



YEAR 2009

FINANCIAL RESULTS PRESENTATION

1 April 2010

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Disclaimer



Certain information contained in this presentation may include forward-looking statements. Such forward-looking statements are not guarantees of future performance. These statements are based on management's current expectations or beliefs as of the date of this presentation and are subject to a number of factors and uncertainties that could cause actual results to differ materially from those described in the forward-looking statements. The Bank disclaims any intention or obligation to publicly update or revise any forward-looking statements.

Basis of calculation: all figures in this presentation are based on IFRS audited financial statements unless stated otherwise.

Macroeconomic Overview



Selected Data Dynamics

KZT bn, except numbers of transactions

	2009	2008
Private consumption	562	557
Public consumption	91	85
Gross fixed investment	186	184
Final domestic demand	840	826

Source: The Economist Intelligence Unit, Kazakhstan Country Report March 2010

Number of payment cards transactions	118,077	102,545
Volumes of payment cards transactions	2,650	2,310

Volumes of transactions via Interbank Money Transfer System	159,746	141,853
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Capital & Financial Account (including errors&omissions) (USD mln)	5,555	-4,407
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Source: National Bank of Kazakhstan

Continued Government Measures to Support Economy

- Road Map of Business 2020 – a new program to support economy development:
 - interest rates subsidization
 - partial guaranties of loans for new projects
 - development of industrial infrastructure
 - service support of the business
- KZT 30 bn included in 2010 budget to subsidize interest rates:
 - 5% p.a. interest rate compensation to the borrower
 - covering KZT 600 bn of loan principal
- New measures are expected to improve loan quality and increase credit to economy through lower interest rates for borrowers

Comments

- Kazakhstan's economy is gradually recovering after slowdown in 2007 and 2008 with growing international reserves and sustainable inflation dynamics
- KZT 1,200 bn was injected into economy from National Oil Fund, comprising 7.5% of GDP
- Restructuring of two major banks being completed
- Real estate prices returned to normal levels and stabilized

Market Data



Market Penetration

	01.01.2010	Growth, YTD %
Internet Banking Clients	10,305	1.2%
Mobile Phone Banking Clients	326,700	16.3%
Pension Fund Clients	1,914,630	4.1%
Payment Card Holders	2,826,219	11.1%
Payroll Project Clients (employees of government and private entities)	2,038,599	17.4%
Outlets	622	(8.8%)
ATMs	1,690	2.5%
POS-terminals	3,422	(7.8%)
Information and transaction terminals (multi-service kiosks)	572	1.6%

Market Shares

# 1 Total deposits*	↗	20.7%
# 1 Retail deposits	↘	20.4%
# 1 Retail current accounts	↘	27.7%
# 1 Retail term deposits	↘	19.2%
# 1 Fees and commission income**	↗	23.1%
# 1 Pension Fund (AuM)	↗	30.1%
# 2 Total assets	↗	17.2%
# 2 Net loans to customers	↗	16.7%
# 2 Corporate deposits*	↗	20.9%
# 2 Regulatory capital***	↗	25.5%

* excluding SPV deposits

** 2009

*** excl. BTA and ALB

Source: Halyk Bank. NBK and FMSA statistics

Key P&L Drivers

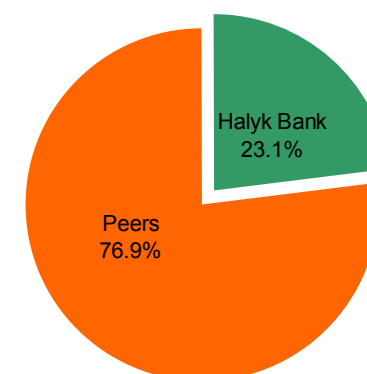
Dynamics

Comments

KZT mln

	2009	2008	Change	Change, %
Interest Income	194,005	192,660	1,345	0.7%
Interest Expense	(103,277)	(100,753)	(2,524)	2.5%
Impairment Charge	(83,513)	(60,015)	(23,498)	39.2%
Pension Fund Fees	16,103	4,642	11,461	246.9%
FX (net dealing)	10,971	7,262	3,709	51.1%
Transactional Banking	23,611	22,566	1,045	4.6%
Insurance Business	4,721	4,247	474	11.2%
Securities & Derivatives	2,621	(6,988)	-	-
Operating Expenses	(44,509)	(44,325)	(185)	0.4%
Net Income	15,876	14,554	1,322	9.1%

- Considerable contribution to income from operations of subsidiaries
- Stable growth of fee and commission income through the year
- Bank's market share in fee and commission income (under Kazakhstan accounting standards, unconsolidated) increased for 2009:



