

ASIA ALLIANCE BANK

2023



Key data for Uzbekistan



Average age



Labor force



Literacy level



Languages

Uzbek - official language
Russian - widely used
English - increasingly popular



Political system

Presidential Multi-Party
Democratic Republic



448,9k km²

Area



36 mln.

Population



**Uzbekistan has a hub
position in the middle
of Central Asia**



**Developed
infrastructure**



~50%

Urbanization rate



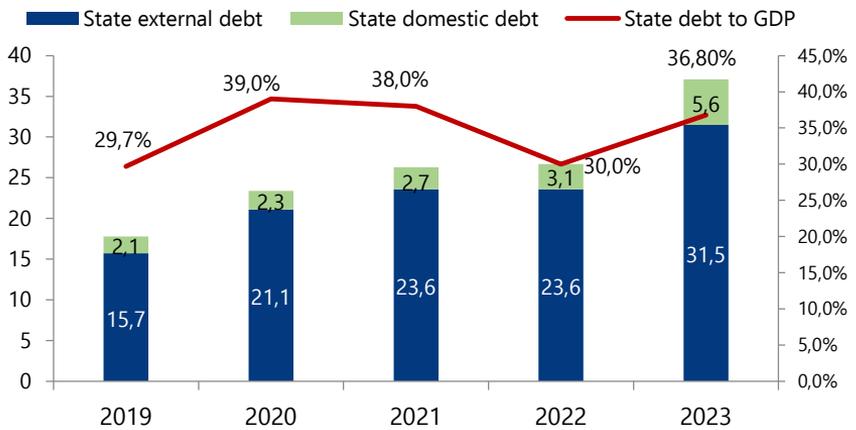
11

International airports

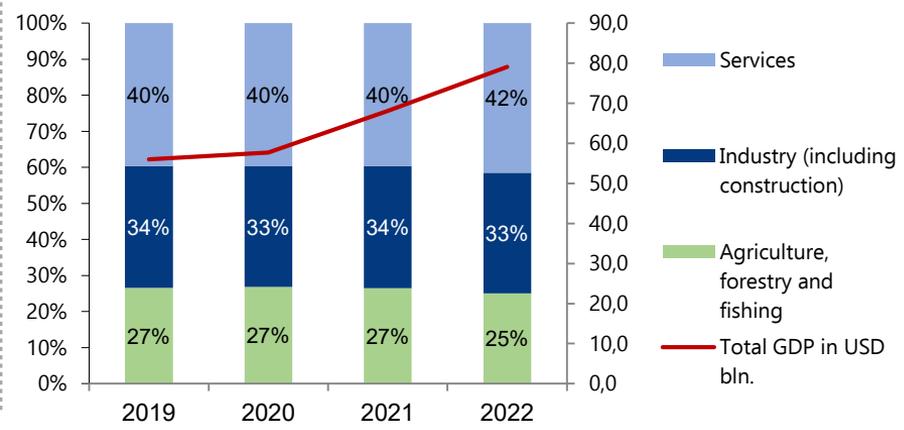


Macroeconomic environment

Total State debt to GDP in USD bln. /(%)



GDP volume and its structure in USD bln. /(%)



Fitch Sovereign ratings of regional countries

Kazakhstan	BBB/Stable	as of November, 2023
Azerbaijan	BB+/Positive	as of March, 2023
Georgia	BB/Positive	as of July, 2023
Uzbekistan	BB-/Stable	as of November, 2023
Armenia	BB-/Stable	as of January, 2024

Banking sector as of 01.01.2024 in USD bln. /(%)

Indicator name	Total	Annual nominal growth
Assets	52,8	17%
Loans	37,1	21%
Deposits	19,6	12%
Capital	7,9	22%

