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- MANAGEMENT AND SHAREHOLDERS STRUCTURE
- 1H'2023 PERFORMANCE
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## FORTE AT A GLANCE



**20** BRANCHES

**98** OUTLETS

**3,817** EMPLOYEES

**1,235,750** CLIENTS

**FORTEBANK JSC** IS A MODERN UNIVERSAL BANK PROVIDING EACH CLIENT WITH THE WIDE RANGE OF SERVICES AND GUARANTEES A HIGH LEVEL OF RELIABILITY, FOLLOWING INTERNATIONAL STANDARDS AND PRINCIPLES OF CORPORATE ETHICS.

### RANKING\*:

**№4**

BY ASSETS, 7%

**№4**

BY LOANS, 5,4%

**№4**

BY DEPOSITS, 7,0%

**№5**

BY EQUITY, 6,4%

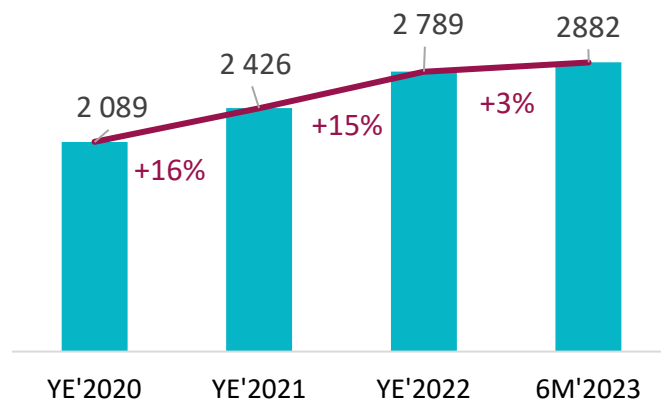
### INTERNATIONAL RECOGNITION 2022-2023



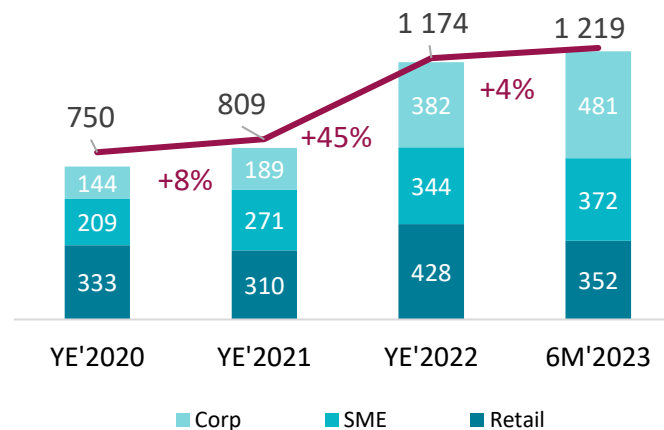
\* As of 30.06.2023, ranking was calculated on the basis of data from the National Bank on the commercial banking sector, excluding Otbasys Bank

# FORTE AT A GLANCE

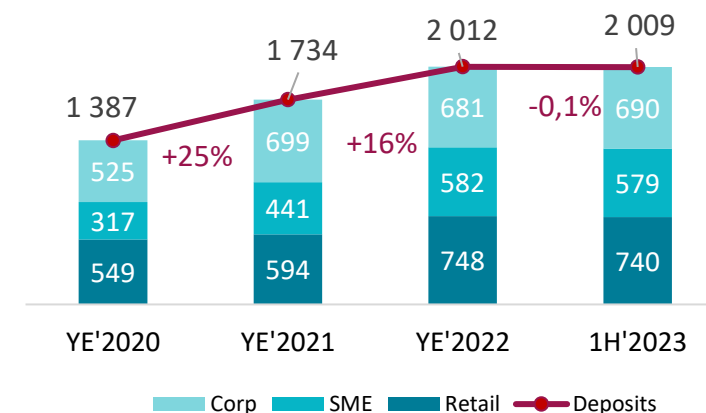
## TOTAL ASSETS [KZT BLN]



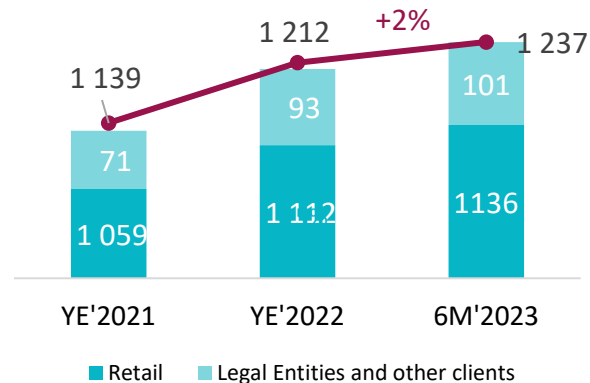
## LOAN PORTFOLIO\* [KZT BLN]