Key Changes in Balance Sheet

Dynamics

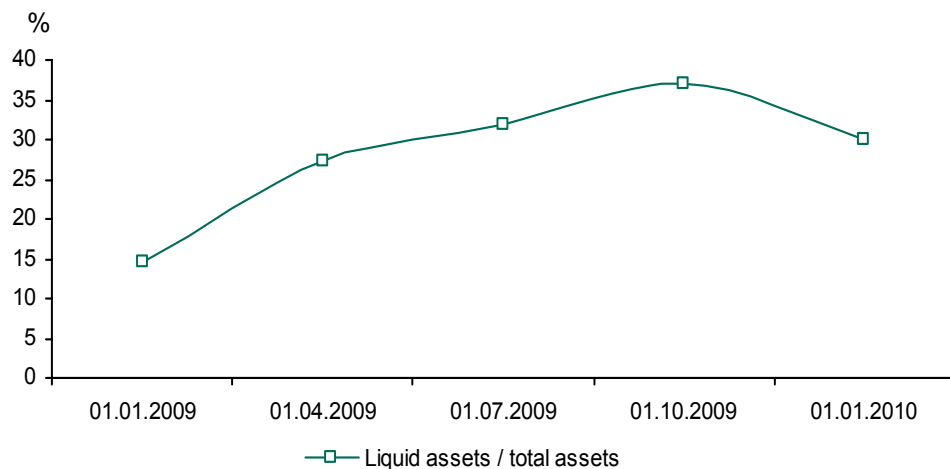
(in KZT mln)	31 Dec 2009	31 Dec 2008	Change, %
Total Assets	2,023,009	1,651,349	22.5%
Cash and Reserves	506,571	191,913	164.0%
Securities Portfolio	225,935	159,477	41.7%
Net Loan Portfolio	1,133,235	1,188,280	(4.6%)
Other Assets	157,268	111,679	40.8%
Total Liabilities	1,742,057	1,460,294	19.3%
Total Deposits	1,274,069	867,392	46.9%
Debt Securities	263,893	262,991	0.3%
Amounts due to Credit Institutions	172,706	289,608	(40.4%)
Other Liabilities	31,389	40,303	(22.1%)
Equity	280,952	191,055	47.1%

Comments

- Loan portfolio decreased as a result of loan repayments being faster than issuance of new loans
- Significant equity growth by 47.1% Y-o-Y was attributable mainly to Government capital injection
- Deposit base continued to grow bringing loan to deposit ratio down to 0.89x as of 31 Dec 2009 from 1.37x as of 31 Dec 2008

