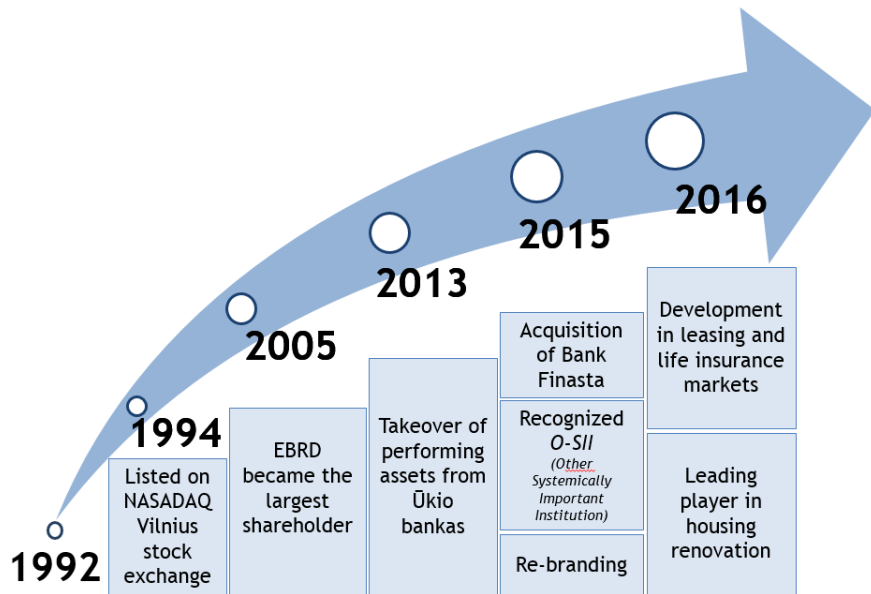


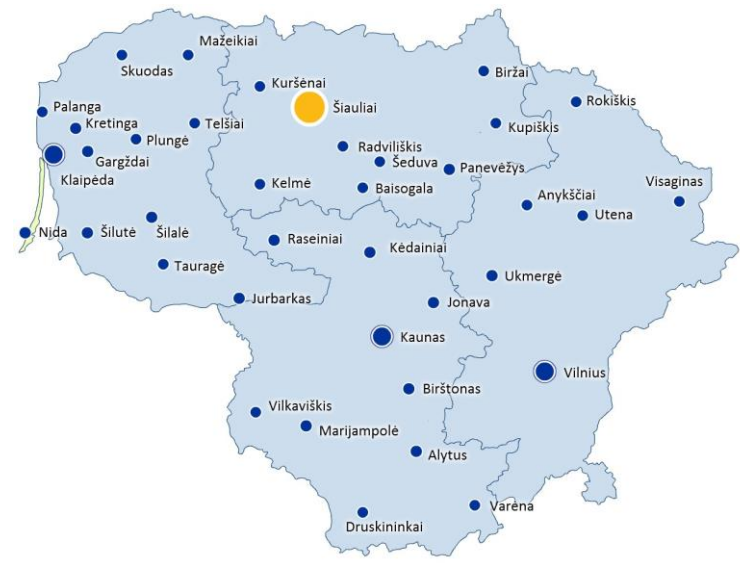
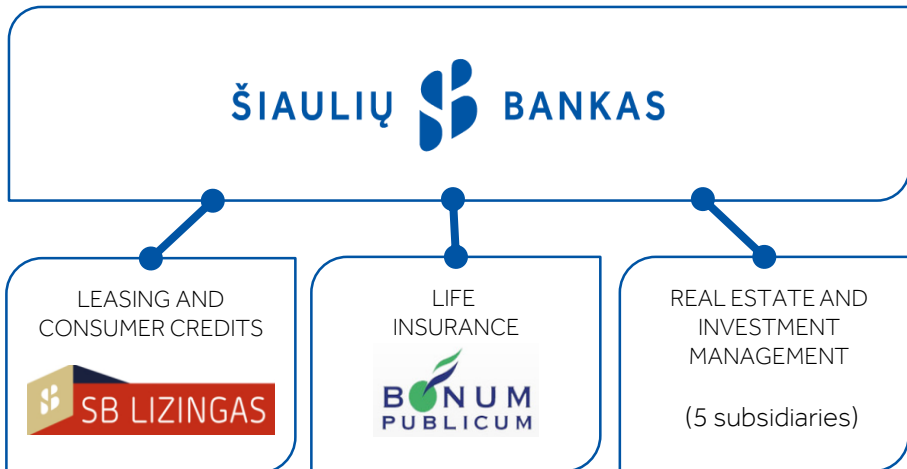


