

## 2017 business plan JSCMB «Ipoteka-bank»

(in thousands)

№	categories	01.04.2017	01.07.2017	01.10.2020	01.01.2018
<b>I</b>	<b>Income</b>	<b>192 450 131</b>	<b>401 160 737</b>	<b>615 791 838</b>	<b>853 684 620</b>
	<b>Interest income</b>	<b>101 677 829</b>	<b>211 964 039</b>	<b>330 690 817</b>	<b>452 989 658</b>
1	Interest income on accounts with other banks	2 176 211	4 026 200	5 601 520	7 728 840
2	Interest income on securities purchase and sale accounts	1 143 828	2 427 944	3 382 602	4 349 545
3	Interest income on bank loans	88 296 046	184 092 647	286 184 123	390 733 622
4	Other interest income	10 061 745	21 417 249	35 522 573	50 177 650
	<b>Interest-free income</b>	<b>90 772 303</b>	<b>189 196 698</b>	<b>285 101 021</b>	<b>400 694 962</b>
5	Income from commissions and service fees	66 615 725	142 433 376	217 208 831	298 916 476
6	Profit in foreign currency	10 457 645	19 945 254	30 099 935	59 827 254
7	Income received from investments	41 329	189 051	249 520	261 989
8	Other interest-free income	13 657 603	26 629 017	37 542 734	41 689 243
<b>II</b>	<b>Expenses</b>	<b>156 140 295</b>	<b>318 212 856</b>	<b>506 831 976</b>	<b>728 672 758</b>
	<b>interest expenses</b>	<b>65 794 933</b>	<b>137 639 121</b>	<b>214 157 937</b>	<b>294 446 272</b>
9	Interest-related expenses on term deposits	30 383 564	62 782 222	94 326 170	128 749 723
10	Interest expense on loans payable	12 586 296	25 855 513	40 552 905	55 285 739
11	Interest expense on accounts payable to other banks	12 447 732	26 817 460	42 483 265	58 361 586
12	Interest expense on issued securities	702 758	1 385 785	2 132 179	2 896 101
13	Other interest expenses	9 674 583	20 798 141	34 663 418	49 153 123
	<b>Interest free expenses</b>	<b>11 247 260</b>	<b>24 349 338</b>	<b>35 283 539</b>	<b>52 264 610</b>
14	Income from commissions and service fees	9 825 845	21 514 617	30 801 276	43 277 713
15	Profit in foreign currency	1 420 114	2 755 412	4 323 672	8 642 058
16	Other interest-free income	1 301	79 309	158 590	344 839
	<b>Operating expenses</b>	<b>79 098 102</b>	<b>156 224 397</b>	<b>257 390 500</b>	<b>381 961 876</b>
17	Salaries and other expenses for employees	46 857 376	90 521 151	153 337 259	236 548 333
18	Rent and maintenance	6 374 232	12 962 716	20 055 915	28 082 799
19	Administrative expenses	4 495 671	9 645 898	14 268 934	14 602 030
20	Representation and membership fees	2 143 878	5 822 304	8 318 119	9 362 073
21	Representation and charity	1 325 882	5 400 000	6 160 000	7 020 000
22	Depreciation expense	3 649 739	7 433 655	11 430 960	16 071 381
23	Insurance, taxes and other expenses	8 323 825	17 373 621	27 478 816	38 070 821
24	Loss reserve	5 927 499	8 864 246	17 356 153	32 204 439
	<b>PURE PROFIT PAYING TAXES AND OTHER AMENDMENTS</b>	<b>36 309 836</b>	<b>82 947 881</b>	<b>108 959 862</b>	<b>125 011 862</b>
25	Income tax	6 695 033	14 629 593	21 282 962	27 854 251
<b>III</b>	<b>NET PROFIT</b>	<b>29 614 803</b>	<b>68 318 289</b>	<b>87 676 900</b>	<b>97 157 611</b>
	<b>Profitability</b>	<b>15%</b>	<b>17%</b>	<b>14%</b>	<b>11,4%</b>