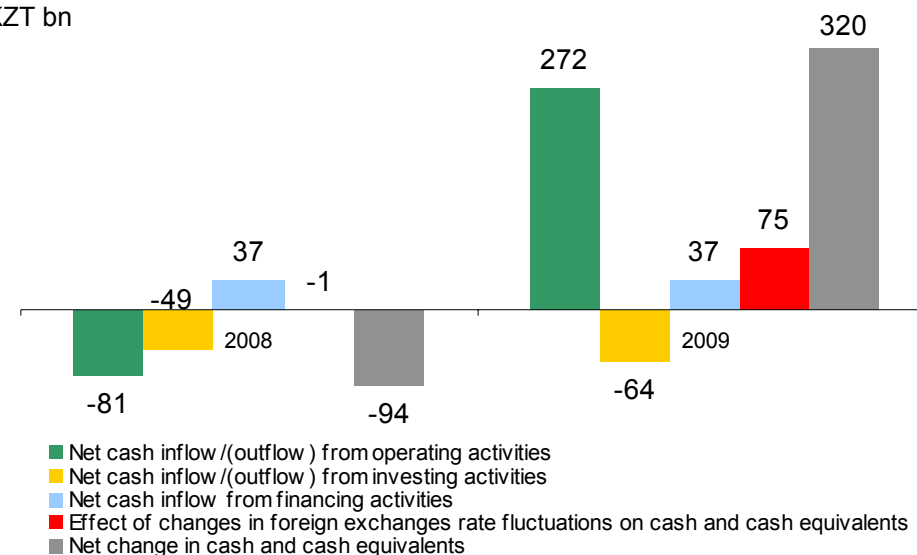
Liquidity Position

Liquidity Position



Cash Flow Dynamics

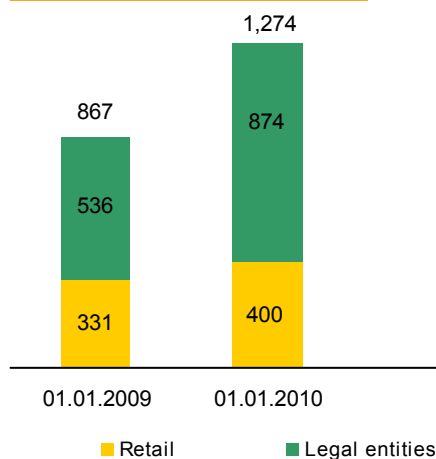
KZT bn



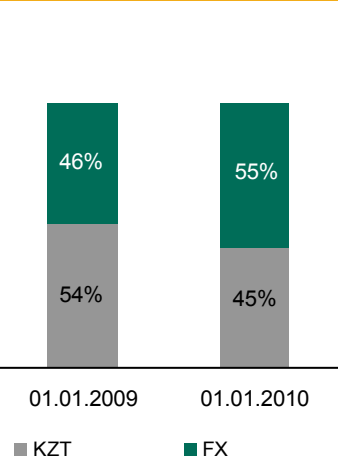
Deposit Base Development

KZT bn

Breakdown by Depositors



Breakdown by Currencies

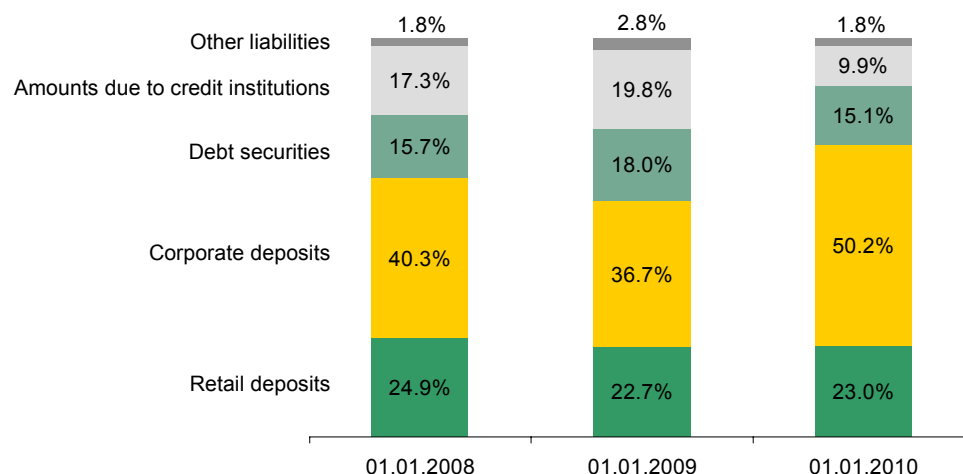
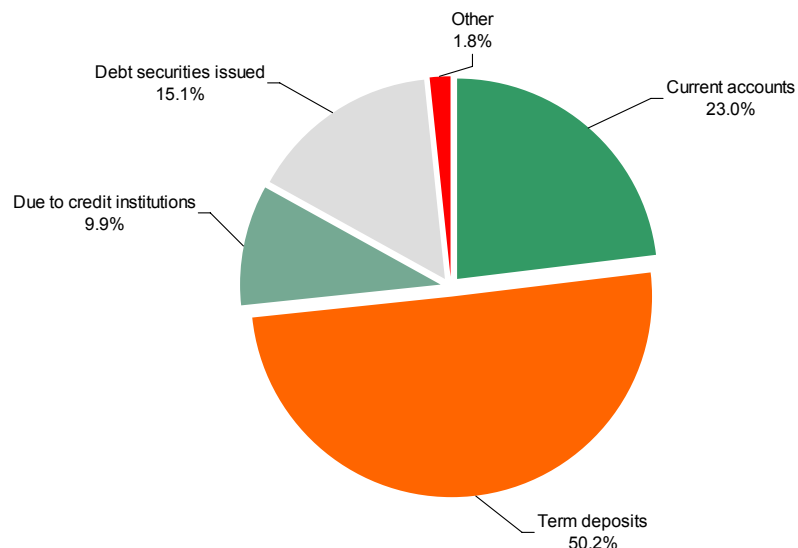


Comments

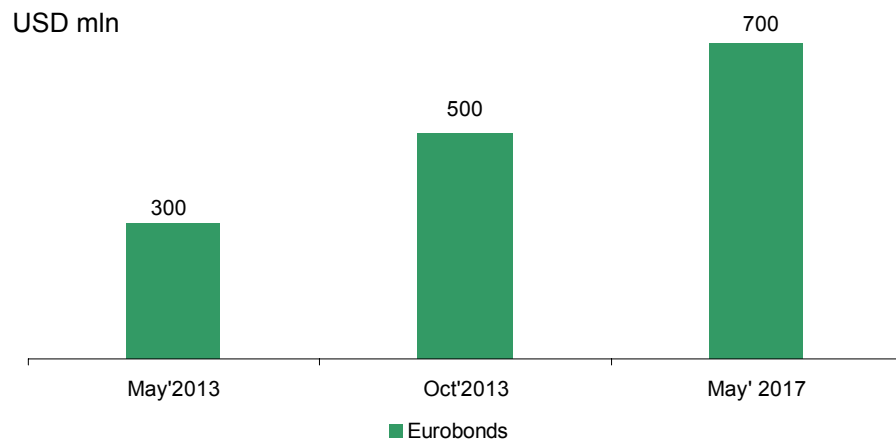
- Decrease in Net Interest Margin is a result of excess liquidity
- Regulatory (Deposit Insurance Fund) cap of 7% on FCY deposits and 10% on KZT deposits attracted since 1 Apr 2010
- Growth in share of KZT deposits in 4Q 2009 on back of KZT appreciation
- Average rates on deposits decreased to 5.7% in 2009 from 6.6% in 2008

