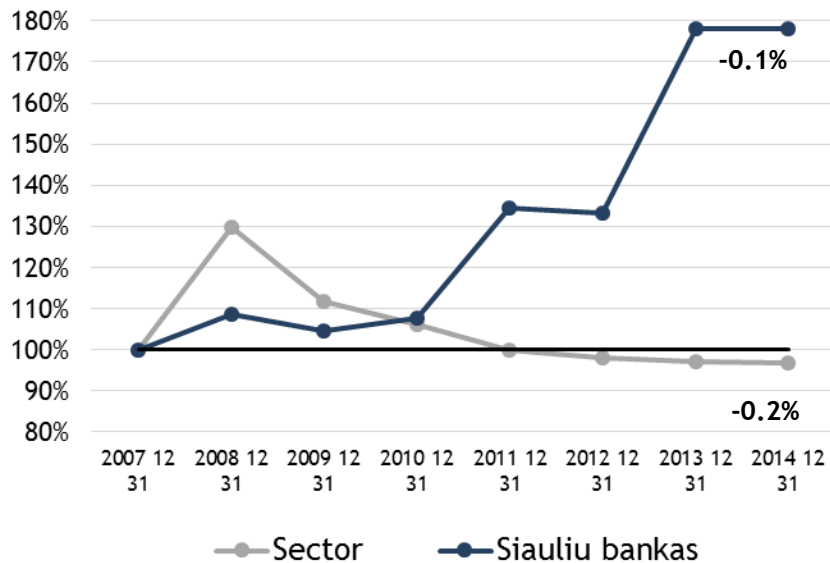


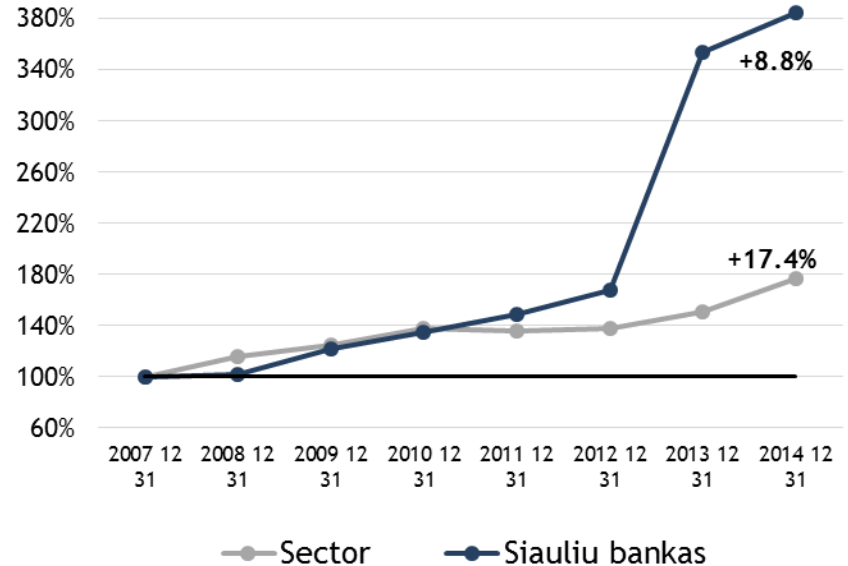
ŠIAULIŲ  BANKAS

BANKING SECTOR DEVELOPMENT

Loan portfolio
(2007 - 100%)

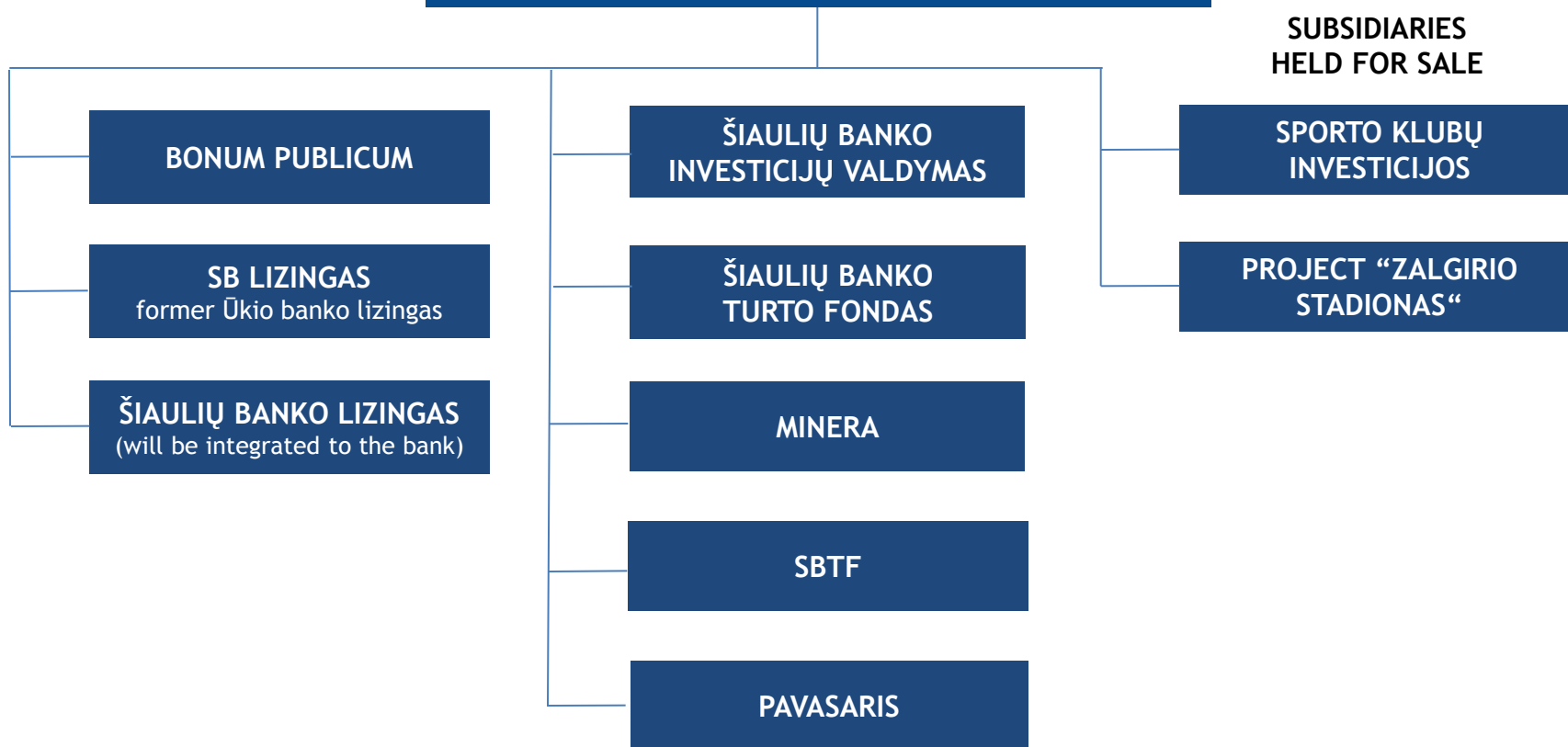


Deposits
(2007 - 100%)



- No.4 among other banks operating in Lithuania, holding 8.6% deposit market share and 5.1% loan market share.

