



CEO Meets Investor

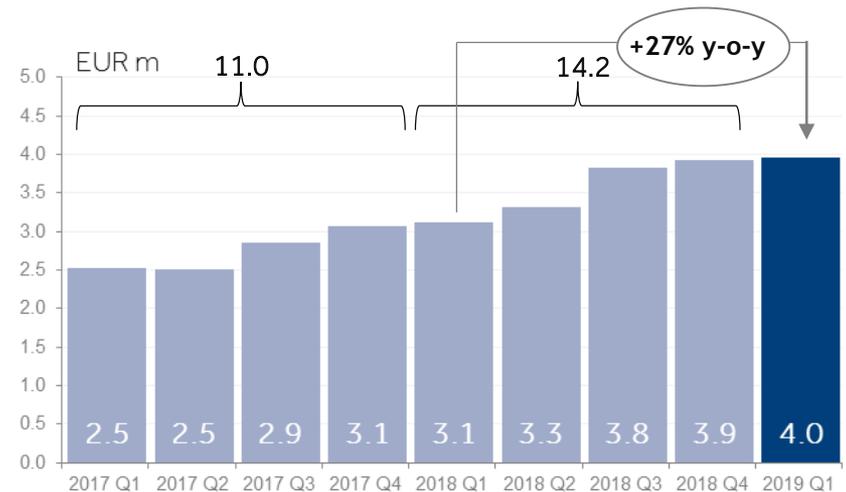
Vytautas Sinius
28th May 2019

- Net profit EUR 14.7m - 49% more than in Q1 2018
- Results of recurring activities increased by 32% over the year
- Return on equity (ROE) was 23%
- High level of operational efficiency - cost to income reached 43%
- Net interest margin remained stable - 3.1%

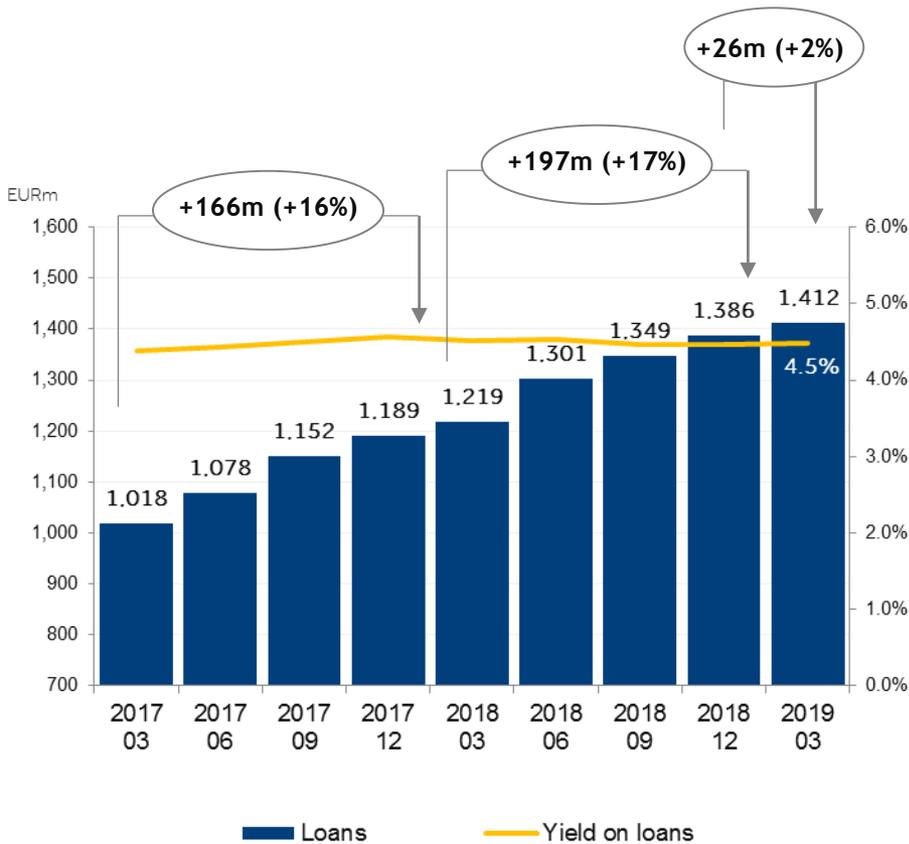
Net profit vs Results of recurring activities