Funding Structure

Breakdown of Funding, 31 December 2009



Maturity Profile of Large Ticket Foreign Borrowings



Comments

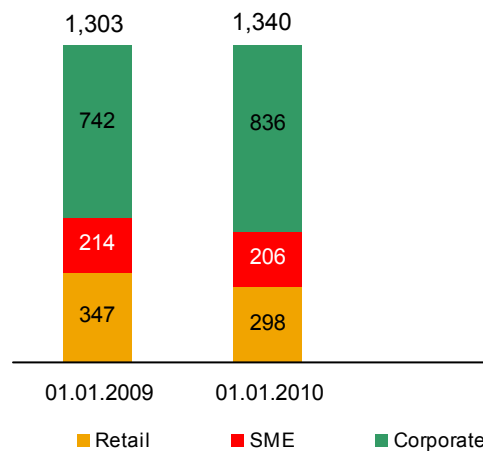
- Average funding cost decreased to 6.1% in 2009 from 6.7% in 2008
- Historically low LTD ratio of 0.89x is expected to increase but remain below 1.2x
- Best ratings among other Kazakhstan's banks
S&P: B+ Fitch: B+ Moody's: Ba2

Loan Portfolio Analysis

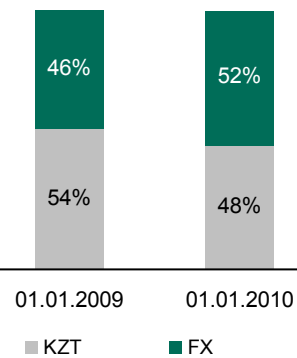
Loan Portfolio Growth

KZT bn

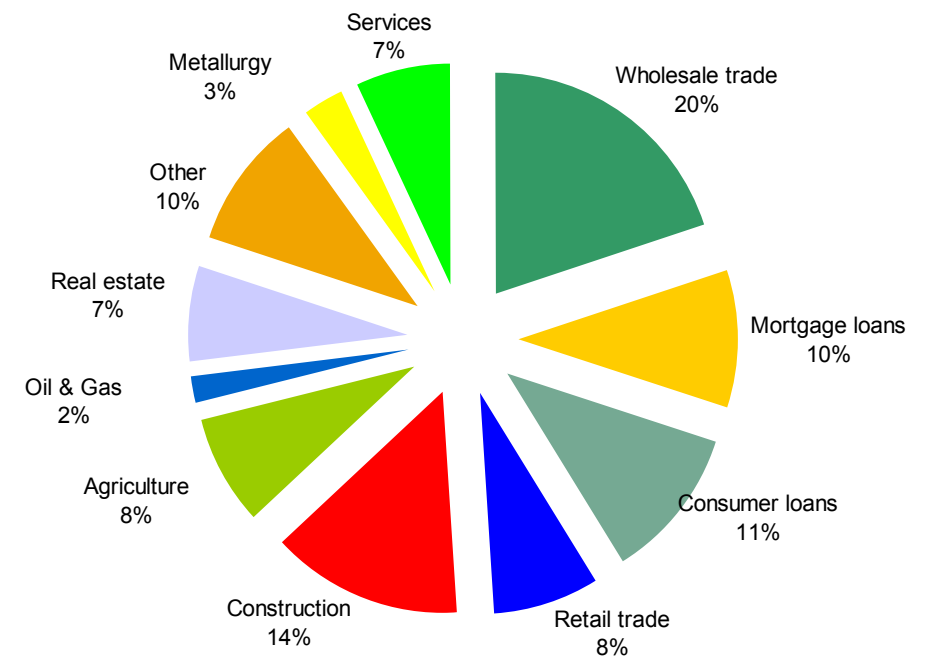
Breakdown by Businesses



