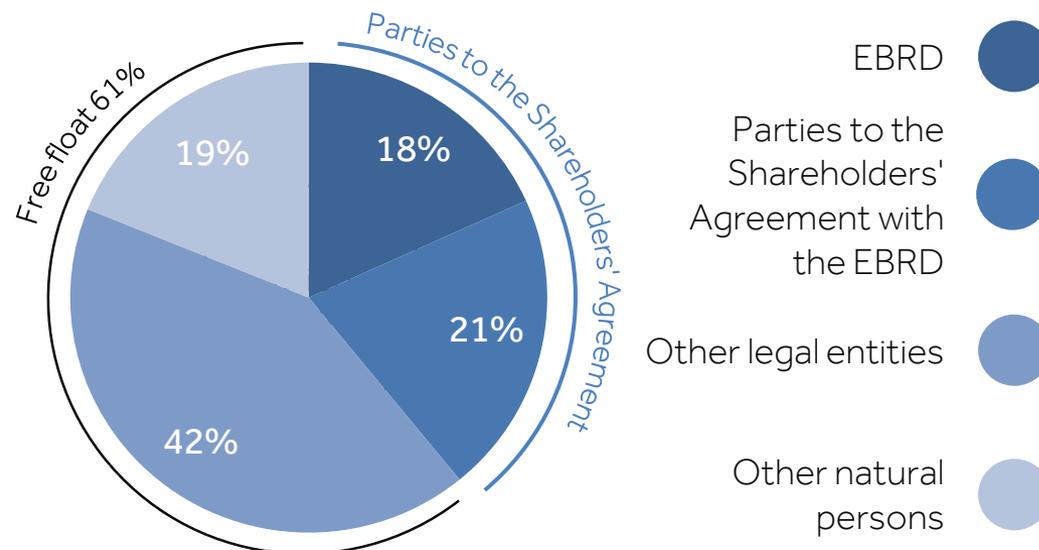


CEO Meets Investor

Vytautas Sinius
14 June 2017

Snapshot of Šiaulių Bankas

Shareholding Structure



Established

1992

Listed

since 1994 on NASDAQ
Vilnius

Position

4th in the market (market
share 7%)

Ratings

Ba1/Stable (Moody's)