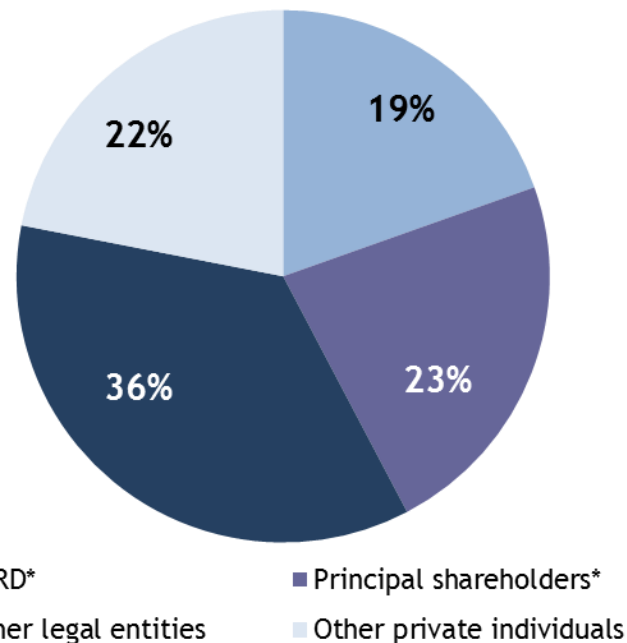
GROUP STRUCTURE



SHAREHOLDERS

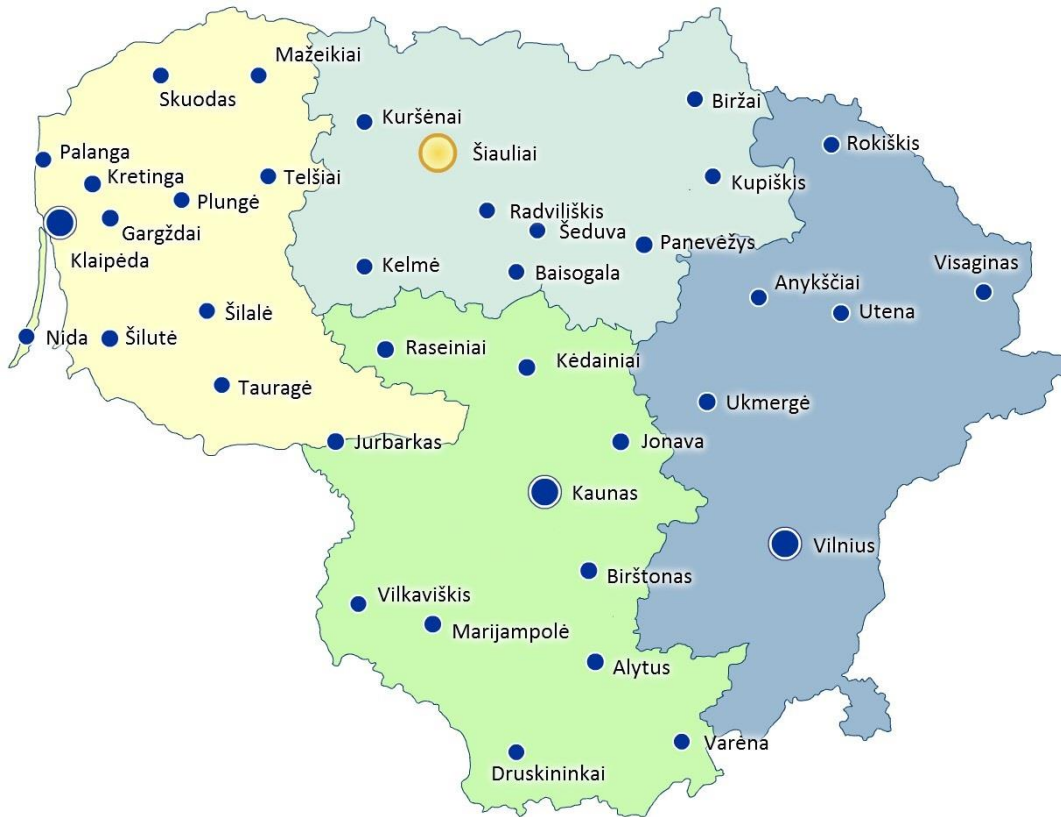
Authorized capital - 85 033 800 EUR

1.	European Bank for Reconstruction and Development *	19.57 %
2.	Gintaras Kateiva*	6.24 %
3.	Vincas Montvila	3.94 %
4.	Algirdas Butkus*	3.82 %
5.	Swedbank AS (Estonia) clients	3.80 %
6.	SEB SA OMNIBUS (funds/inst. clients)	3.56 %
7.	Skandinaviska Enskilda Banken clients	3.29 %
8.	UAB „SLEZVB”	3.20 %
9.	Trade house Aiva, UAB*	2.95 %
10.	Company group Alita, AB*	2.95 %
	Total:	53.32 %



*- parties of the Shareholders Agreement dated 3 June 2005

NETWORK



Number of branches

	2015-03-31
Šiauliai region	18
Vilnius region	17
Kaunas region	18
Klaipėda region	19
	72

SEGMENTS



Housing renovation



Municipalities and their companies



working people of 40+ and their family members, seniors



SME



"Small" entrepreneurs and farmers



CUSTOMERS AND SERVICES



- ❑ Private customers - 341 thou, business - 24 thou.
- ❑ 9.6 thou customers by loans, 73.7 thou customers by time deposits.

RENOVATION PROGRAMME

- ❑ Šiaulių bankas is the leader - 63% of total agreements are concluded (37% belong Swedbank, SEB and VIPA).
- ❑ 513 credit agreements (104 mEUR).

SAVINGS, INVESTMENTS, CREDITS

- ❑ Deposits: 4 types of time deposits, 2 types of demand deposits.
- ❑ Investment services: government bonds, debt and equity securities, investment funds.
- ❑ Credits: SME loans, consumer credit, mortgage loans, factoring, leasing.