ASIA ALLIANCE BANK



Established in
2009

Cumulative capital
\$68,5mln

Authorized capital
\$43,5 mln

Staff
750

Moody's Rating
B2 Stable

Client base
400000 & **16000**
Retail Corporates

Correspondent Network



Auditors



Awards



The Best Bank in Uzbekistan in 2016 & 2018



Uzbekistan's the Best SME Bank in 2022 & 2021



Bank of the Year in Uzbekistan in 2016, 2017, 2019, 2021



The Best SME Bank in 2022 and 2023
The Best Trade Finance Provider in Uzbekistan in 2016-2018
The Best Bank in Uzbekistan in 2014-2020



The Best SME Financing Bank in 2020



THOMSON REUTERS®

The most innovative bank of Uzbekistan in 2018

ASIA ALLIANCE BANK

As a reliable financial partner, the Bank achieved a noble reputation and an extensive experience in serving global corporates and cooperation with international financial institutions.

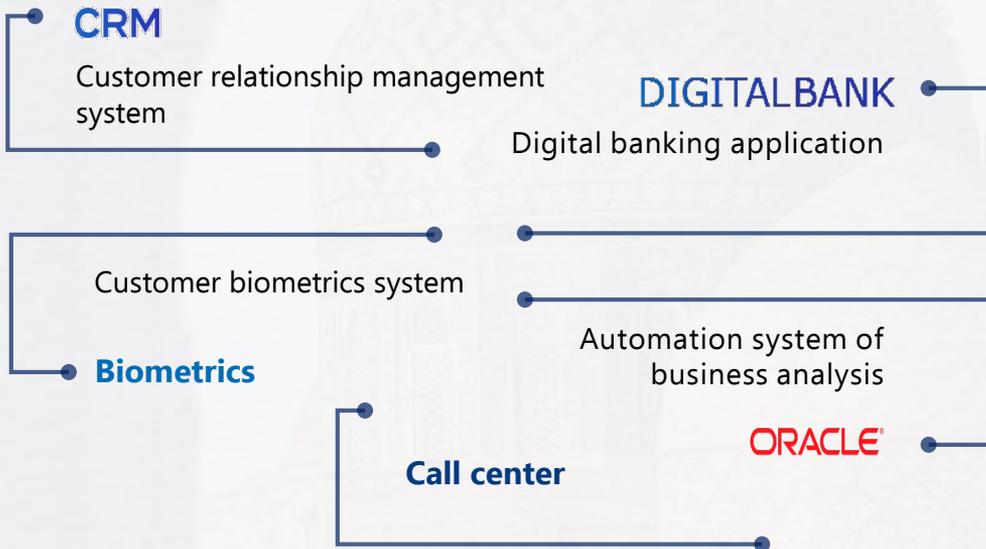
The main competitive advantages

- Perspective corporate client base, consisting of the leading enterprises and representative offices of foreign companies



- High quality of Asset Management and an effective system of Risk Management
- Experience in start-up launching (CLICK project - non-cash payments system, turnover in 2022 was \$234mln)
- Primary Dealer in State Securities Market
- Digital Banking

Digitalization

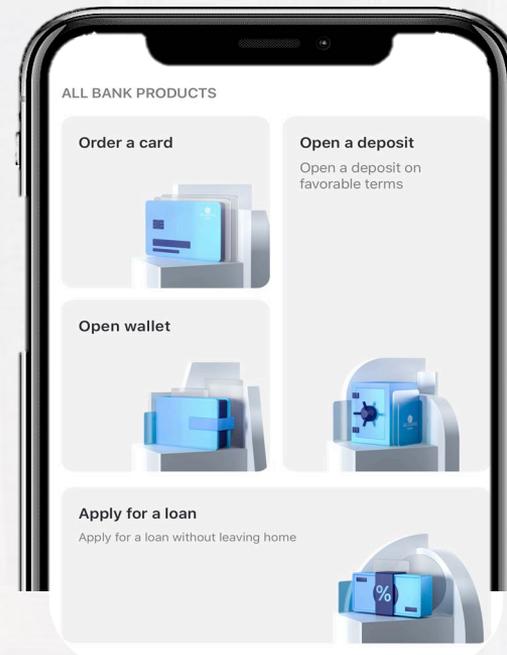


One of the successful implemented projects in 2021-2022 is the **Digital Banking Platform**. Digital Banking Platform – is the system designed to attract new customers and ensure their loyalty through remote channels. It allows to process the requests of clients from multiple channels along with 24/7 customer transactions with creating unique banking service for individuals.