Breakdown by Currencies

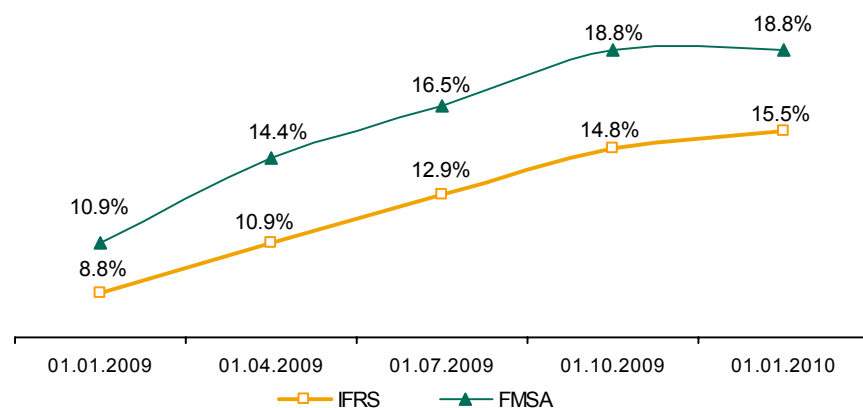


Industry Composition, 31 December 2009

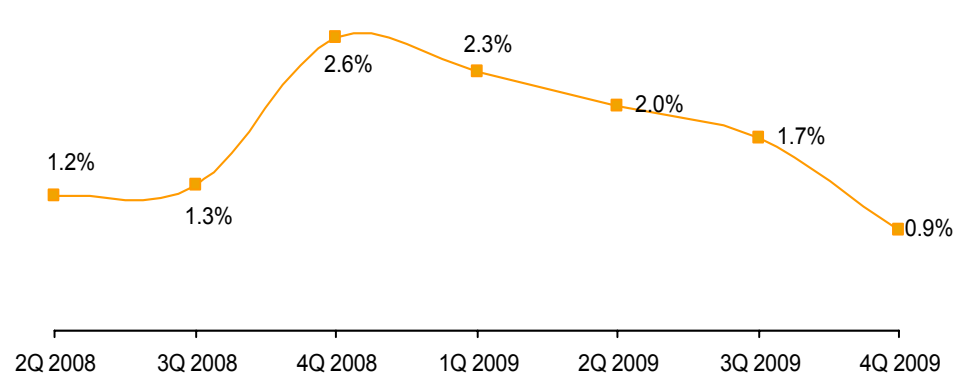


Loan Portfolio Quality

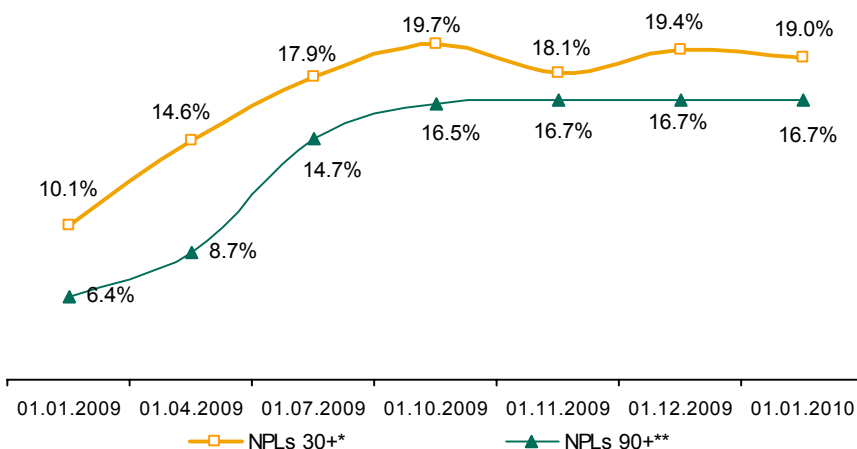
Provisions / Gross Loans



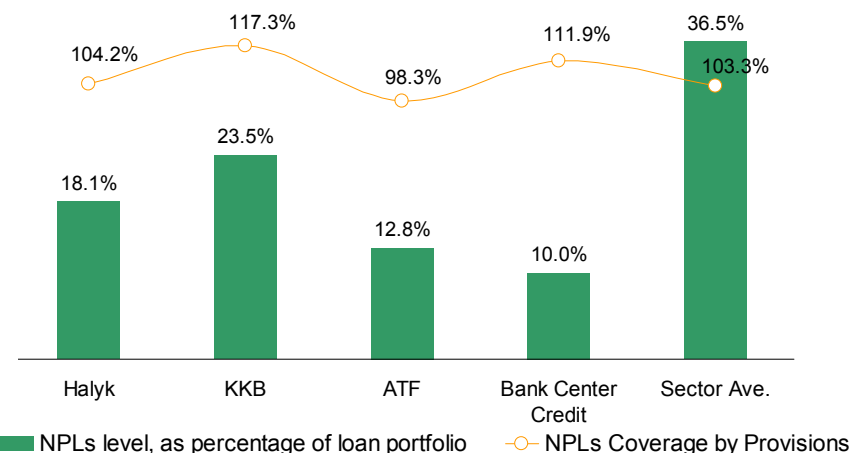
Impairment Charge, as % of Average Loan Portfolio



NPLs Dynamics



NPLs Dynamics and Coverage Comparison, 31 December 2009



* Total NPLs (total principle amount of loans with principle and/or interest overdue by more than 30 days) / Gross loan portfolio, unconsolidated