Net fee and commission income

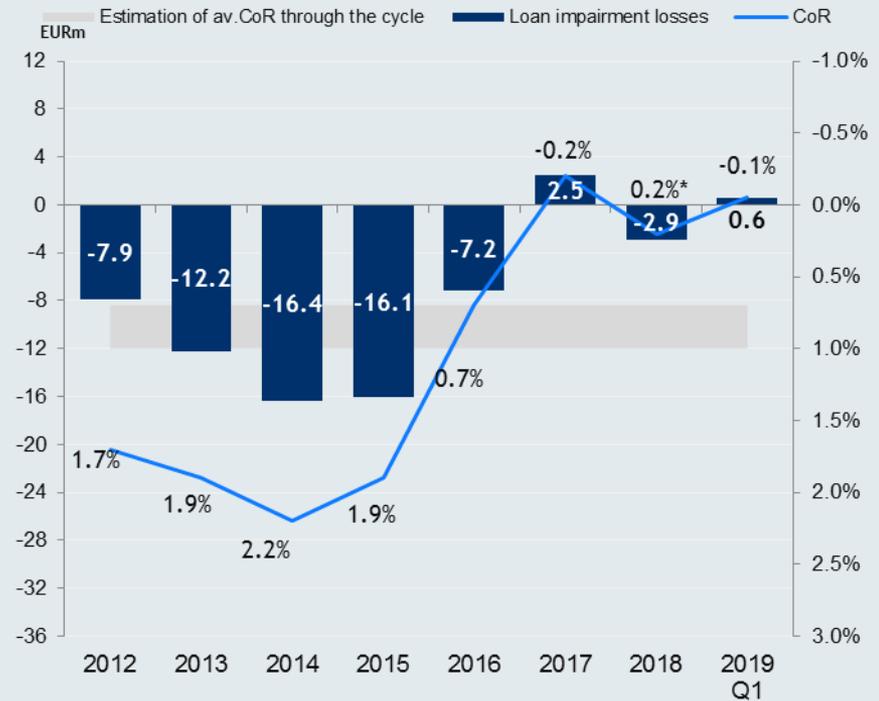


Loan portfolio growth



- The value of new loan agreements signed in Q1 exceeded EUR 180m (by 23% more than in Q1 2018)

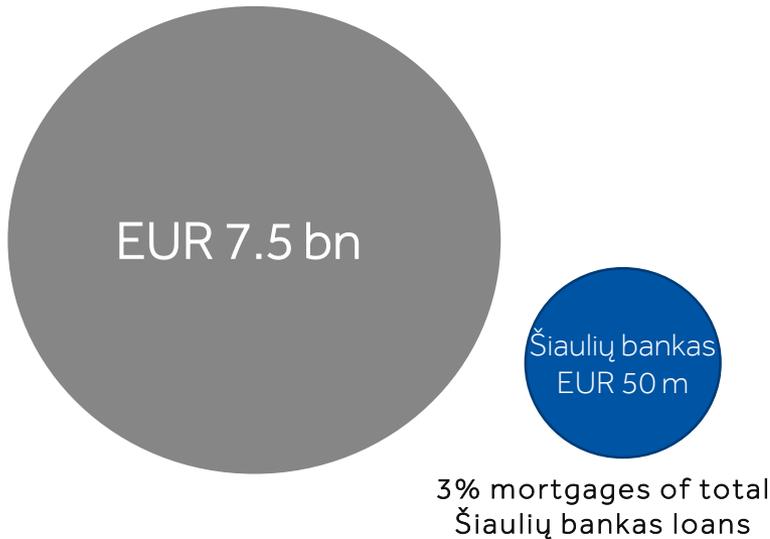
Cost of risk (CoR) (impairment loss to loans)