Mobile application Alliance

Advantages of new application Alliance

- Technological system that speed up the work process
- Modern and convenient design
- Wide functionality (remote identification, online lending and insurance, customizable deposit Constructor and etc.)



ESG & Sustainable Finance



2022

01

- ESG initiative as a strategic goal
- Negotiations with leading experts in implementation of ESG

2023-2024

02

- Raiffeisen Bank International is ESG advisor
- Comply with ESG disclosure requirements
- ESG Finance Policy development

2023-2024

03

- Comply with ESG regulations and manage reputational risk
- Enhance stakeholders' and customers' awareness of ESG matters
- Increase efficiency of business operations through ESG initiatives

2025

04

- Integrate ESG issues into core business strategies
- Achieve a leading position in driving purposeful business



Implemented projects with the participation of financial institutions

Year	Financial institution/ Bank	ECA/ Government	Amount	Currency	Funding direction
	Total		42,9	million Euro	
1	Landesbank Baden-Württemberg (Germany)	Euler Hermes (Germany)	5,0	million Euro	Financing of an investment project for the purchase of a cold and hot filling line for PET bottles
2	Commerzbank AG (Germany)	Euler Hermes (Germany)	6,0	million Euro	Financing of an investment project for a line for the production of plasterboard sheets
3	AKA BANK (Germany)	Euler Hermes (Germany)	1,0	million Euro	Financing an investment project for the purchase of printing equipment
4	International Bank for Reconstruction and Development (IBRD)	Government guarantee	8,7	million Euro	Development of the horticultural sector in the Republic of Uzbekistan
5	International Bank for Reconstruction and Development (IBRD)	Government guarantee	14,8	million Euro	Improving the energy efficiency of industrial enterprises
6	International Development Association (IDA)	Government guarantee	7,4	million Euro	Development of the livestock sector in the Republic of Uzbekistan

For the period from 2015 to 2024, the Bank financed projects totaling 21.0 million Euros under established limits by European banks under ADB guarantee.



LB BW

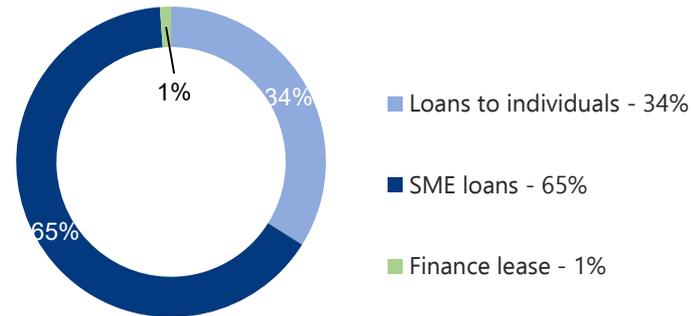


Financial Performance (1/2)

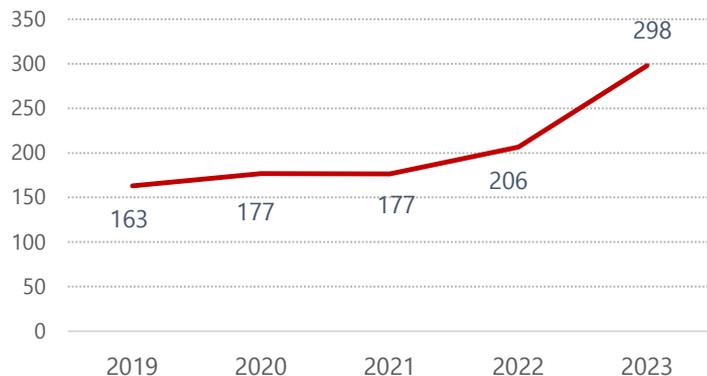
Assets in USD, mln.