Presentation of Šiaulių bankas for the
conference CEO Meets Investor
30 November 2016

Šiaulių Bankas at a glance

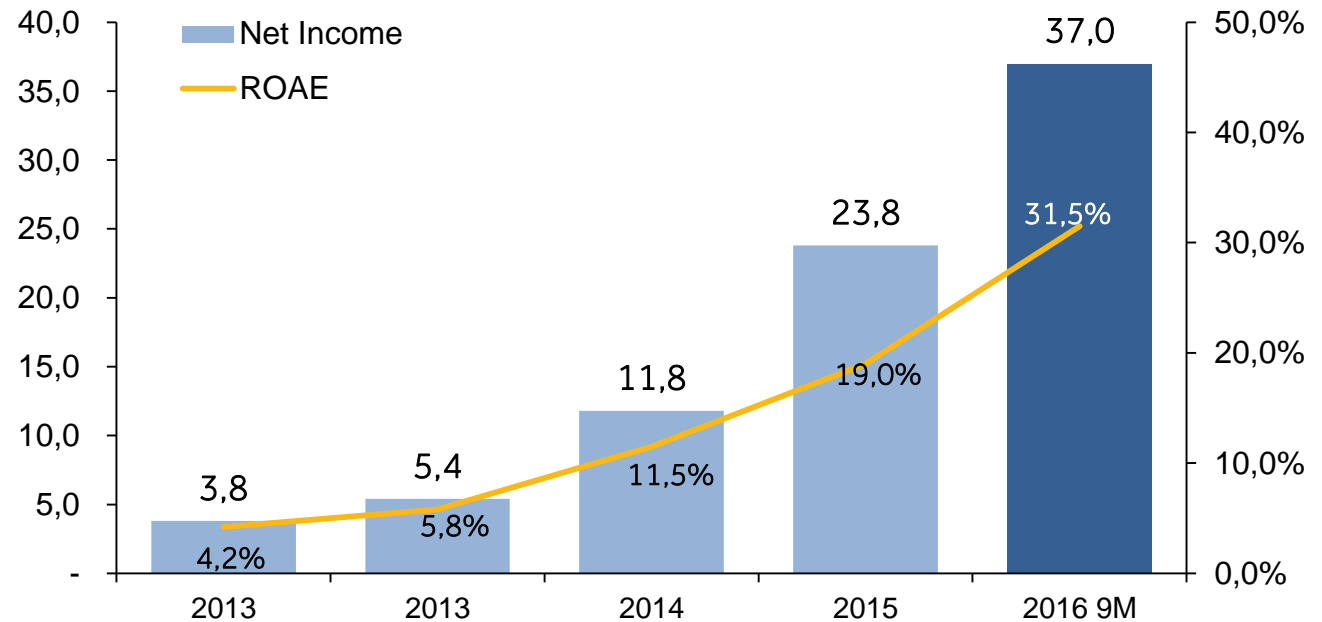


4th in the market (market share 7%)	Position
Ba1/Stable (Moody's)	Rating
69 branches, 209 ATMs	Network
829	Employees
365 000 individuals; 26 000 corporates	Customers



2016 Q3 performance overview

- Record 9-month period profit of EUR 37.0 million (+115% compared 1-3Q 2015)
- Loan and financial lease portfolio crossing the EUR 1 billion threshold
- Long lasting cooperation with the multinational institutions is being continued - new Guarantee agreement for SMEs financing signed with the EIF
- Plans to end 2016 with a record profitability