Network

68 outlets, 209 ATMs

Employees

829

Clients

328 000 private; 26 000
corporate

Assets

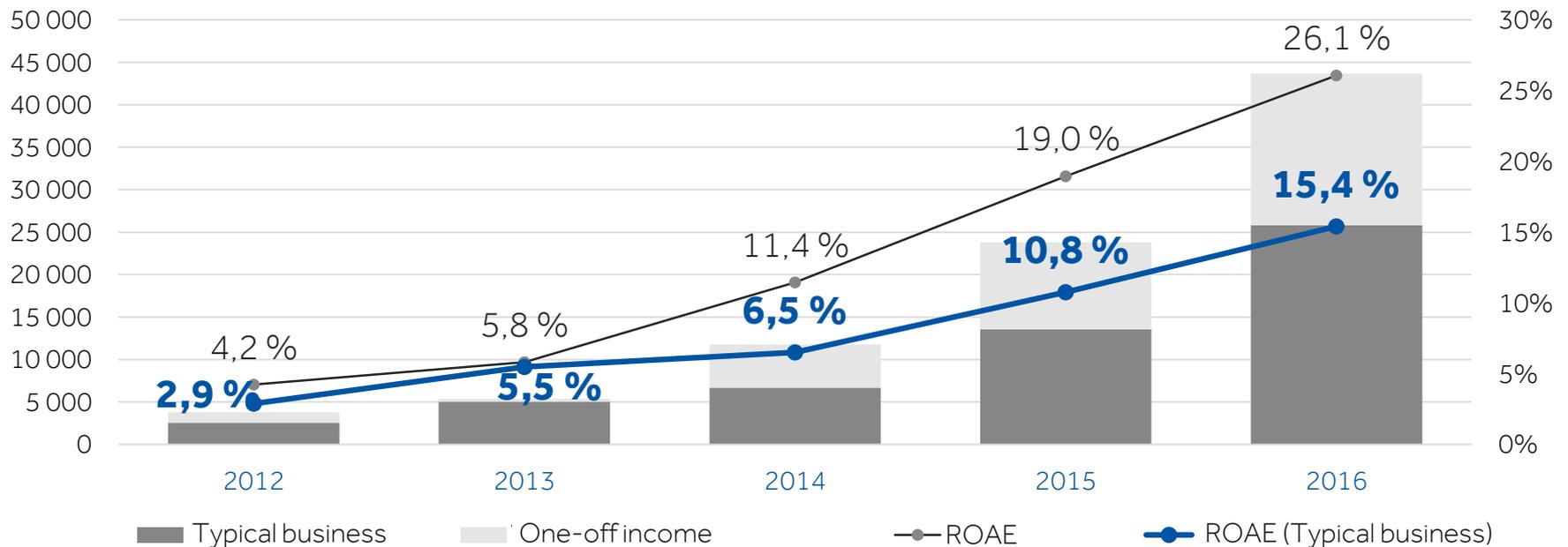
EUR 1.9 billion

Corporate Structure



Net profit (2012 - 2016)

(in thous. EUR)



- Šiaulių Bankas ended 2016 with a record profit of EUR 43.7m
- The Bank's return on equity was 26%, with the cost-to-income ratio falling to 42%
- The loan and finance lease portfolio grew by EUR 114 m, or 13%
- One-off interest income had a significant impact on the result

Business Financing

- The main focus is on Small and Mid-sized businesses, with loans to SMEs accounting for 62% of the loan portfolio
- A differentiating loan recovery philosophy makes it possible to extract higher value from complex situations

Consumer Financing

- With the broadest consumer credit offering among banks in Lithuania, the Bank currently holds more than 50 % of the consumer leasing market
- Experience gained in consumer leasing is a good basis for realising the potential at the Group level

Saving and Investments

- Complex and tailored solutions, including structured deposits, personalised investment services and life-insurance products
- Cooperation with partners to support the distribution of long-term saving products

Daily Banking

- Service packages tailored to the needs of different client groups
- IT solutions for the highest quality of services, ensuring smooth delivery of daily banking services



- The current credit portfolio is EUR 100m
- In May, a new EUR 50 m agreement was signed regarding credits and leasing with portfolio guarantees
- INVEGA covers 80% of the losses incurred by the Bank

Portfolio guarantee



- The current credit portfolio is EUR 80m
- A new agreement for more than EUR 100m is planned to be signed in the nearest future
- Credit default risk and financing are shared with the proportions of 45:55, where INVEGA takes 45%

Risk sharing facility

InnovFin

- An SME guarantee facility designed to enhance access to finance for innovative SMEs and small mid-caps in Lithuania
- This EU support is expected to generate a portfolio of EUR 50m
- The EIF covers 50% of the losses incurred by the Bank.

Successful participation in housing renovation programme

- Šiaulių Bankas remains the leading player in the renovation programme with a 60% market share
- Agreements that are already signed amount to EUR 309m
- Decisions regarding renovations have been signed with 1 520 multi-apartment buildings (EUR 385m)
- Significant source of commission income (EUR 4.2 m in 2016) and interest income. Potential source of income for the next 5 years and more.

Basket of saving services has been updated

- Successful distribution of deposits with additional interest (total value of both types of deposit agreements: EUR 38 m)
- New product: Fixed-term Deposit PLUS (value of agreements: EUR 16 m)

Clients are actively choosing service plans

- Corporate clients have been offered service plans tailored to customer behaviour and focused on different-sized companies in line with the principle of paying for the amount you actually use. Over a period of 3 months more than 20% of active corporate clients chose these plans.
- To date 35% of active private clients have already chosen the offered service plans.

Successful integration of the leasing subsidiary

- Lease portfolio grew by 40% to EUR 80m

Boost in settlements with payment cards

- More than 140 000 payment cards issued
- The Bank issued a contactless payment card
- Consumer payments turnover grew by more than 25% in 2016