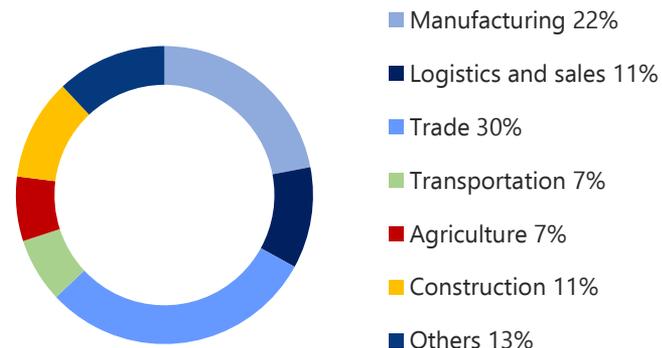
Loan portfolio by clients as of 01.01.2024



Loan portfolio in USD, mln.



Loan portfolio by sectors as of 01.01.2024

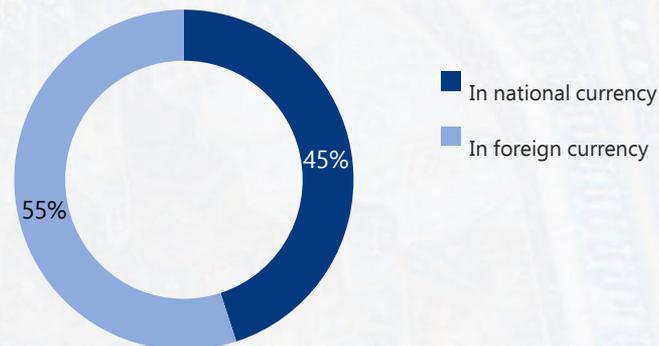


Financial Performance (2/2)

Liabilities in USD, mln.



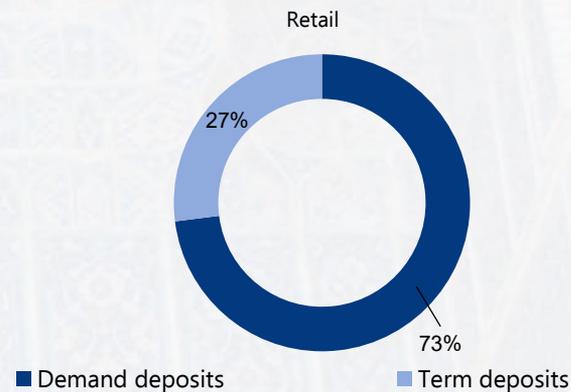
Liabilities structure as of 01.01.2024



Deposits in USD, mln.