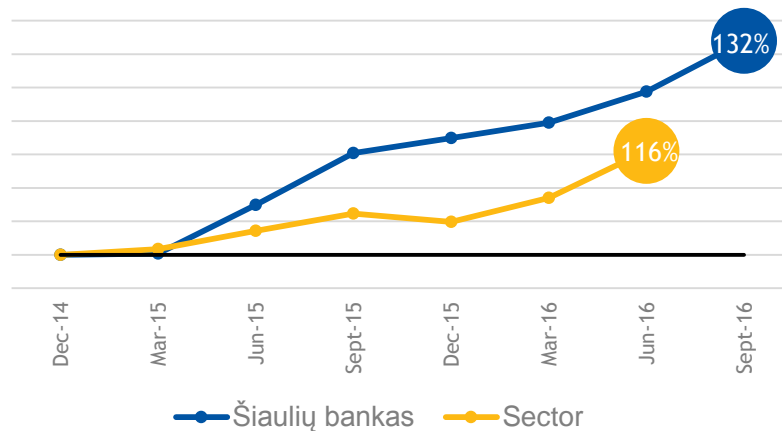
Market Share

	Loans 2016-06-30	Deposits 2016-06-30
SEB	28.7%	27.7%
SWEDBANK	24.7%	33.6%
DNB	16.8%	13.1%
Šiaulių bankas	5.5%	8.3%
Citadele	1.5%	1.9%
Medicinos bankas	0.8%	1.2%
Credit unions	1.8%	3.2%
Foreign banks' branches	20.0%	10.9%
Nordea Bank Plc, Lithuania branch	12.9%	6.4%
Other branches	7.1%	4.5%

Source: Bank of Lithuania

Loans

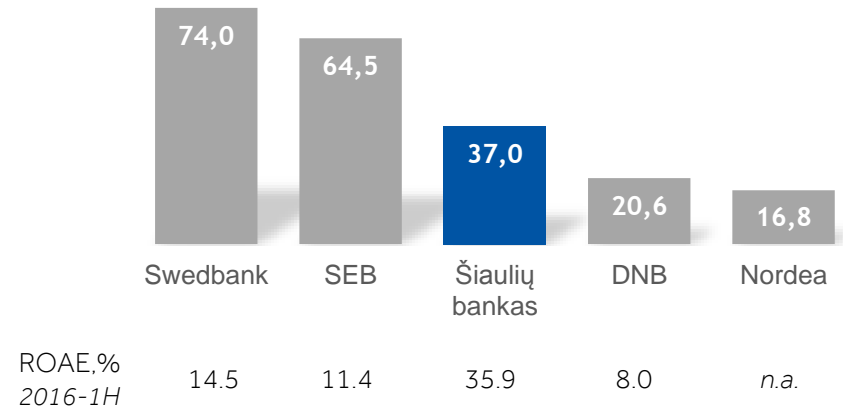
(2014-100%)



Source: Bank of Lithuania

Net profit

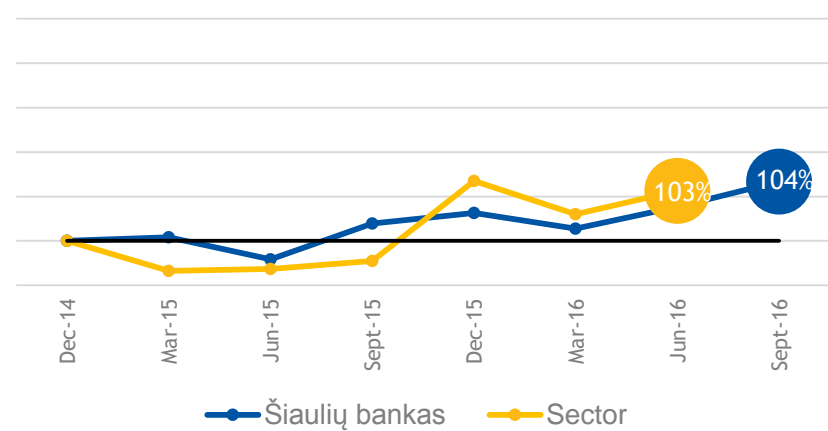
(2016 1-3Q)



Source: Company data

Deposits

(2014-100%)



Source: Bank of Lithuania

Key service segments

Financing solutions to SME

Credits, credit lines, overdrafts

Factoring and leasing

Risk sharing products

Solutions with individual and portfolio guarantees

Consumer financing solutions to private customers

Consumer credits

Credit cards

Auto lease

Mortgage loans

Saving and investment solutions

Wide range of fix term and structured deposits

2nd or 3rd pillar pension funds

Online securities trading platform

Individual portfolios, investment consulting

Insurance products



Funding of nearly EUR 100m has been granted to Šiaulių bankas during the long lasting cooperation with the multinational institutions



Financial instruments, managed by the EIF, supports Europe's micro, small and medium-sized businesses (SMEs) and Small Mid-caps:

- **FRSP**. The funds of the EU structural funds and the Bank's funds are used in equal parts (50/50) and the credit default risk is shared
- **FLPG**. EIF covers a 80% of the losses incurred by the Bank
- **InnovFin**. EIF covers a 50% of the losses incurred by the Bank. In this way, the EU and EIF allow the provision of more debt financing to innovative SMEs and Small Mid-caps