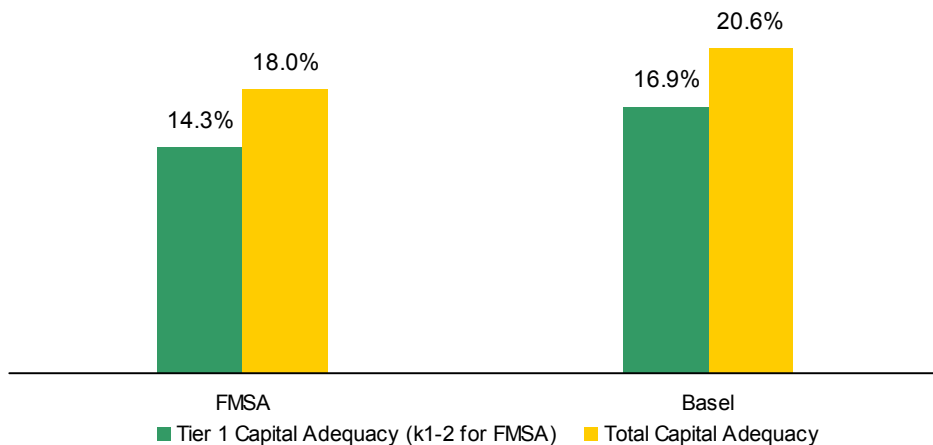
** Total NPLs (total principle amount of loans with principle and/or interest overdue by more than 90 days) / Gross loan portfolio, unconsolidated

Source: Halyk Bank, FMSA statistics

Source: FMSA statistics, Halyk Bank calculations

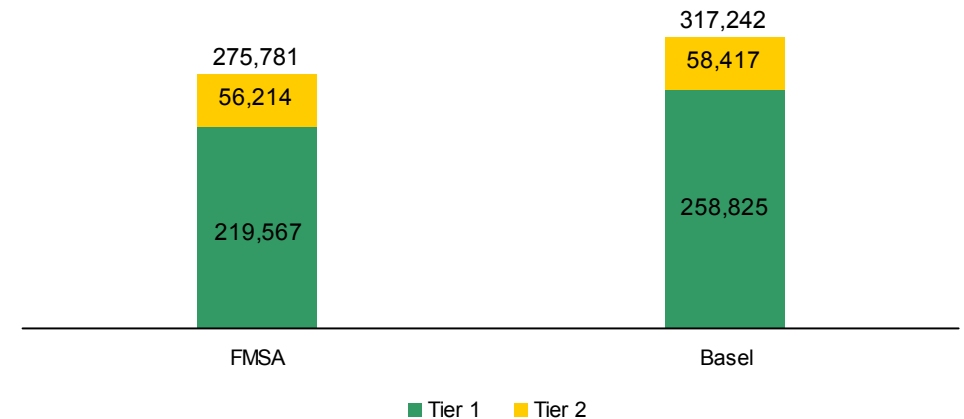
Capitalisation

Capital Adequacy Ratios, 31 December 2009

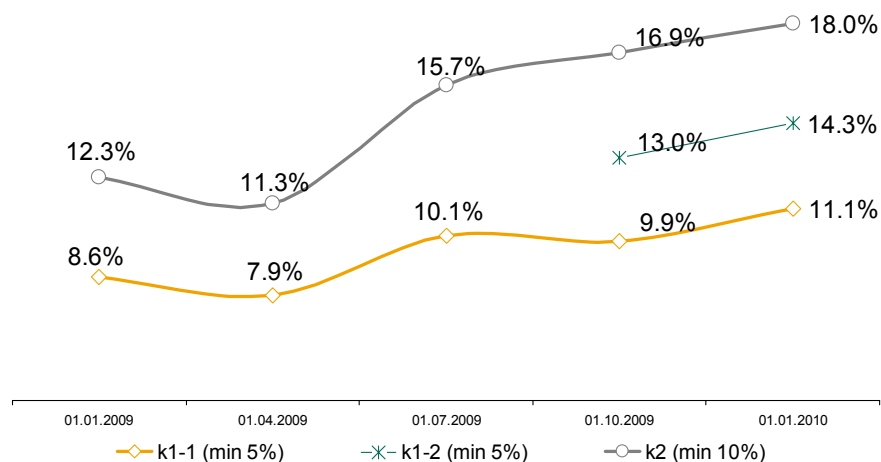


Capital Structure, 31 December 2009

KZT mln



FMSA Capital Adequacy Ratios



Comments

- Government injected KZT 60 bn into the capital in 2009
- Regulatory capital adequacy ratios and liquidity would have remained adequate should have the Government decided not to inject capital into the Bank