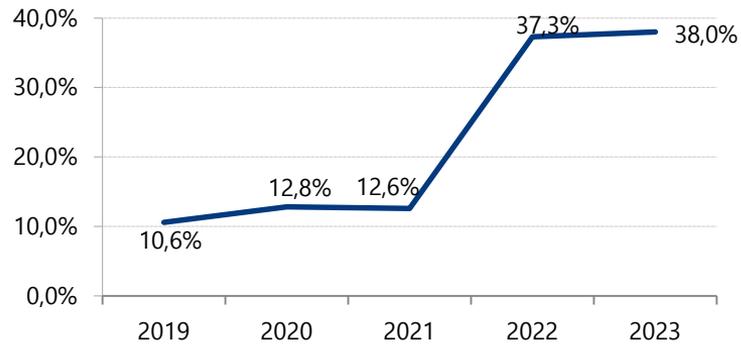


Deposit structure as of 01.01.2023

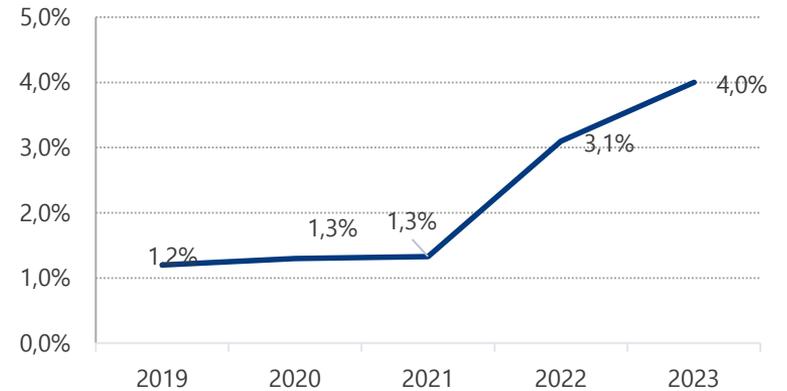


Key performance ratios

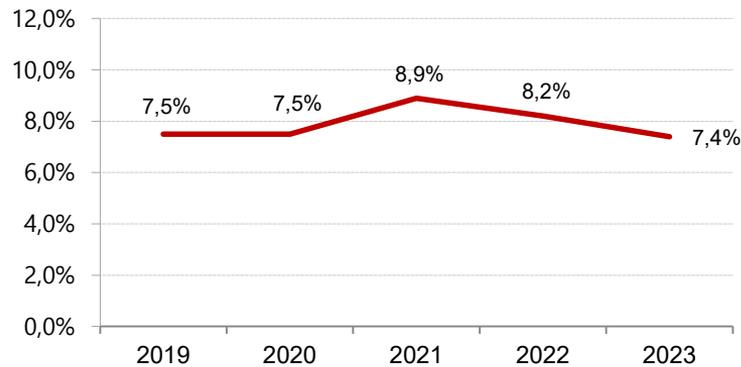
ROE



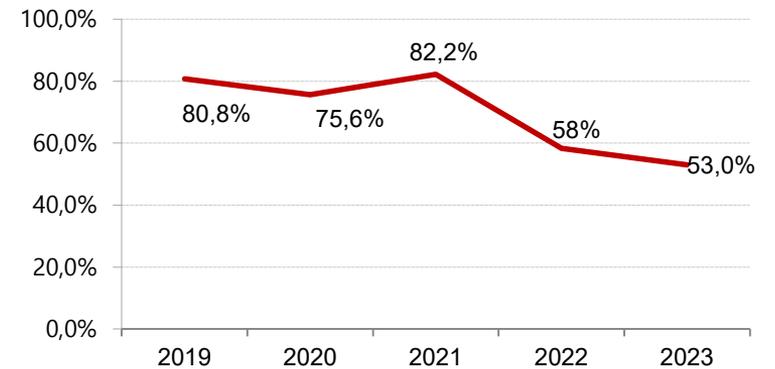
ROA



Net interest margin

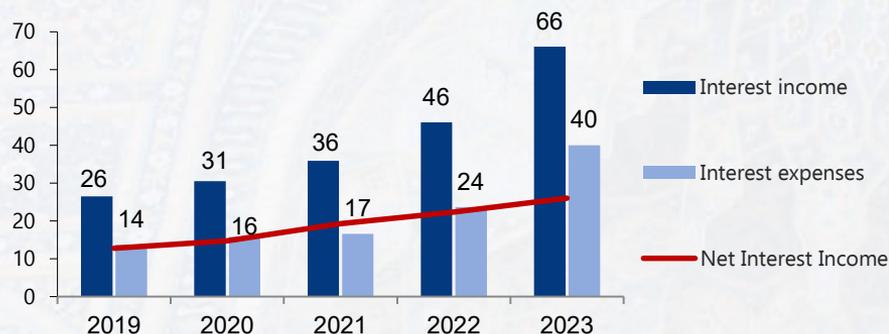