The JESSICA holding fund in Lithuania, managed by the European Investment Bank (EIB), supports energy efficiency modernisation of residential buildings under the Lithuanian government's Housing Renovation Programme

Successful participation in Housing Renovation Programme



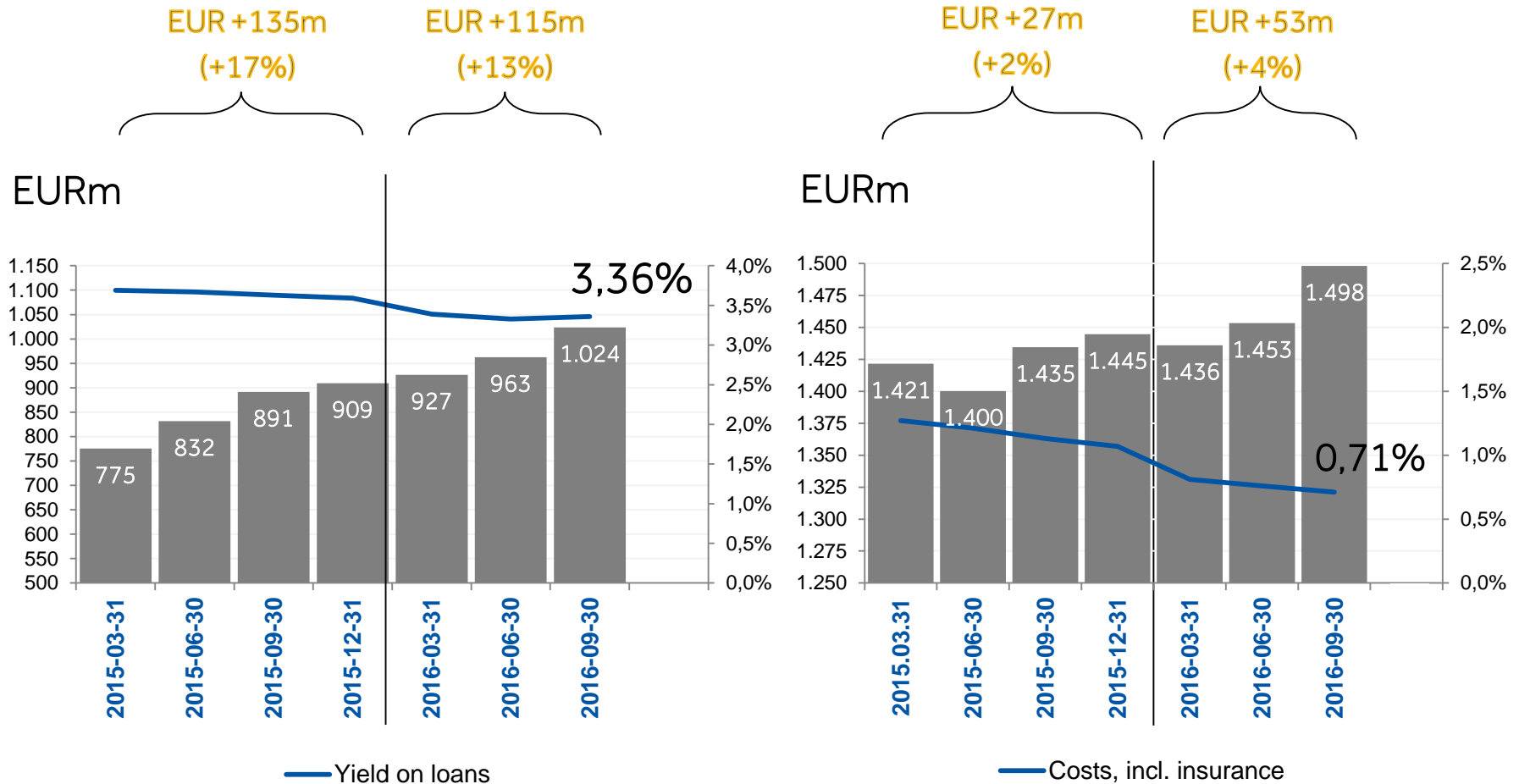
- Leading player in the programme funded by the EIB
- Signed agreements with European Investment Bank (EIB) for more than EUR 300m
- Decisions to renovate 1,200 multi-apartment (EUR 275m) buildings
- Currently ca. 28% of fees and commission income comes from this business line
- Remaining potential market – EUR 500m. Potential sources of income for the next 3-5 years