Segment Data: Interest Income

Dynamics

Comments

KZT mln

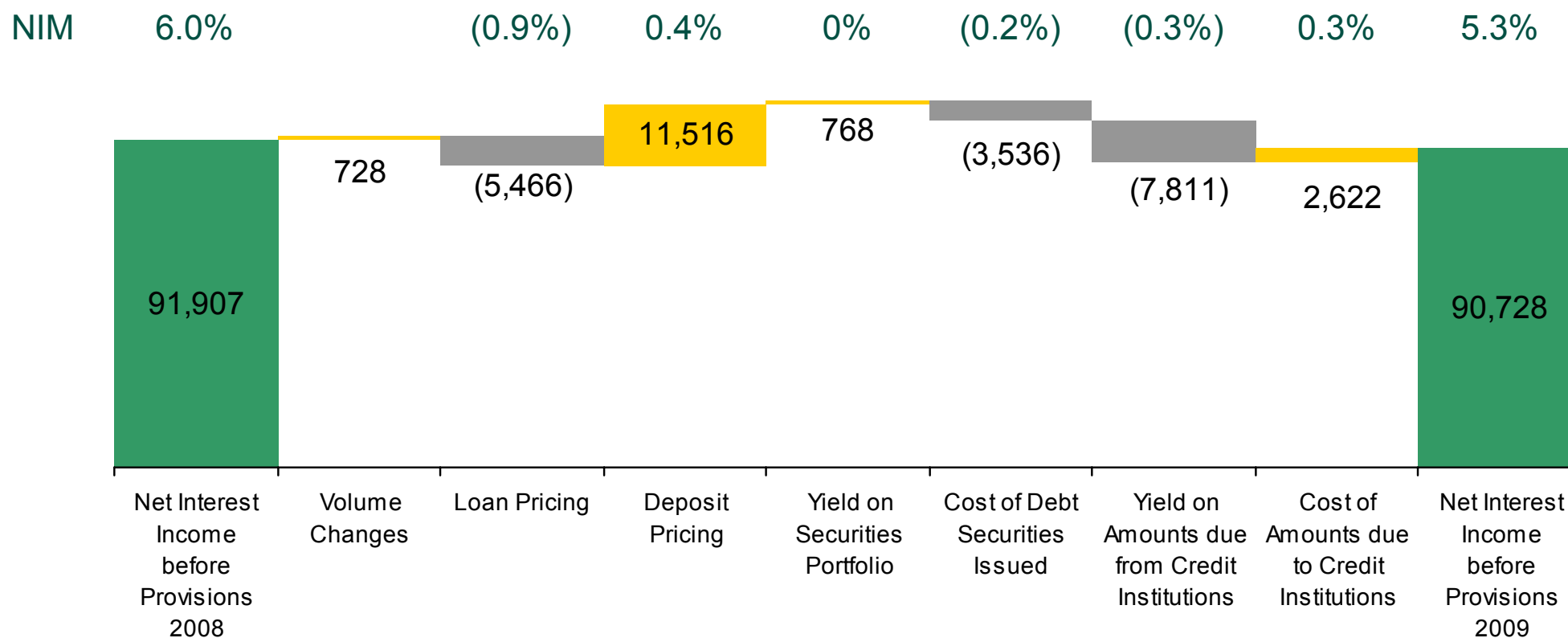
	2009	2008	4Q 2009	4Q 2008
Interest income	194,005	192,660	44,784	50,261
<i>including income on loans to customers</i>	<i>178,524</i>	<i>173,402</i>	<i>41,294</i>	<i>46,060</i>
Interest expense	103,277	100,753	24,502	25,278
<i>including expense on amounts due to customers</i>	<i>66,869</i>	<i>66,878</i>	<i>17,518</i>	<i>15,991</i>
Net Interest Margin	5.3%	6.0%	4.8%	6.3%
Net Interest Spread	5.2%	5.8%	4.9%	6.4%
Ave. Rates on Interest-Earning Assets	11.3%	12.5%	10.7%	13.0%
Ave. Rates on Interest-Bearing Liabilities	6.1%	6.7%	5.8%	6.6%

- Reasons for quarterly decrease of interest income on loan portfolio:
 - lower interest rates on refinanced loans under Government programs to support economy
 - Bank decreased rates on new loans to facilitate lending
- Interest expense on debt securities issued increased as a result of USD Eurobonds revaluation followed by KZT devaluation

NIM Analysis

Margin on Interest-Earning Assets

KZT mln



Segment Data: Fee and Commission Income



Dynamics

Comments

KZT mln

	2009	2008	4Q 2009	4Q 2008
Pension fund and asset management	16,103	4,642	3,122	660
Transactional banking	23,611	22,566	6,517	6,118
FX (net dealing)	10,971	7,262	2,438	2,142
Contribution to operating income	34.2%	26.8%	33.8%	23.9%

- Stable dynamic of core income from transactional banking...
- ...while pension fund's performance contributed the most to fee and commission income growth

	Y-o-Y change
Payment Card Holders	11.1%
Payroll Project Clients (employees of government and private entities)	17.4%
Internet Banking Clients	1.2%
Mobile Phone Banking Clients	16.3%