Cost/income

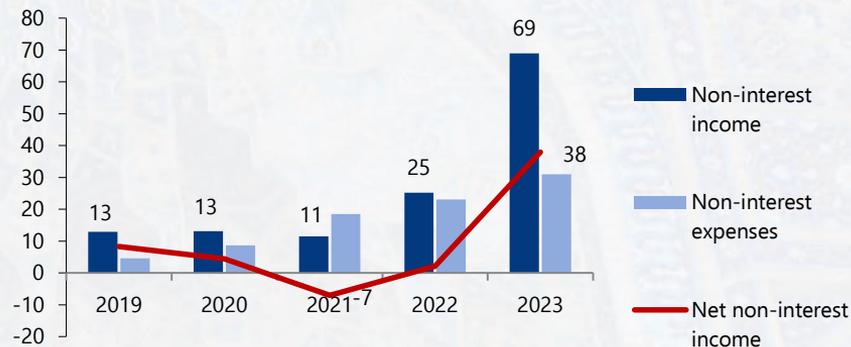


Key profit drivers

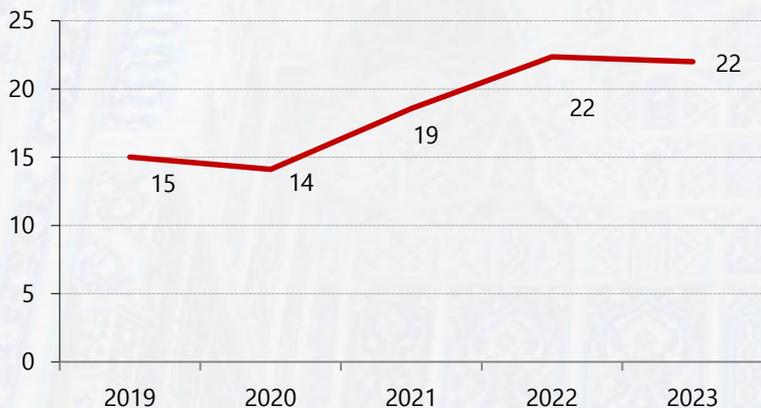
Net interest income in USD, mln.



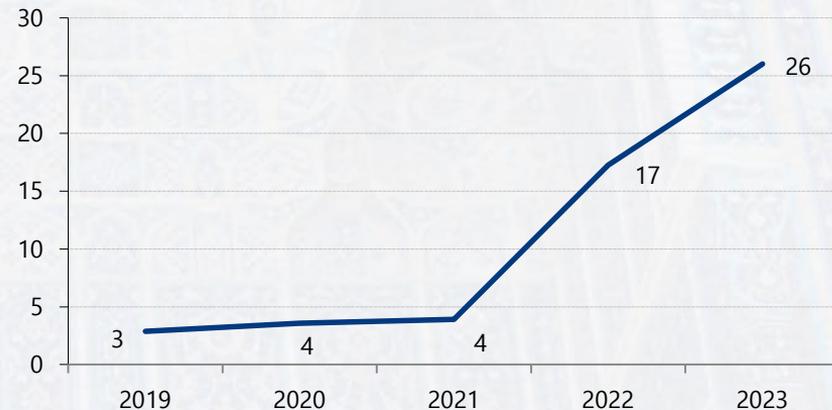
Net non-interest income in USD, mln.



Operational expenses in USD, mln.