Awards

The Best Bank in Lithuania - three years running



2015
2016
2017

Bank of the Year in Lithuania



2013
2015
2016

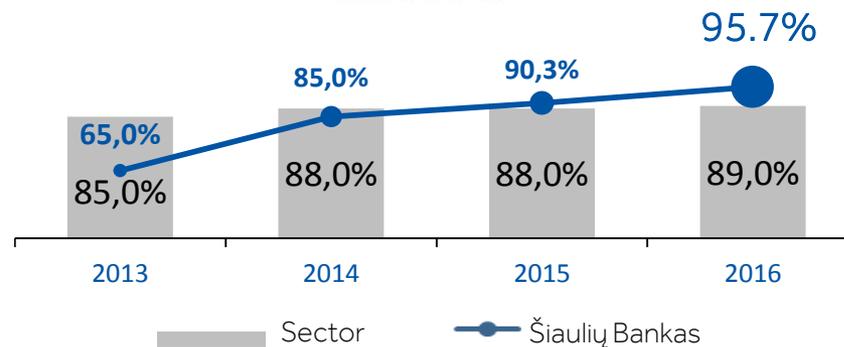
Best SME Bank in Lithuania

Best SME
Bank 2016



Customer service quality*

 Dive



The Bank

2015

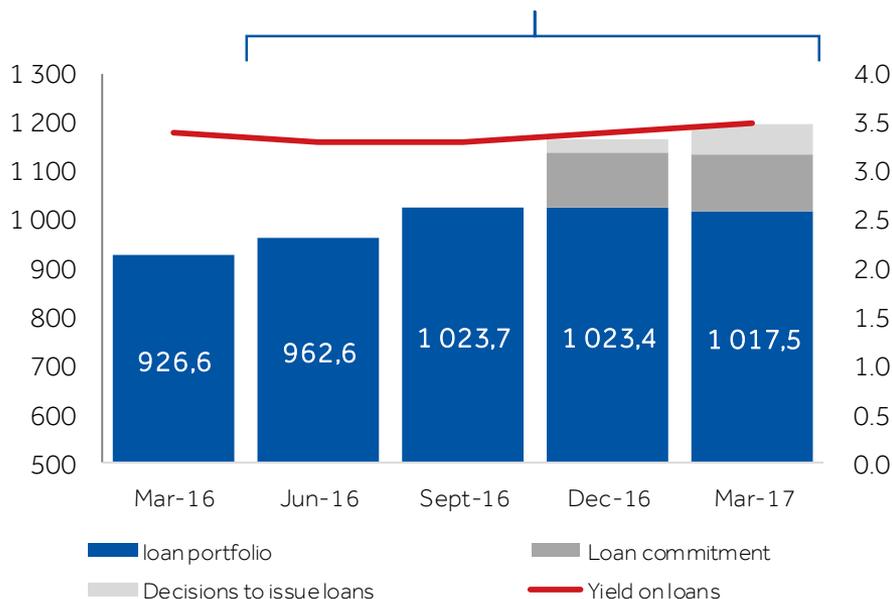
2016

Citadele	93.8	96.4	—
Šiaulių Bankas	90.3	95.7	↑
SEB	91.1	93.9	↓
Nordea	86.9	87.3	↑
Medicinos Bankas	79.8	85.2	↑
DNB	84.5	84.5	↓
Swedbank	87.1	83.1	↓

* Source: Dive Lietuva.

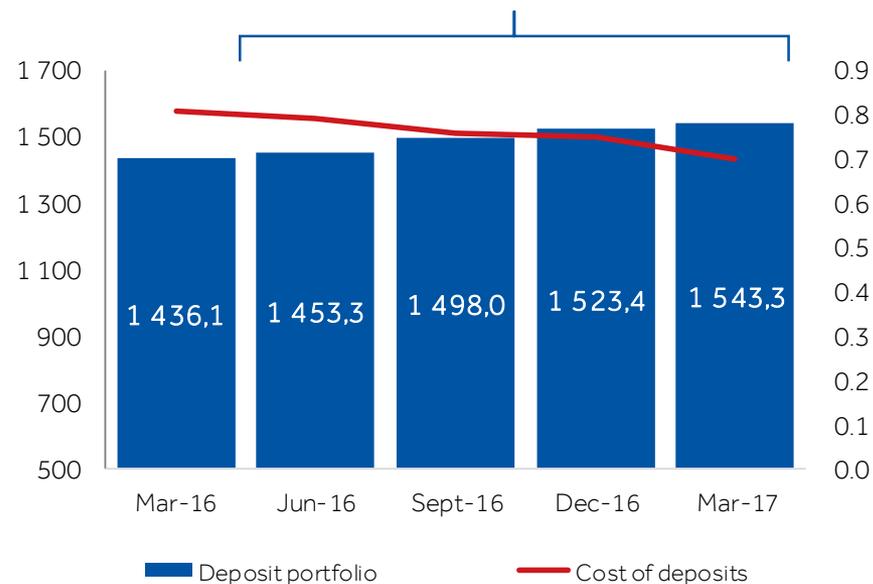
Loan Portfolio (2016 - 2017)