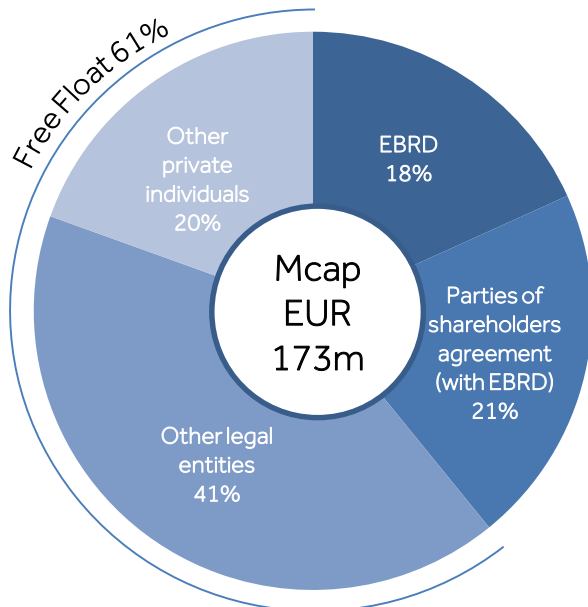
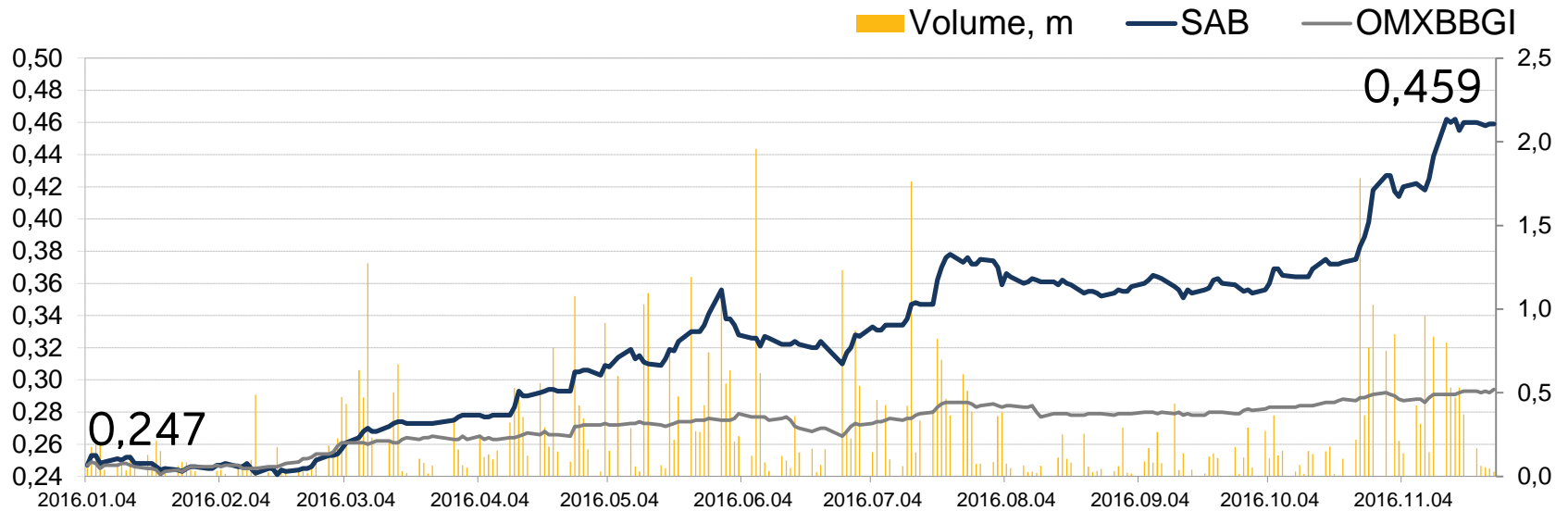


Growth of the balance sheet

Loans

Deposits





Share data

	2012	2013	2014	2015	2016 09-30	2016 11-25
Turnover, mEUR	2.8	5.5	8.1	12.7	15.7	21.4
P/Bv	0.60	0.71	0.67	0.71	0.79	1.0
P/E	14.3	12.4	6.1	3.9		

Ratios

	2012	2013	2014	2015	2016 09-30
Net profit, mEUR	3.8	5.4	11.8	23.8	37.0
ROAE, %	4.2	5.8	11.5	19.0	31.5
C / I, %	61.5	62.1	50.6	52.2	36.9
CAR, %	12.6	11.1	11.4	14.2	17.6

ŠIAULIŲ  BANKAS