PAYMENT CARDS

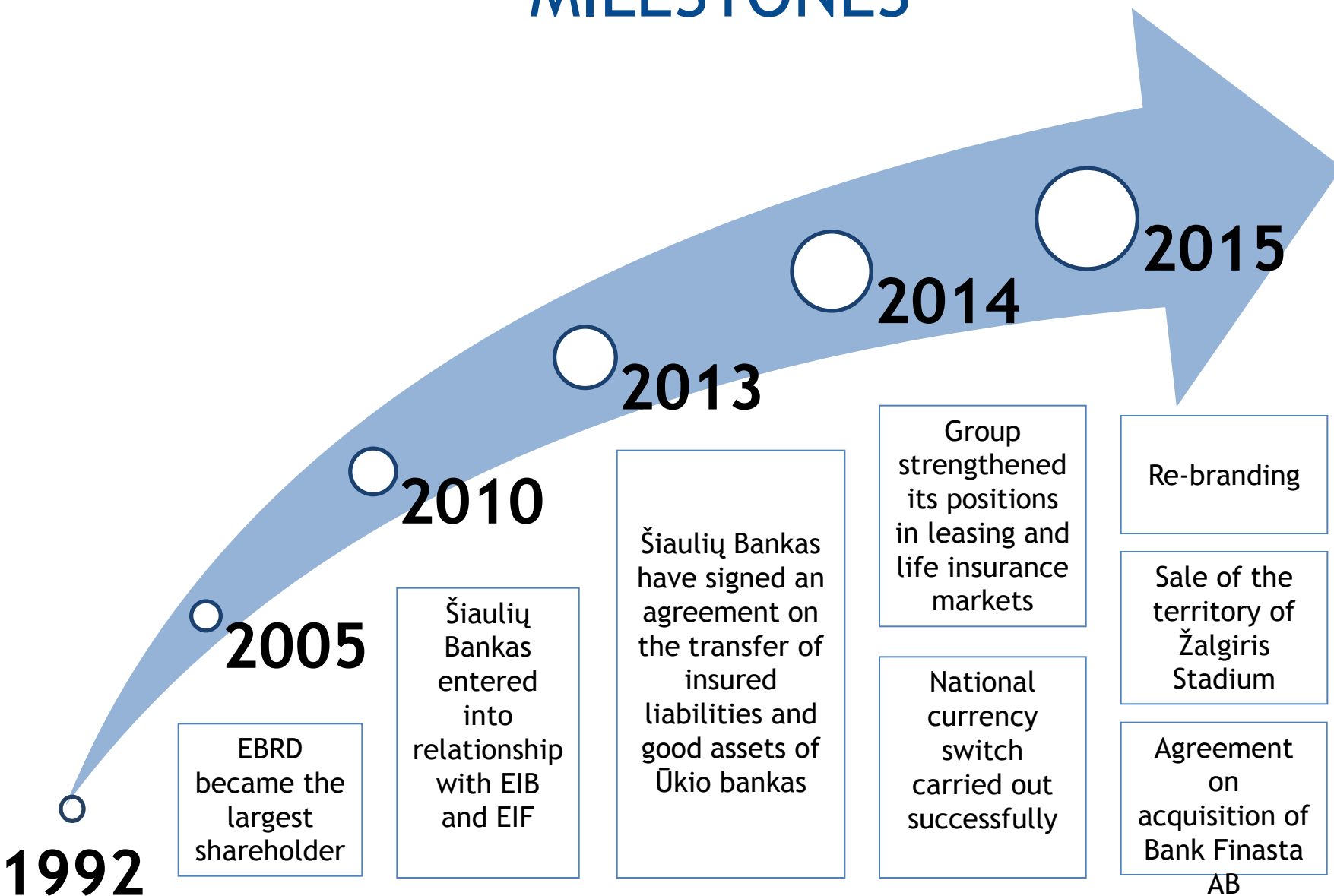
- ❑ 125 thou of *Visa* and *MasterCard* payment cards are distributed (+16% per year) - 90% debit cards, 10% credit cards.
- ❑ 4.3 million transactions per 2014 (+34% in comparison to 2013) - 65% settlements, 35% withdrawal of cash.

E-BANKING

- ❑ 157 thou customers are registered (+21% per year).
- ❑ More than 90% of all customers' payment orders are provided via the Bank's Internet service system "SB linija".



MILESTONES



RE-BRANDING

ŠIAULIŲ  BANKAS

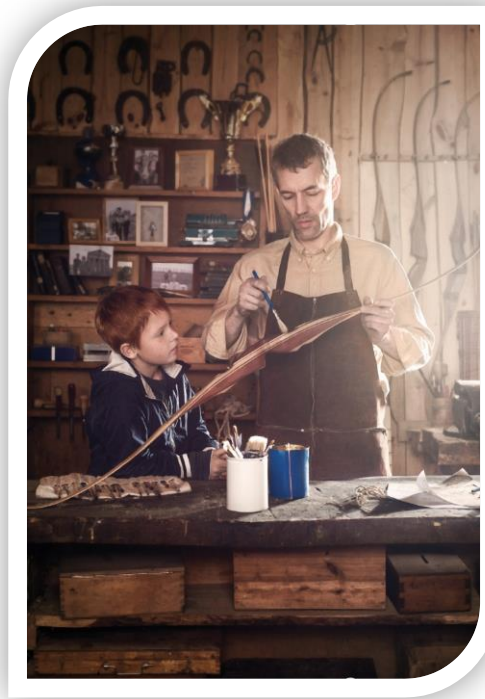


ŠIAULIŲ  BANKAS

Šiaulių Bankas' re-branding is a natural consequence of those changes that have taken place over the past few years.

MOTO

"Our strength lies in our roots"



VALUES

- Trust
- Professionalism
- Respect
- Responsibility

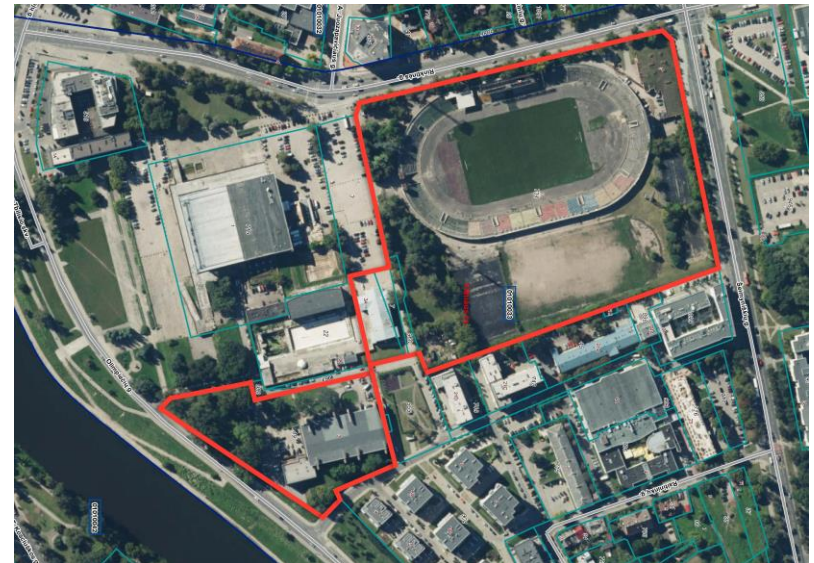
MISSION

We have the same roots. By providing financial services, we increase the well-being of Lithuania's people and businesses, and we grow together with them.

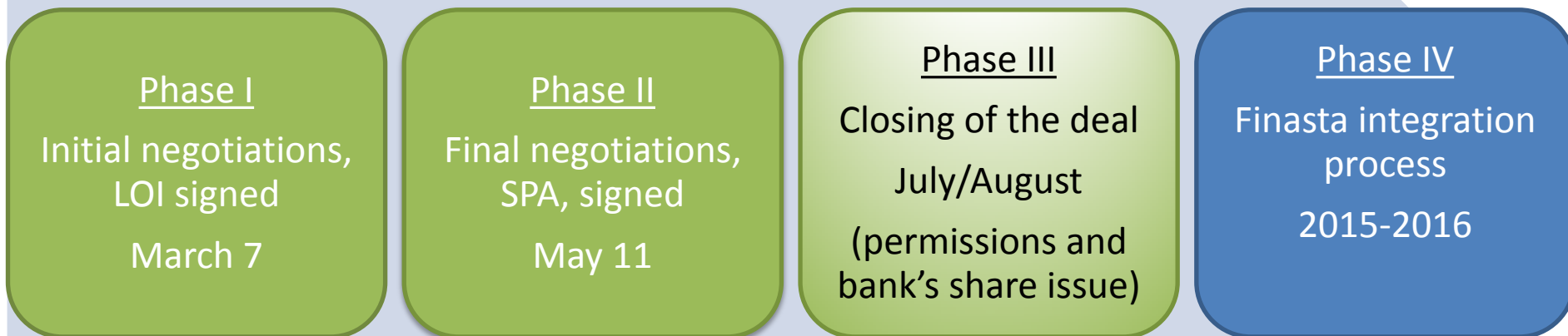
ZALGIRIS STADIUM PROJECT

The Agreement (Contract documents) has been signed on 30th of April

- ❑ The price- 41mEUR (plus VAT)
- ❑ The Purchaser- SPV Promola (Hanner AB Group company)
- ❑ The closing date of contract- 2015 12 31
- ❑ Purchase of property will be financed:
 - ❑ 55% SB group,
 - ❑ 45% Hanner funds.