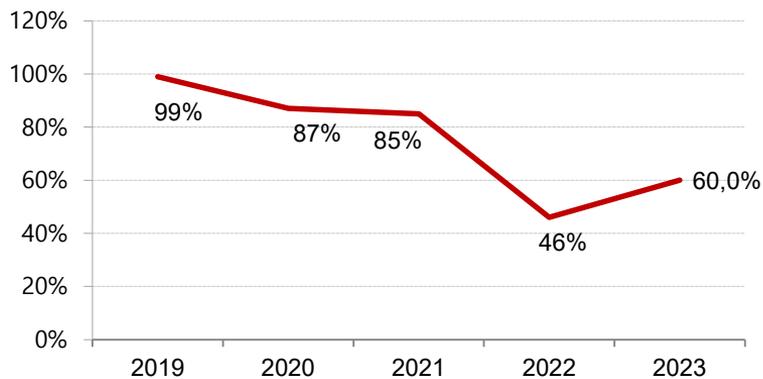
Net profit in USD, mln.



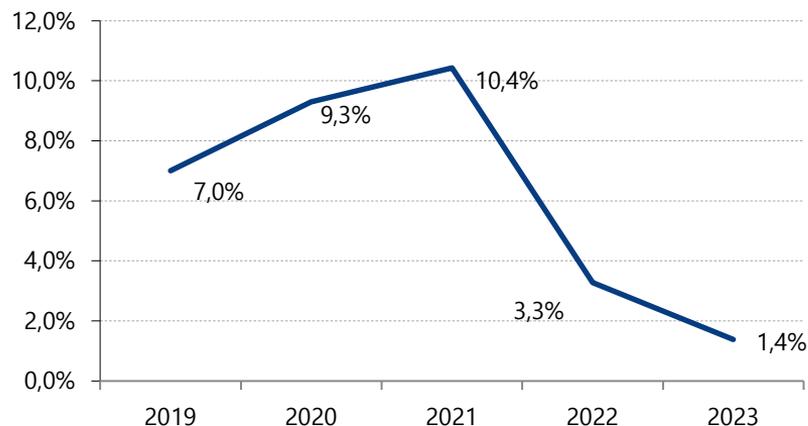


Liquidity position and risk profile

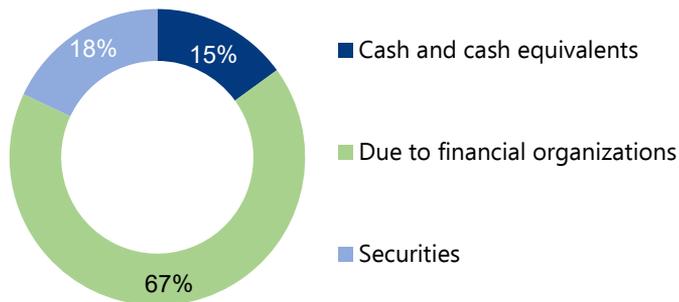
Loans/deposits (in USD, mln)



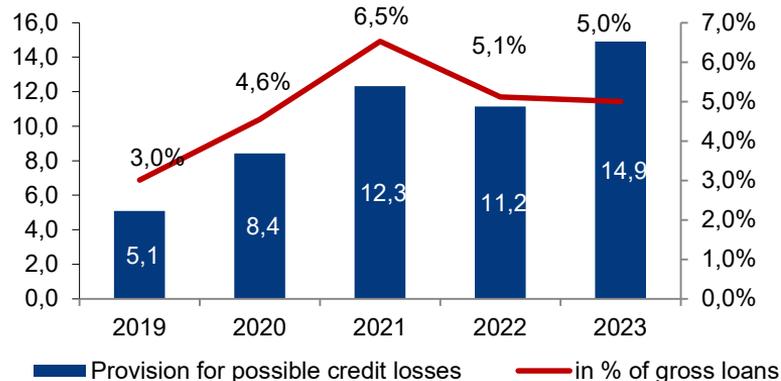
NPL, %



Liquid assets breakdown as of 01.01.2024

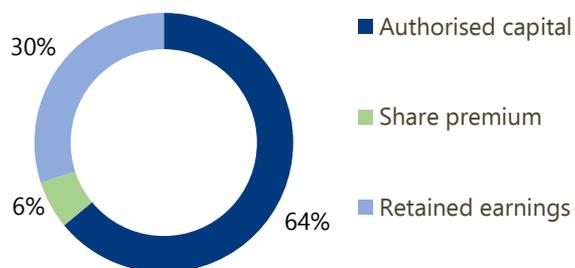


Provisions in USD, mln.