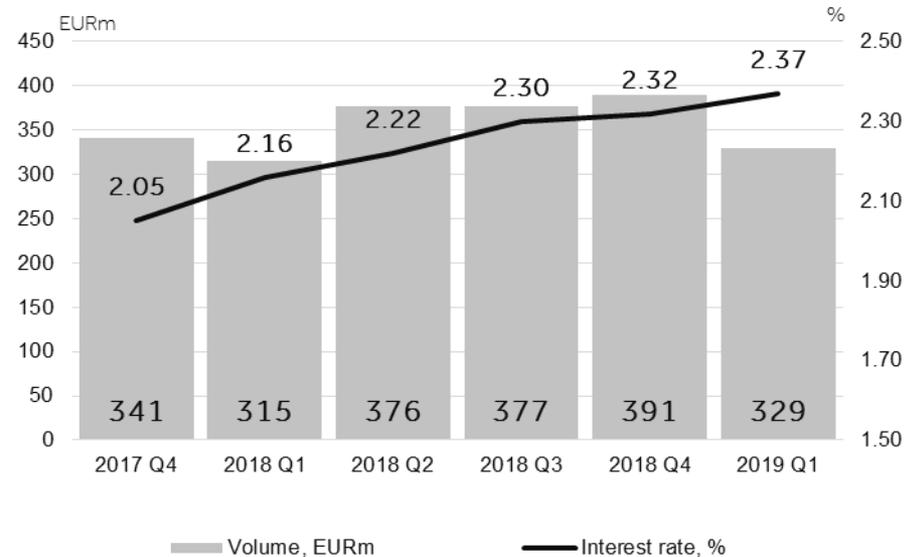
*1.0% incl. IFRS9 impact (EUR 9.7m)

- Bank's market share is very small and accounts for only 0.7%
- Market situation is favorable to expand in this segment
- Streamlined mortgage process will reflect on loan granting quality

39% mortgages of total market loans*



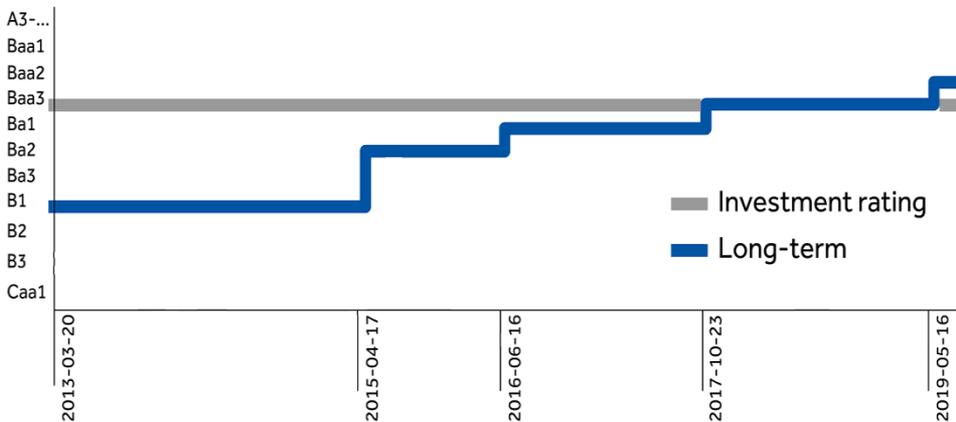
New mortgage loan agreements in the market



*Loans to non-financial corporations and households

Moody's rating upgrade

- Credit rating was upgraded by one notch to Baa2
- The increase in rating has been driven by a continued strengthening of the Bank's capitalization and sustained improvement in profitability supported by lending growth and good margins



E-deposits for the German customers

- In cooperation with the leading online savings platform Raisin, Bank started to offer a term deposit service to German residents
- By offering the same or lower rates for deposits Bank get access to the long-term (3+ year) funding