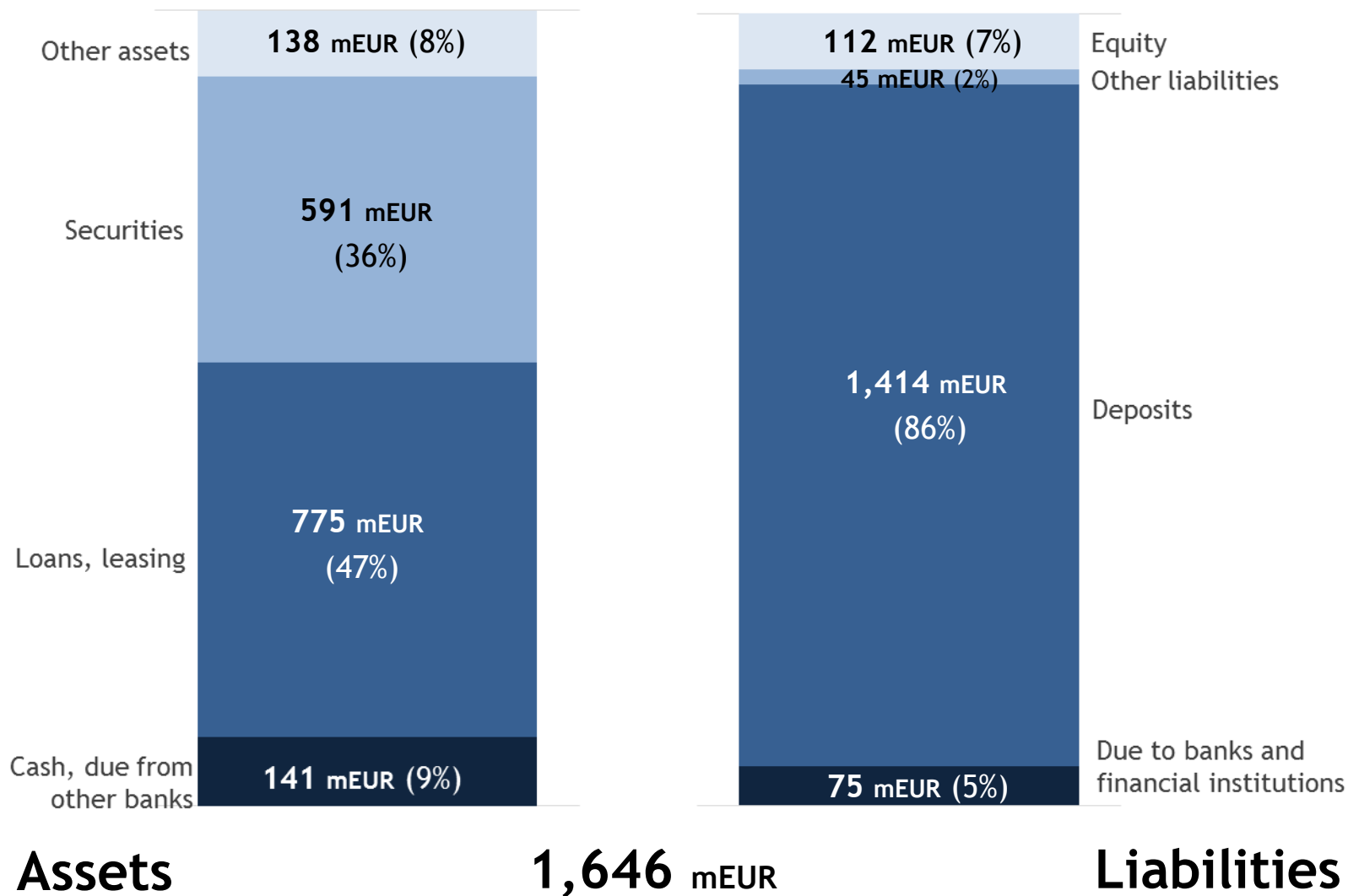
FINASTA



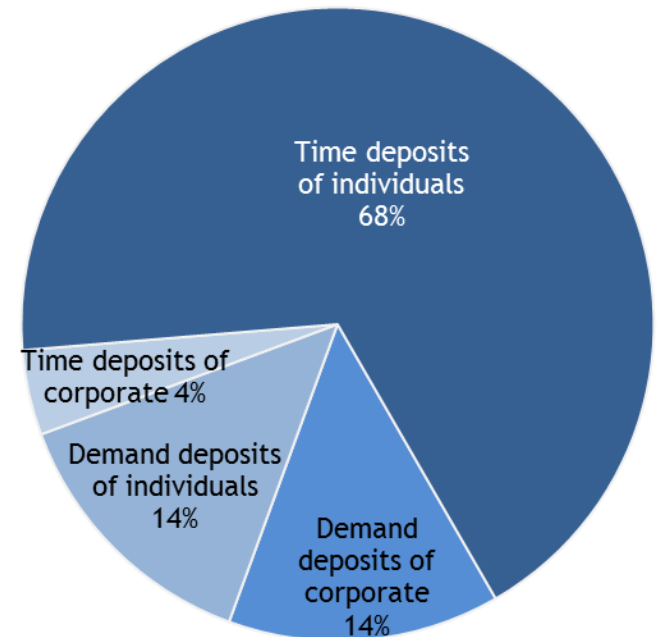
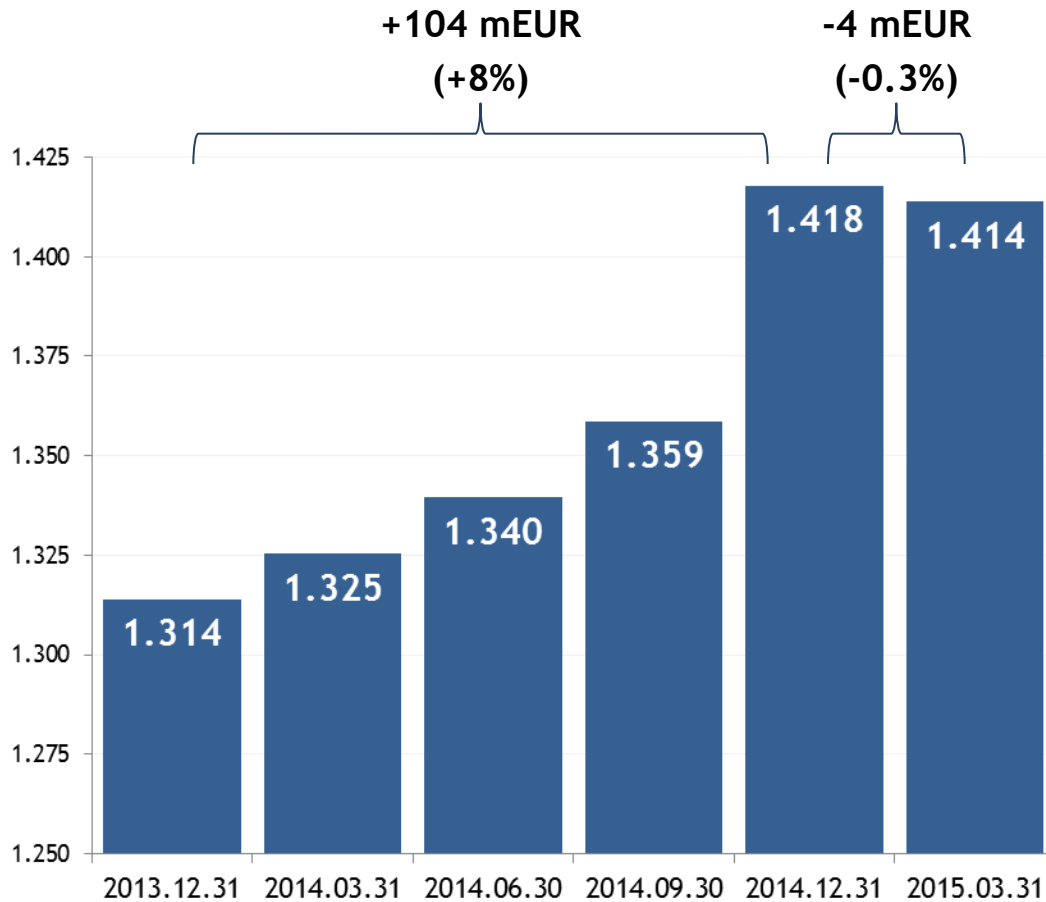
- ❑ Preliminary value of the transaction is 6.7 million euros, however it may differ at the moment of closing of the transaction when a final payable amount is calculated
