractive to increase Bank's market share

## Mortgages portfolio dynamics

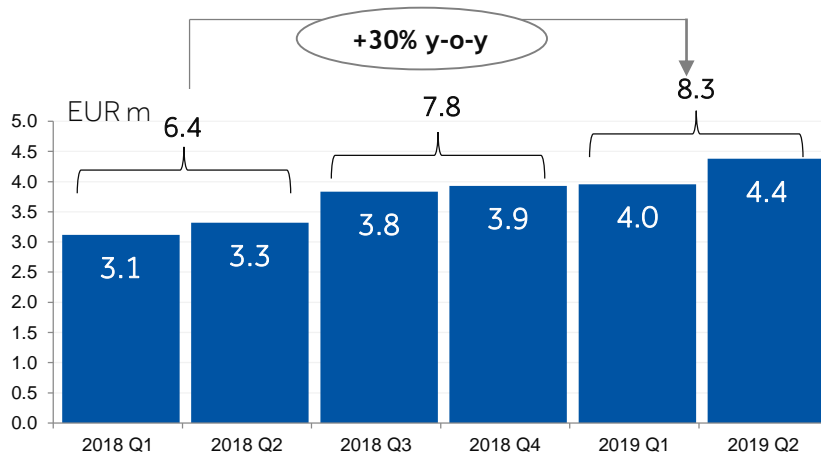


- Bank maintains 60% market share
- Agreements already signed for EUR 484m (1843 credit agreements)
- Significant source of commission income (EUR ~4m over year)

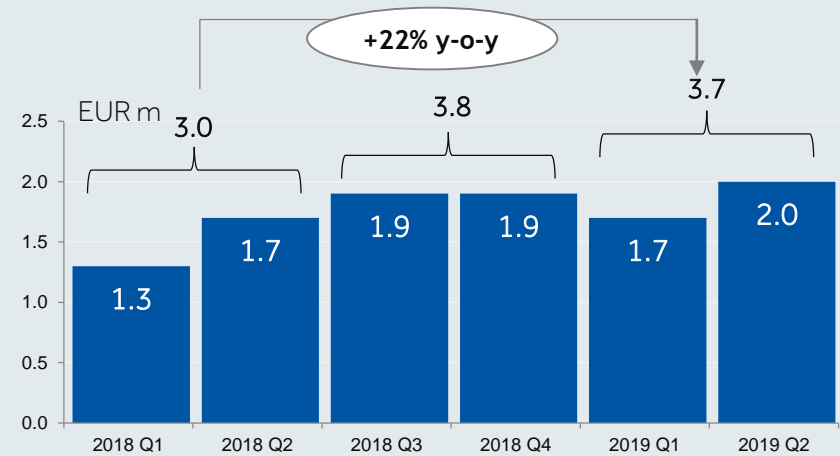
<i>mEUR</i>	Up to now	Pending
EIB funds	<b>210</b>	-
SB funds	<b>274</b>	<b>150</b>



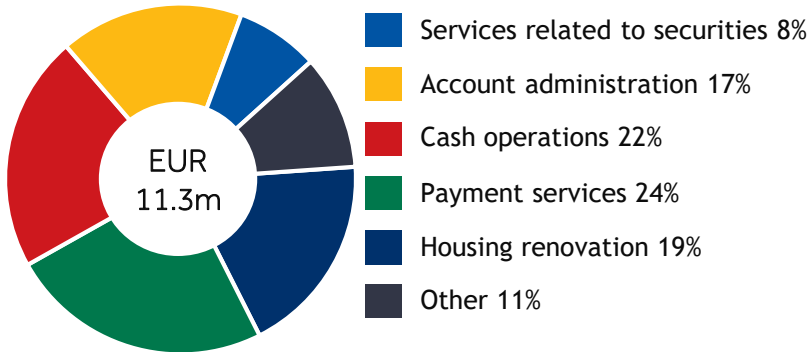
## Net fee and commission income



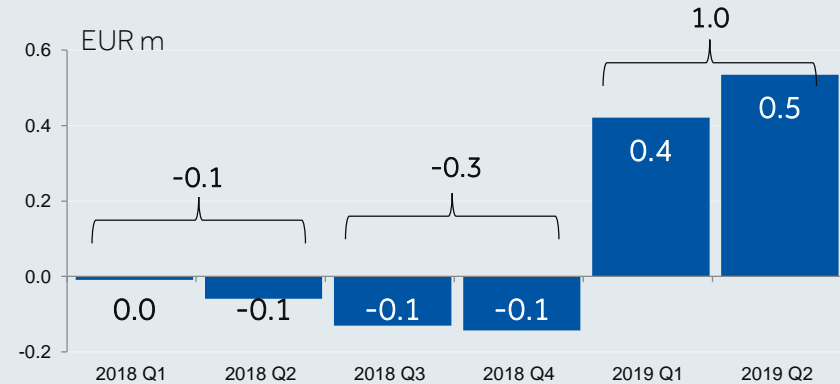
## Gain from foreign exchange operations\*