Deposits of non-financial corporations and households, Germany vs Lithuania

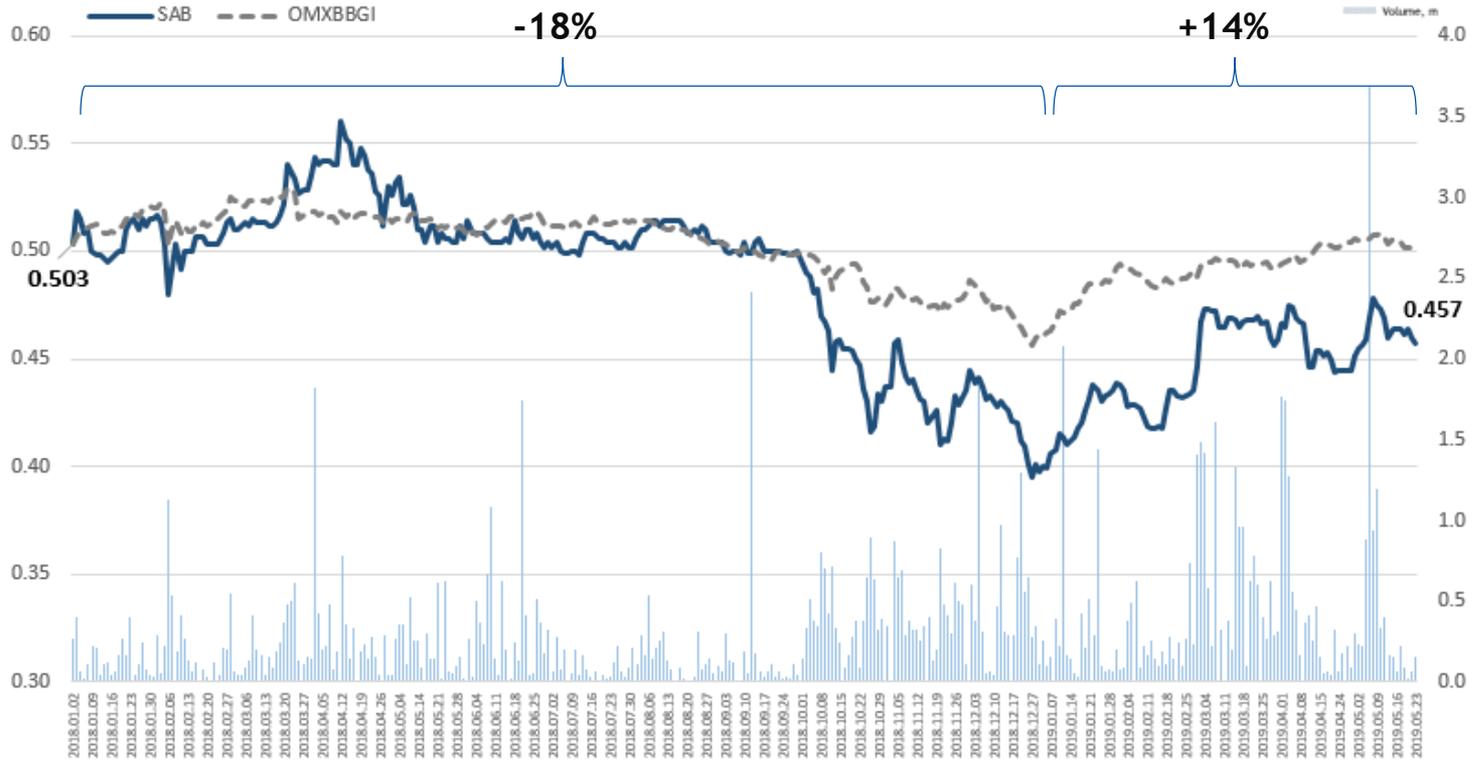


Dividends

- The Bank's Dividend Policy was approved in November 2018. It states that the Bank will aim to allocate at least 25% of the group's annual profit for dividends
- Rather significant dividends for 2018 were paid - EUR 17,4m:
 - 33% of the Group's annual profit
 - EUR 0.029 per share
 - 6.2% dividend yield

Acquisition of the Bank's shares

- The purposes of acquisition of own shares:
 - to preserve the market price of the share
 - to grant the shares to the employees as part of the variable remuneration
- During the period 9-22 May 2019 Bank acquired its own shares under the following conditions:
 - Total number of shares: 1 176 485
 - Acquisition price 0.525 EUR
 - The purpose of share acquisition: granting shares to the employees of the Bank and the Bank's subsidiaries



Share data

	2012	2013	2014	2015	2016	2017	2018	2019 03-31
Capitalization, m Eur	54.2	66.5	71.8	93.7	169.5	266.8	240.9	275.7
Turnover, m Eur	2.8	5.5	8.1	12.7	23.1	44.5	34.7	12.0
P/BV	0.6	0.7	0.7	0.7	1.0	1.3	0.9	1.0
P/E	14.3	12.4	6.1	3.9	3.9	8.3	4.6	4.7

Target price:



EUR 0.68
09/05/2019



EUR 0.67
01/04/2019



EUR 0.60-0.64
08/05/2019