- ❑ Šiaulių Bankas shall issue a new share issue to settle for this transaction.
- ❑ It is planned that a price of a new share issue of Šiaulių Bankas will comprise 0.29 euro per share.

Financials

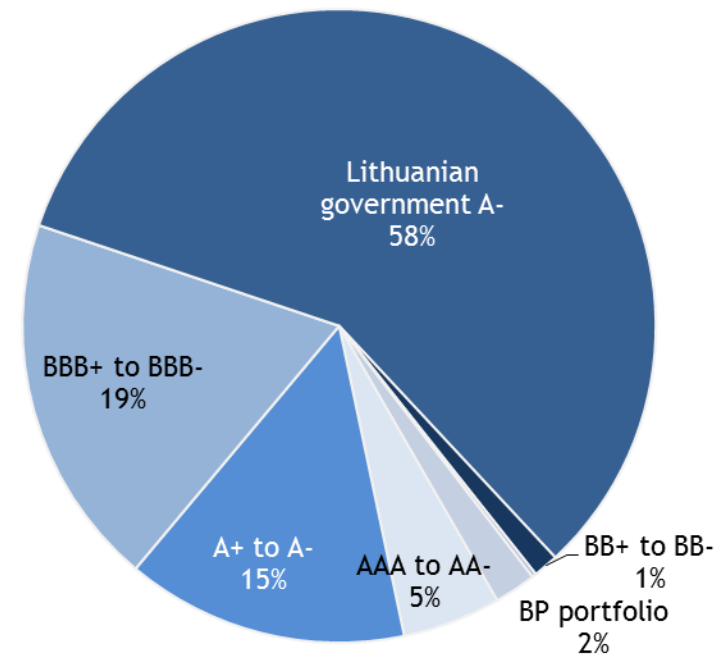
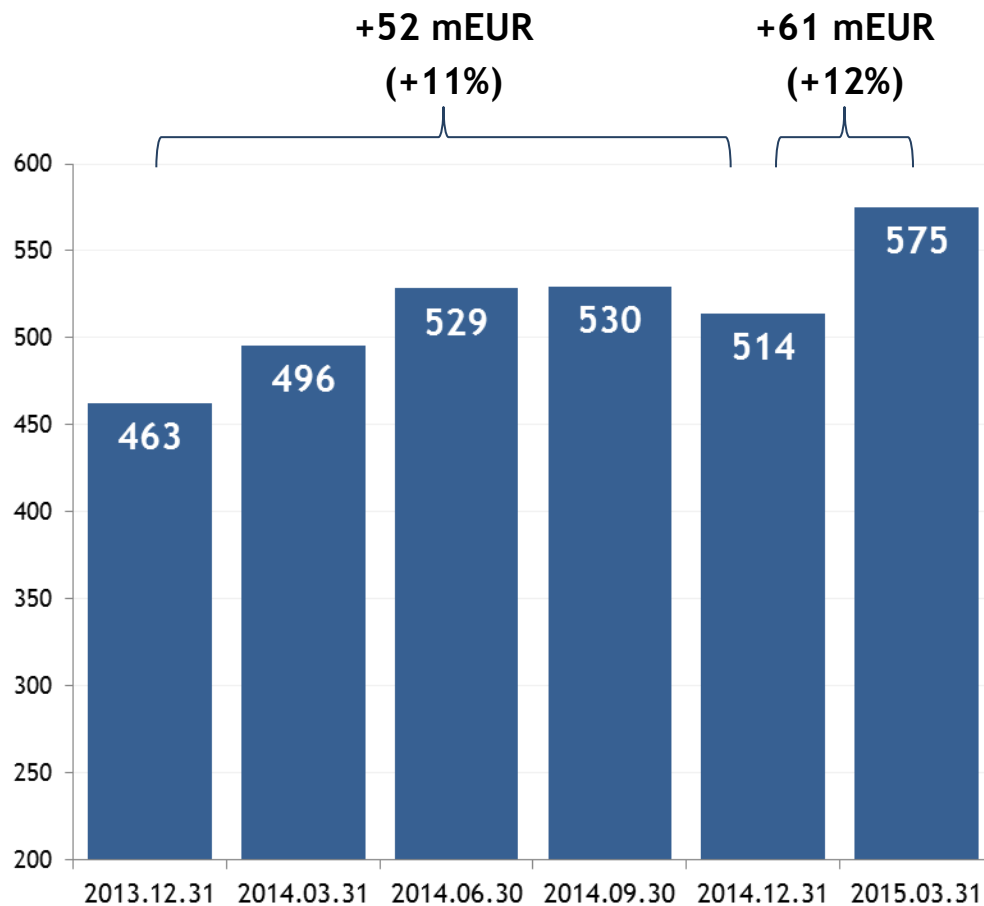
BALANCE SHEET STRUCTURE