## Fee and commission income

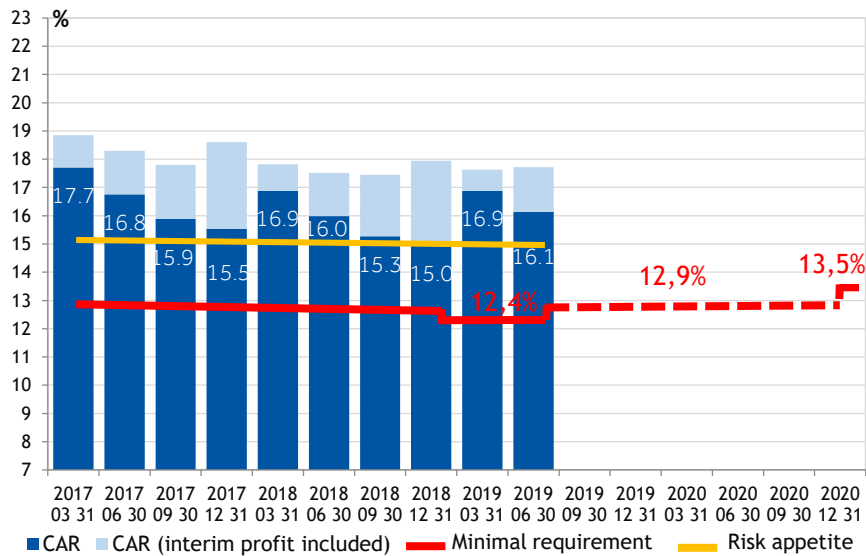


## Net gain on securities\*



\* excluding the impact of the Bonum Publicum clients' portfolio and one-off items

## Capital adequacy ratio



## Risk ranking

Type of risk	Risk level and tendencies
IT/cyber risk	= ↓
Compliance risk	=
Operational (incl. Reputation) risk	= ↑
Credit risk	↑
Liquidity risk	=
Concentration risk	=
Interest rate risk in the banking book	= ↓
Model risk	=
Market risk	=
Insurance risk	=



Siauliu Bankas  
Notification on material event

## **AB Šiaulių Bankas engaged Wood & Co to assist in review of strategic alternatives**

The Management Board of AB Šiaulių bankas ("Bank") has decided to conduct a review of strategic alternatives in support of further growth of the business of the Bank and to enhance shareholder value. The Bank selected Wood & Co and Superia Corporate Finance as financial advisors to assist in the review and signed the relevant agreement on 12 August 2019.

The Bank remains confident on the execution of its strategic business plan. At the same time, the review of strategic alternatives may allow the Bank to identify an additional strategic direction of the business of the Bank that enhances value for the shareholders, and may result in a transaction or a series of transactions, such as implementing a public offering of its shares, acquiring complementary businesses, applying for a listing on a different stock exchange, a sale of the Bank to a strategic or financial investor, merging with a third party, any combination of the above or any other transaction.

The Bank has not set a definitive timetable for completion of its review of strategic alternatives and there can be no assurances that the process will result in any transaction being announced or completed in the future. The Bank does not intend to make any further announcements related to its review unless and until the Management Board of the Bank has approved a specific transaction or otherwise determined that further disclosure is appropriate in accordance with applicable law.

WOOD & Company is the leading investment bank in Emerging Europe (see [www.wood.com](http://www.wood.com))  
Superia Corporate Finance is the leading Baltic financial advisory firm (see [www.superia.lt](http://www.superia.lt))

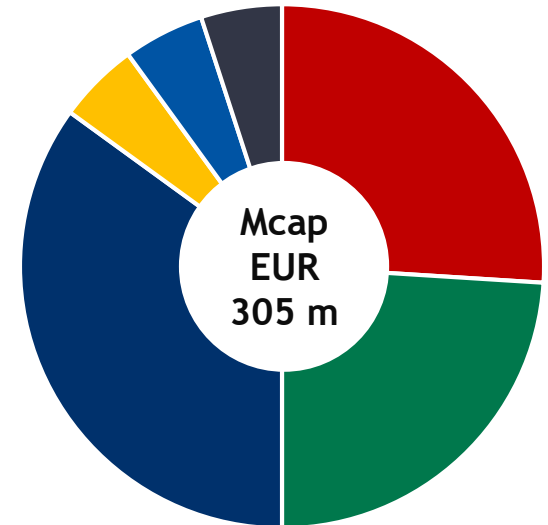


## Target price by analysts:

SWEDBANK	0.70	(2019-08-06)
WOOD & CO	0.67	
LHV	0.60-0.64	



## Shareholders structure



- EBRD 26%
- Invalda INVL 5%
- Algirdas Butkus 5%\*
- Gintaras Kateiva 5%
- Other Lithuanian investors 34%
- Other foreign investors 25%

*\*including indirectly owned shares*