Segment Data: Pension Fund

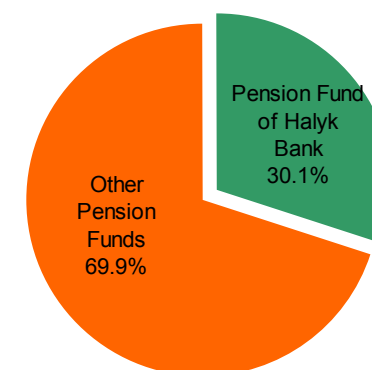
Dynamics

Comments

KZT mln, except number of clients data

	2009	2008	4Q 2009	4Q 2008
Pension fund and asset management	16,103	4,642	3,122	660
Reserve of amounts due to customers of pension funds	0	7,209	0	7,209
Net Income of Pension Fund	12,146	(4,557)	n/a	n/a
Assets under management	559,814	403,386		
Pension Fund Clients	1,914,630	1,839,893		

- Fee and commission income received by Pension Fund of Halyk Bank comprises ~40% of fee and commission income earned by all pension funds in Kazakhstan
- Pension Fund of Halyk Bank fully recovered its liabilities due to customers of pension fund in amount of KZT 7.2 bn evolved at the end of 2008 due to losses on management of pension assets as a result of general market downturn
- Market share of Halyk Pension Fund (AuM) as of YE 2009:



Segment Data: Insurance

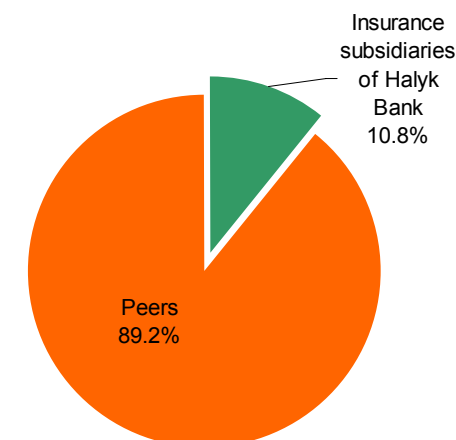
Dynamics

Comments

KZT mln

	2009	2008	4Q 2009	4Q 2008
Insurance underwriting income	8,803	9,198	2,849	2,480
Insurance claims incurred, net of reinsurance	4,082	4,951	1,276	537
Net income from insurance operations	4,721	4,247	1,573	1,943
Net Income of Insurance Companies	1,415	2,047	n/a	n/a
Insurance assets	4,945	4,417		
Insurance liabilities	9,586	8,618		

- 11.2% Y-o-Y growth of income from insurance operations, contained by decline in credit-related insurance business (like collateral insurance)
- 12% Y-o-Y increase of insurance assets
- 11.2% Y-o-Y increase of insurance liabilities
- Market share of Halyk's insurance subsidiaries by insurance premiums for 2009:



Segment Data: Treasury Business

Dynamics

Comments

KZT mln

	2009	2008	4Q 2009	4Q 2008
Securities and Derivatives	1,501	-9,427	807	-2,872
Net gain from repurchase of debt securities issued	1,120	2,439	681	2,439
FX (net dealing)	10,971	7,262	2,438	2,142

- Followed by general market trends, yields on amounts due to/from credit institutions decreased respectively
- Earnings increased on back of growing number of transactions and clients
- Earnings also increased on back of volatility in FX and interest rates
- Partially offset by growing liquidity

Cash and cash equivalents	480,622	161,088
Amounts due from credit institutions	56,101	10,357
Financial assets at fair value through profit or loss	8,528	14,987
Available-for-sale investment securities	200,221	135,801

Ave. Rates on Amounts due from credit institutions	1.1%	3.1%	1.0%	2.4%
Ave. Rates on Amounts due to credit institutions	4.2%	5.3%	3.8%	6.0%

Operating Expenses

Dynamics

Comments

KZT mln

	2009	2008	4Q 2009	4Q 2008
Salaries and other employee benefits	18,684	20,484	5,965	5,318
Depreciation and amortization expenses	5,979	5,040	1,517	1,441
Negative revaluation of property and equipment	3,189	485	3,189	485
Deposit insurance	2,781	1,567	766	385
Rent	1,508	1,772	424	376
Other	12,368	14,977	4,216	5,208
Total	44,509	44,325	16,077	13,213
Cost-to-Income	30.0%	34.4%	45.0%	35.4%
Cost-to-Average Assets	2.2%	2.6%	3.2%	3.0%

- Efficient cost control during the year
- 4Q 2009 operating expenses increased compared to 3Q 2009 by KZT 6.7 bn mainly as a result of employee bonuses and negative revaluation of property and equipment

Y-o-Y
change

of Outlets (8.8%)

Q & A

Speakers



Umut Shayakhmetova

**Chairperson of the
Management Board**



Dauren Karabayev

**Deputy Chairman of the
Management Board**



Murat Koshenov

**Acting Chief Risk Officer
and Compliance
Controller**