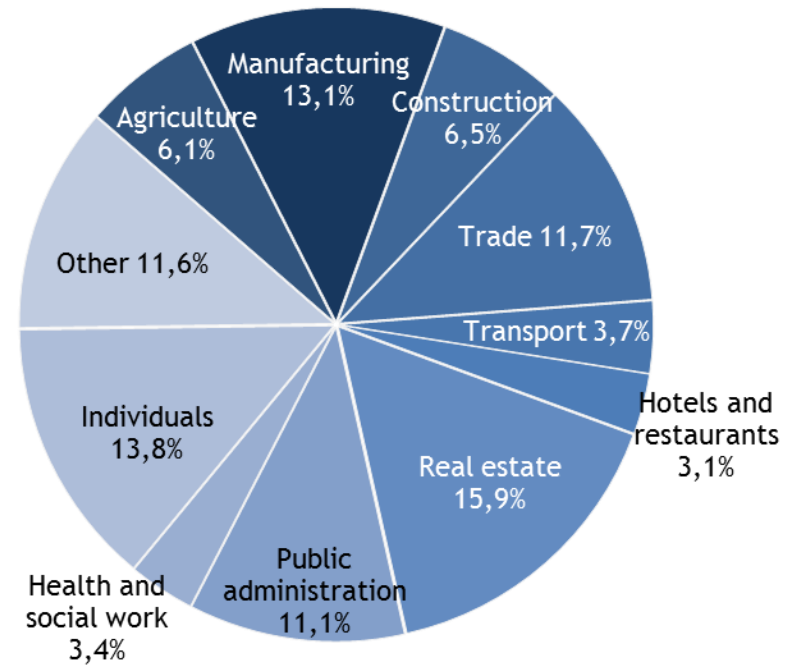
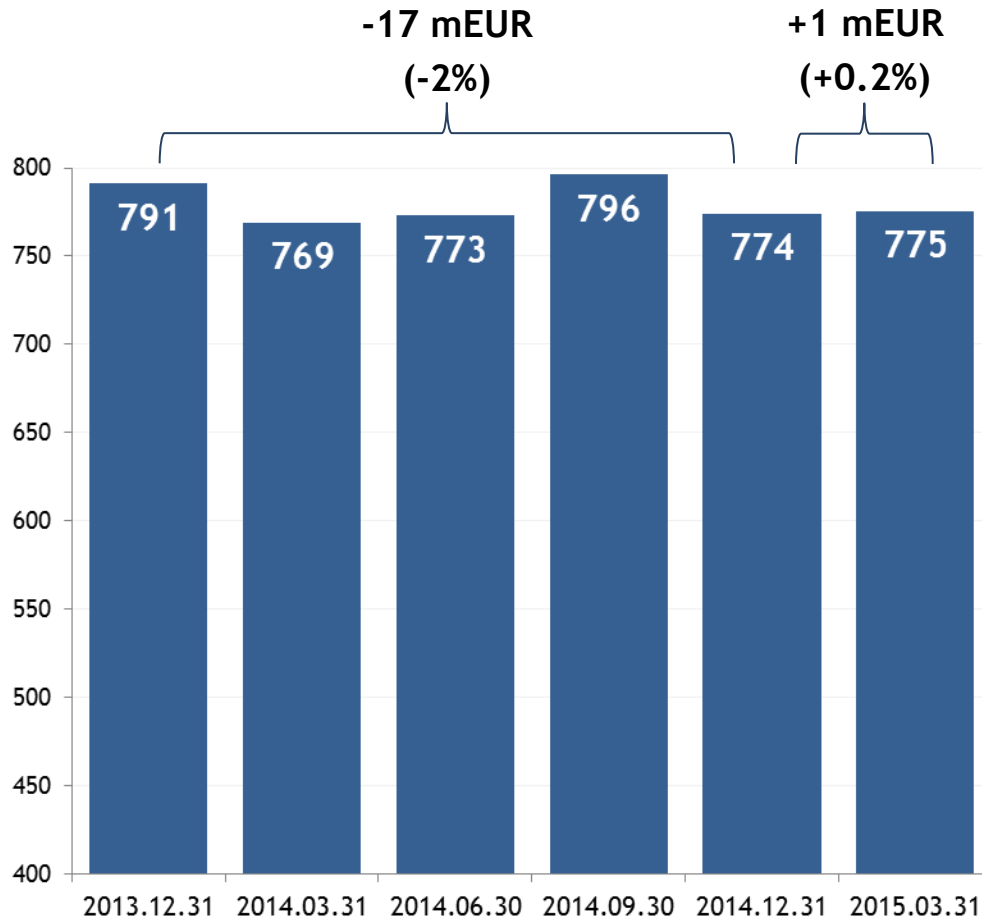
DEPOSIT PORTFOLIO