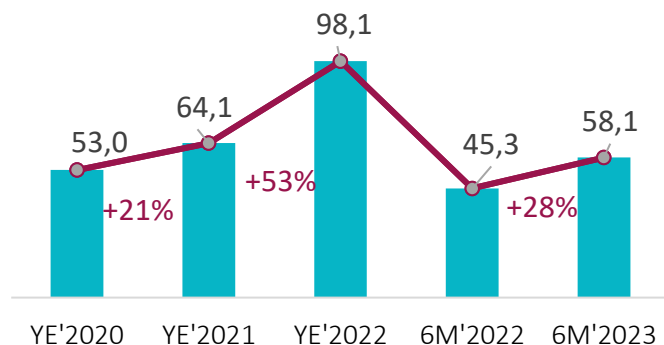
## DEPOSIT & CLIENT ACCOUNTS [KZT BLN]



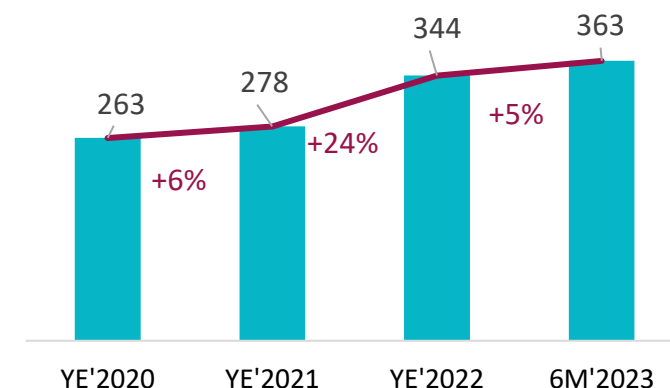
## ACTIVE CLIENTS [THSD]



## NET INCOME [KZT BLN]



## EQUITY [KZT BLN]





**S&P Global**

**Fitch**Ratings

**MOODY'S**

**BB-/B**  
outlook: **STABLE**

On 8 July 2022 S&P Global Ratings upgraded long-term issuer credit rating of ForteBank from “B+” to “BB-”, outlook “Stable”. Additionally, Agency raised ForteBank’s rating on Kazakhstan national scale to 'kzA-' from 'kzBBB+'.

**BB/B**  
outlook: **STABLE**

On 31 August 2023 Fitch Ratings upgraded the Long-Term Issuer Default Rating of ForteBank to BB, with Stable outlook. The upgrade of Forte reflects a significant reduction of net high-risk assets, including legacy exposures, which no longer materially weigh on the bank's company profile, asset quality and capitalization. The upgrade also captures a record of strong profitability metrics and solid liquidity profile in the past several years. Fitch has also upgraded the bank's National Long-Term Rating to 'A'(kaz) from 'A'-(kaz)

**Ba2**  
outlook: **STABLE**

On 12 April 2023 <sup>5</sup>Moody's confirmed ForteBank JSC rating at Ba2, with a stable outlook. The rating confirmation reflects Moody's assessment that the operating environment and the credit profile of ForteBank JSC will remain resilient to the increased risks, as well as stability of the Bank's capitalization, profitability and liquidity.

### ForteBank

#### Corporate & SME

- Banking services
- Internet banking
- Loans
- Deposits
- Trade Finance
- Salary projects
- Acquiring
- Forex

#### Individuals

##### Retail banking:

- Banking services
- Card services
- Loans (auto, mortgage, others)
- Deposits
- Forex

##### Premier banking:

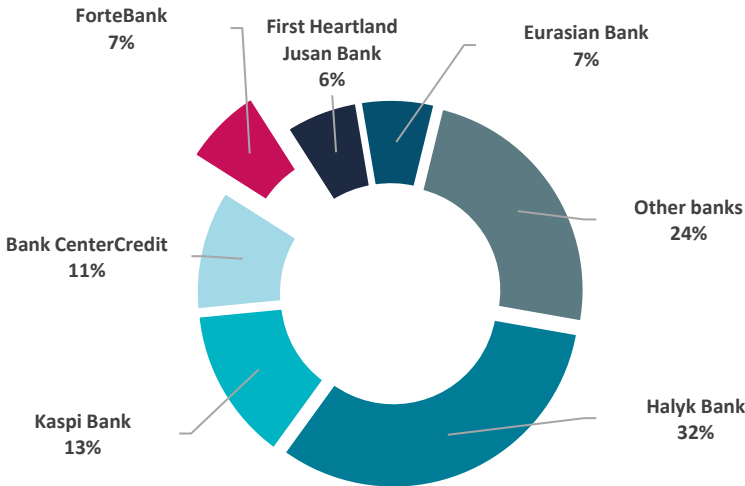
- Capital Management
- Banking services

#### Ecosystem

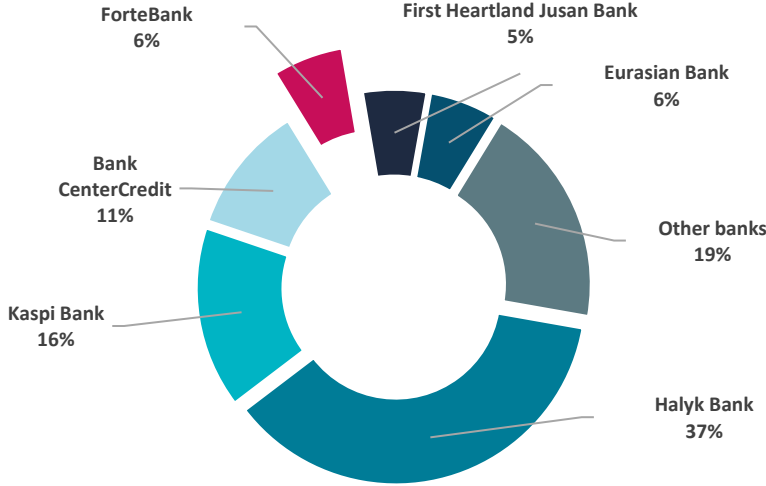
- Forte Market
- Forte Mobile
- Forte Finance
- Forte Leasing