+EUR 54.9m* (+5.7%)



Deposit Portfolio (2016 - 2017)

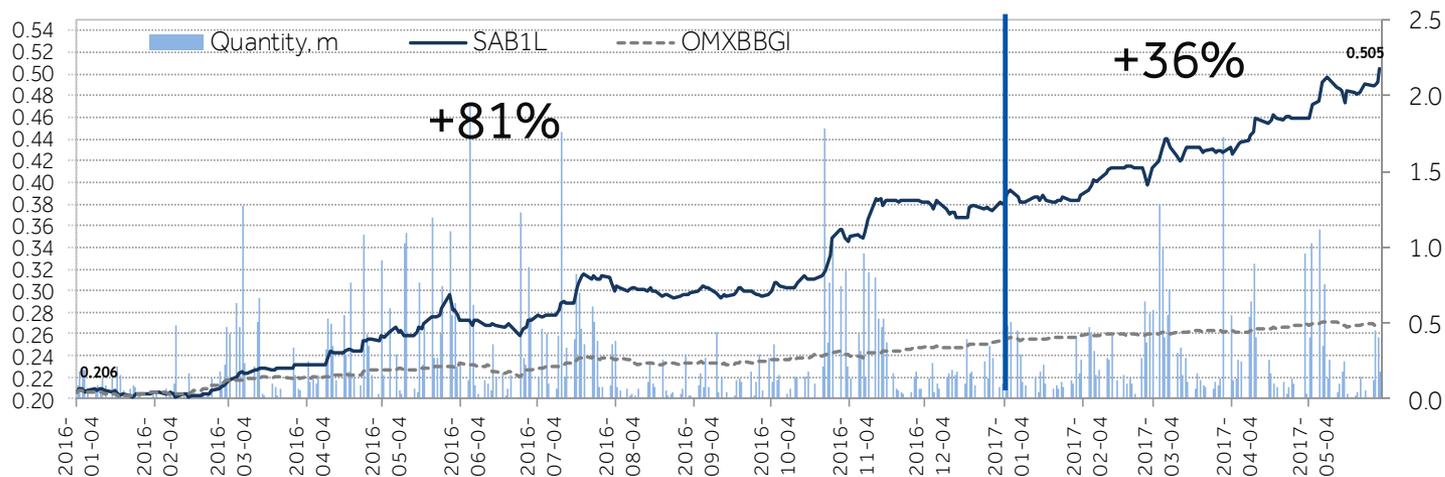
+EUR 90.0m* (+6.2%)



- More than EUR 400 million of new loans were issued in 2016. Over the last several years the loan portfolio has grown by an average 15% per annum. A similar growth pace is expected in the future.
- Šiaulių Bankas has a well-diversified loan portfolio with no sector accounting for more than 15% of loans.
- 96% of the deposit portfolio consists of funds placed by Lithuanian residents and companies
- The loan-to-deposit ratio, reached 68% at the end of 2016, indicating potential to further increase the loan portfolio

* Change over the last 12 months

Share data & key ratios



Target price

WOOD
COMPANY

EUR 064

29/05/2017

Swedbank

EUR 060

09/05/2017

LHV

EUR 0.50-0.55

13/03/2017

Share data	2012	2013	2014	2015	2016	01/06 /2017
Capitalization, EUR m	54.2	66.5	71.8	93.7	169.5	229.7
Turnover, EUR m	2.8	5.5	8.1	12.7	23.1	14.6
P/BV	0.6	0.7	0.7	0.7	1.0	1.0
P/E	14.3	12.4	6.1	3.9	3.9	
Share dividends, % of the total nominal value	6.5	8.0	8.6	20.0	20.0	
Cash dividends, % of the nominal value of the share	0.5	-	0.25	0.69	1.72	

Key ratios	2012	2013	2014	2015	2016
Net profit, EUR m	3.8	5.4	11.8	23.8	43.7
NIM, %	2.6	2.6	2.7	2.9	2.9
ROAA, %	0.5	0.3	0.7	1.4	2.5
ROAE, %	4.2	5.8	11.5	19.0	26.1
C/I, %	61.5	62.1	50.6	52.2	42.3
CAR, %	12.6	11.1	11.4	14.2	17.2
CET1, %	-	-	9.3	12.1	15.2
L/D, %	88.5	57.0	54.7	63.3	68.5

Thank You