DEBT SECURITIES PORTFOLIO

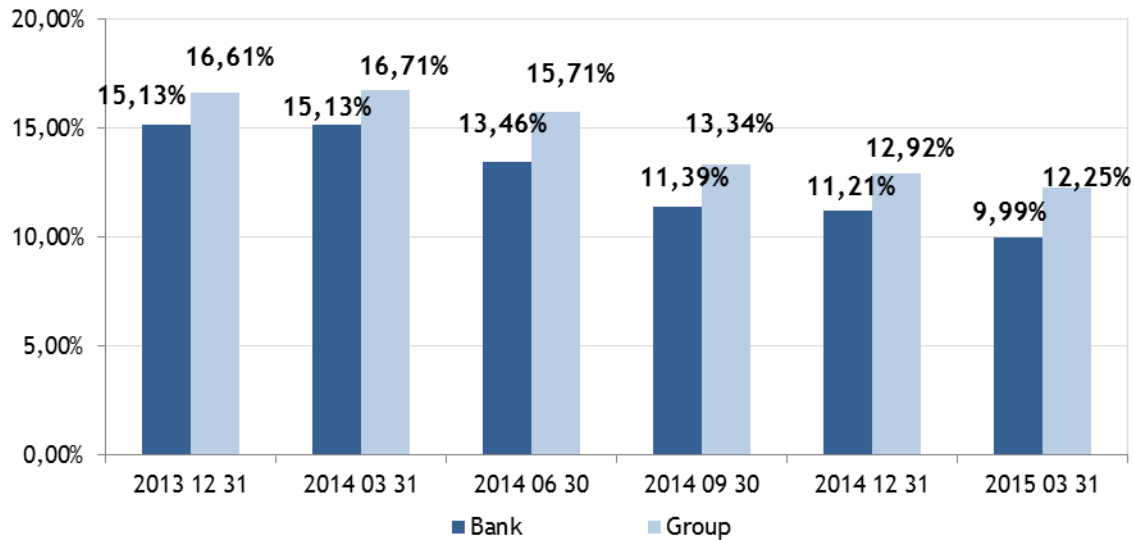


LOAN PORTFOLIO

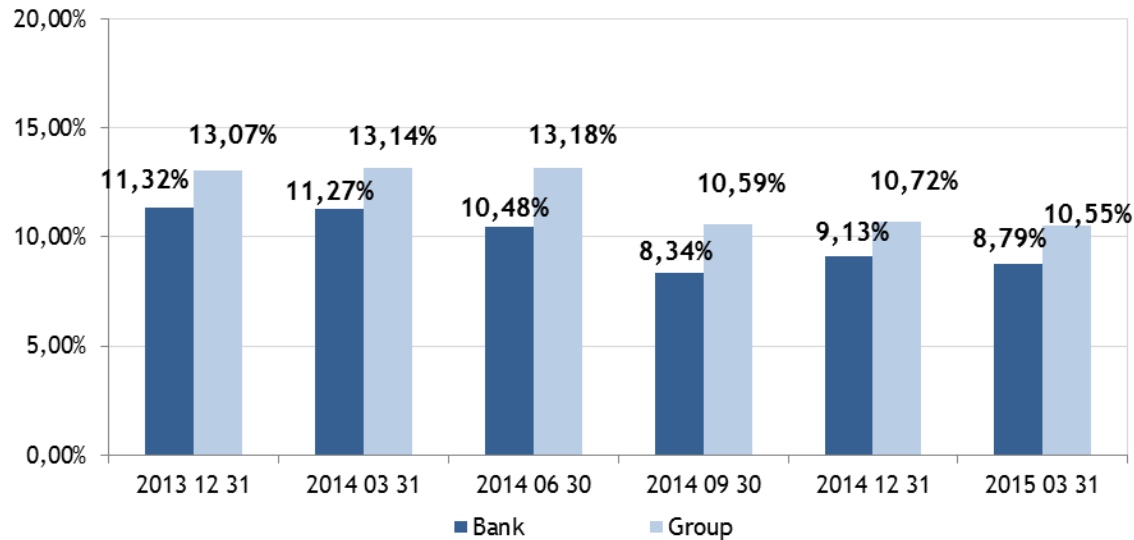


LOAN PORTFOLIO QUALITY

NPL
impaired+not
impaired but
past due more
than 60 days

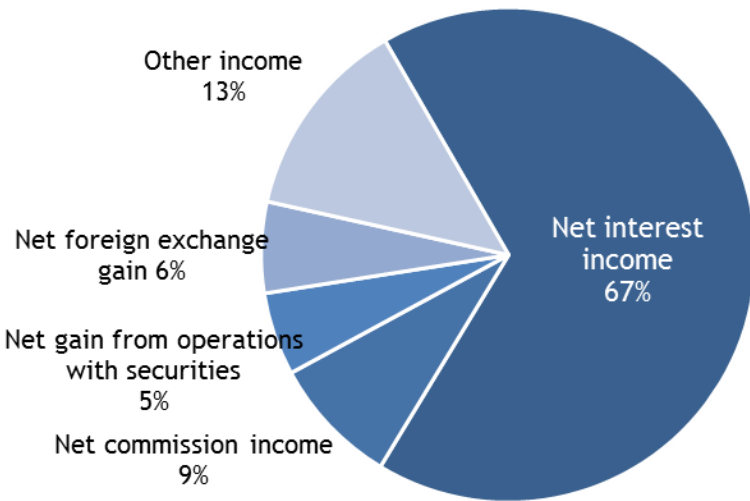


**LOANS PAST
DUE MORE 30
DAYS**



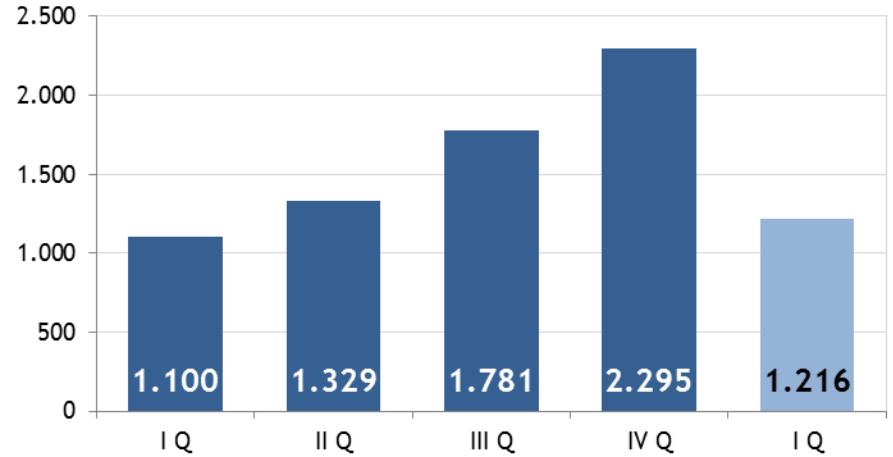
INCOME

Income structure*

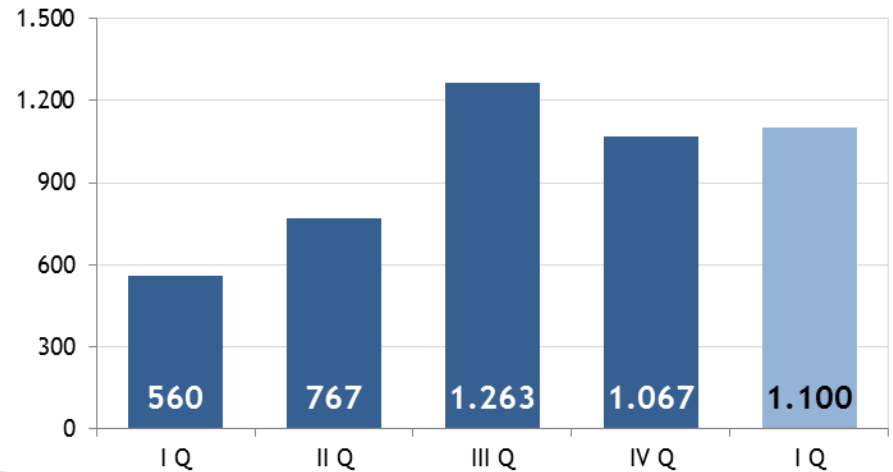


* 2014, excluding revenue related to other activities of Group companies

Net commission income

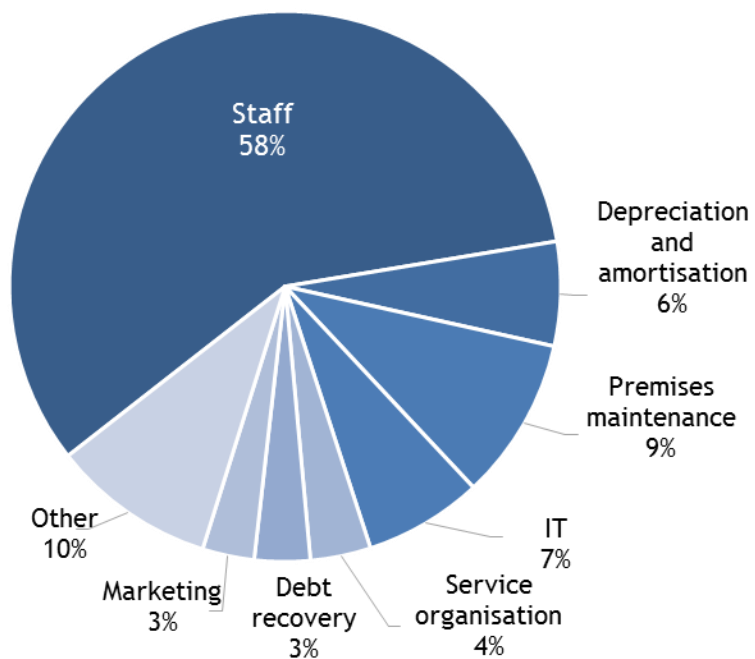


Net foreign exchange gain

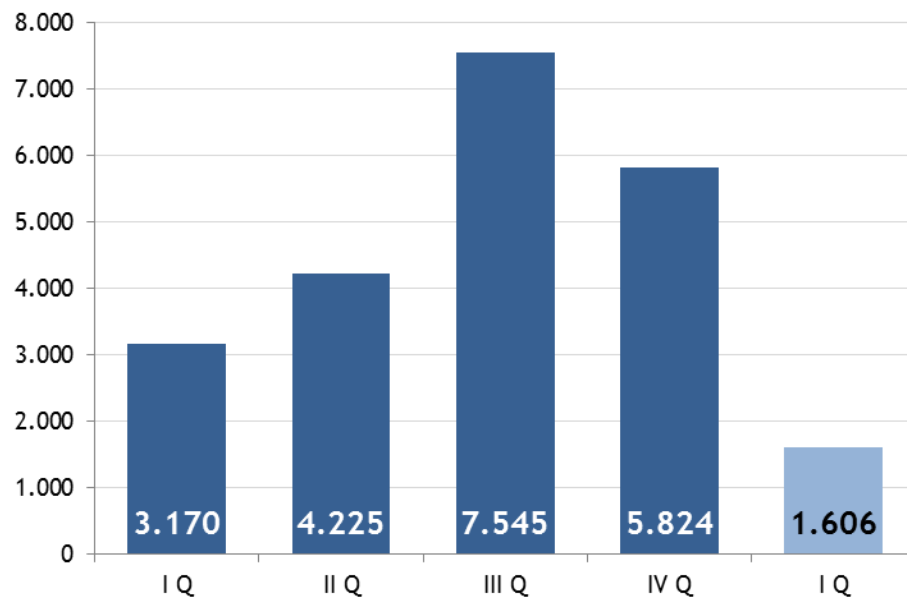


EXPENSES

OPEX structure*

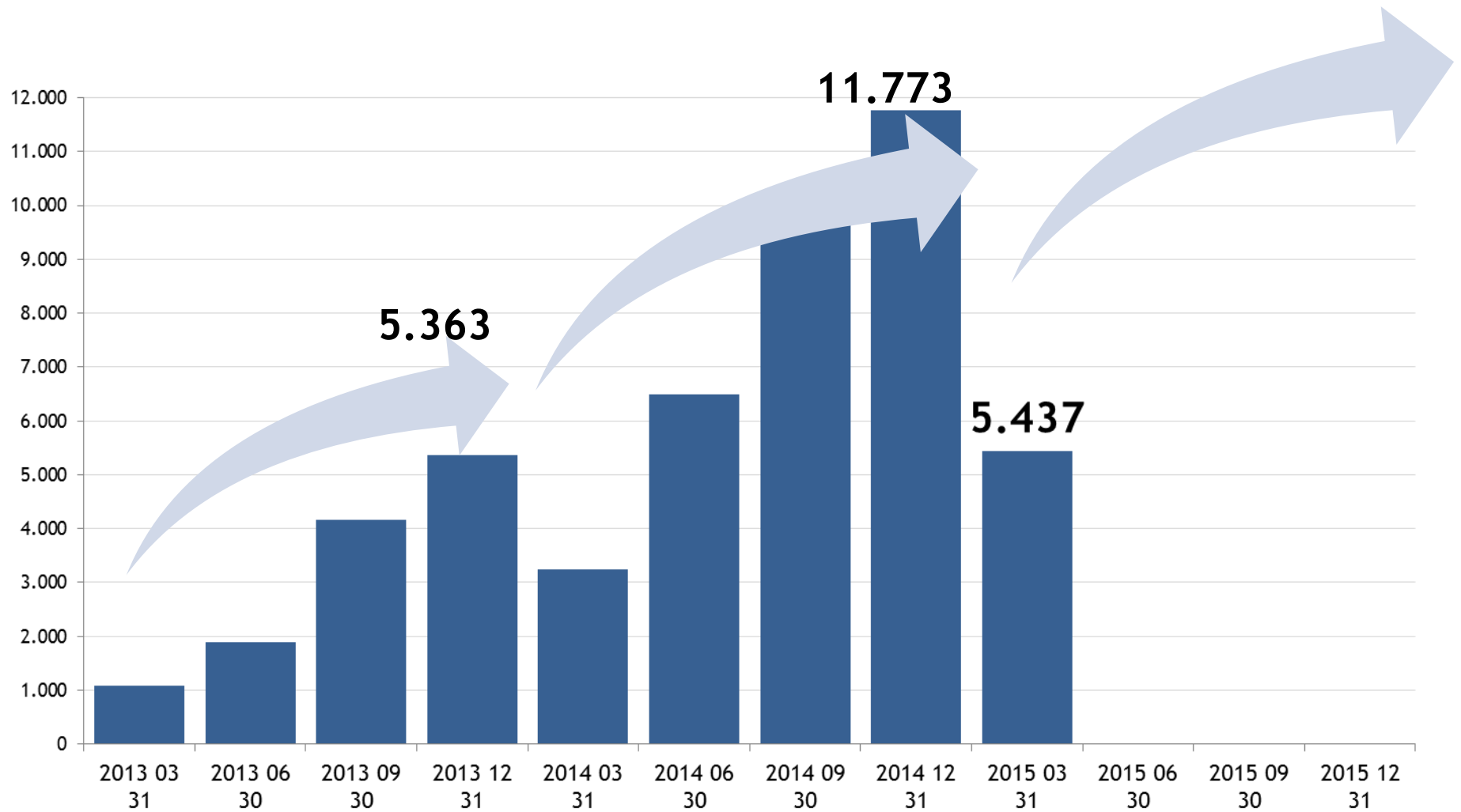


Impairment



*2014, excluding expenses related to other activities of Group companies

NET PROFIT



KEY ASSUMPTIONS FOR 2015

- ❑ Bank will continue to operate in **low interest rate environment** influenced by geopolitical threats.
- ❑ **Stable NIM** will be maintained: downward pressure on loan interest rates and debt securities yield will be balanced by lower costs of main funding source - term deposits.
- ❑ A challenge to compensate **net fee and commission income** lost due euro introduction.
- ❑ More attention will be paid to the Bank's **marketing activities**; it is planned to present the Bank's values, vision and mission as well as to launch an image strengthening campaign related to the updated Bank's logo.
- ❑ Significant investments will be made to the Bank's **IT systems**, thus, improving the quality of the banking products and expanding the range of services.

SHARE PRICE



	Net profit, mEUR	ROAA	ROAE	Cost/ Income	P/Bv	Share dividends	Cash dividends
2012-12-31	3.8	0.5%	4.2%	61.5%	0.59	6,45 %	0,50 %
2013-12-31	5.4	0.3%	5.8%	62.1%	0.71	8,00 %	-
2014-12-31	11.8	0.7%	11.5%	50.6%	0.69	8,60 %	0,25 %
2015-03-31	5.4	1.4%	20.5%	59.9%	0.74		

ŠIAULIŲ  BANKAS

Our Strength Lies In Our Roots