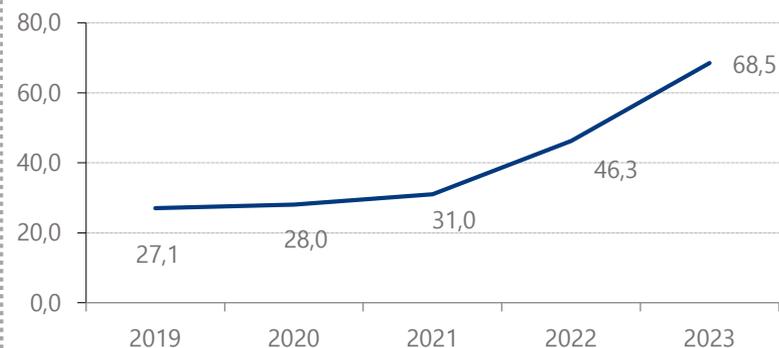


Capital adequacy and key ratios

Equity as of 01.01.2024 in USD, mln.



Equity dynamics in USD, mln.



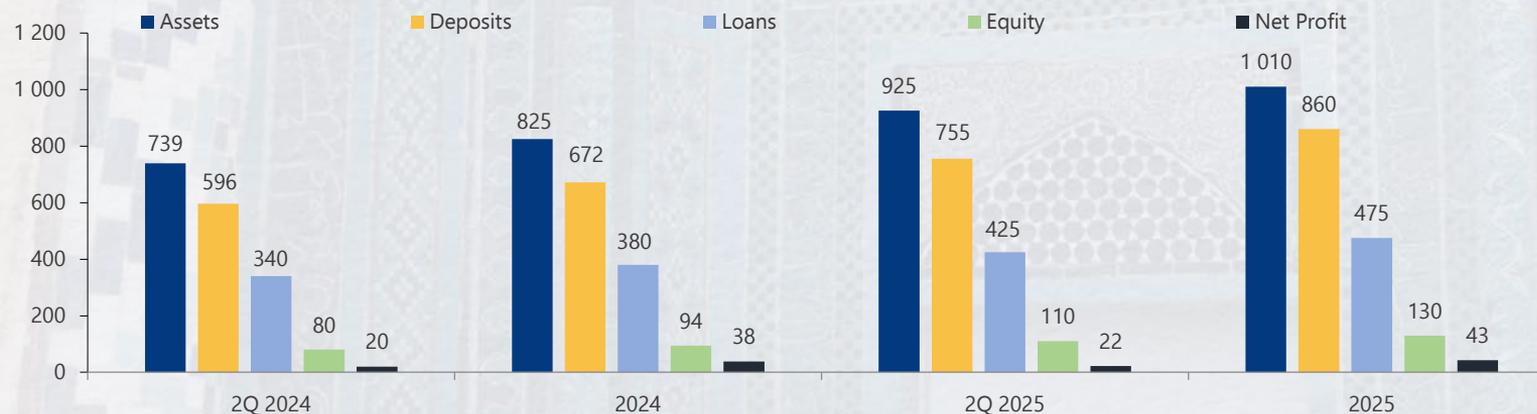
Capital adequacy ratios



Key strategic goals

- Strengthening leading position in the market, and positioning as a main bank for multi-national and foreign companies.
- Banking infrastructure development and expansion over the country, as well as improvement of business processes.
- Expanding of business cooperation with foreign financial institutions and investors. Being a primer bank for a new investors with FDI in Uzbekistan.
- 35% annual growth of total income.

Main strategic indicator in USD, mln.



Bank capitalization is expected to be increased by \$80 mln. by 2Q 2024 and by \$110 mln. in 2Q 2025 by external and internal injections.

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