# FORTE MARKET SHARE

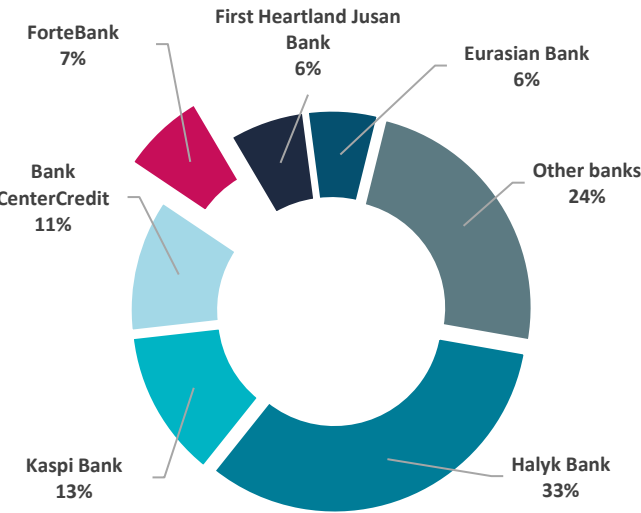
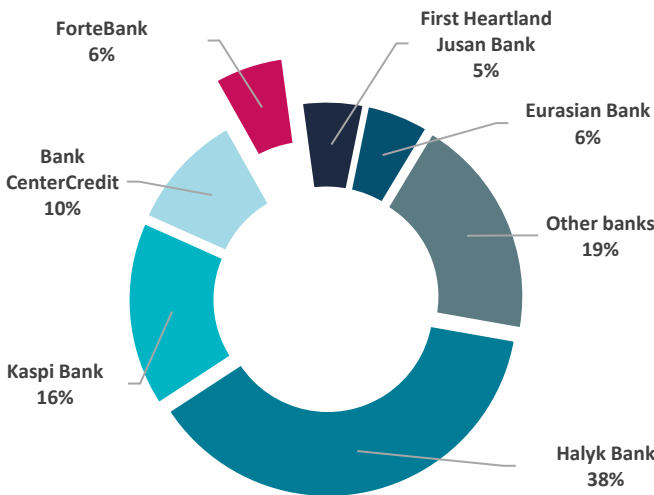
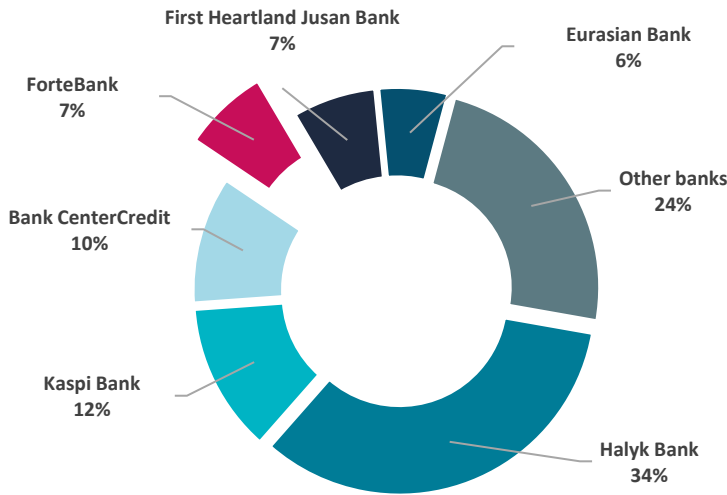
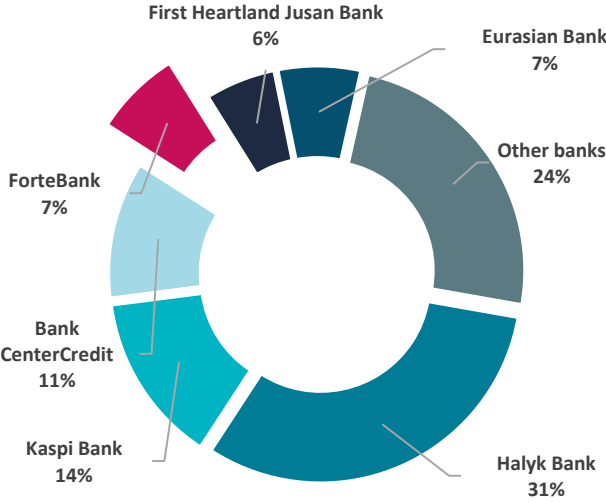
## ASSETS



## LOANS



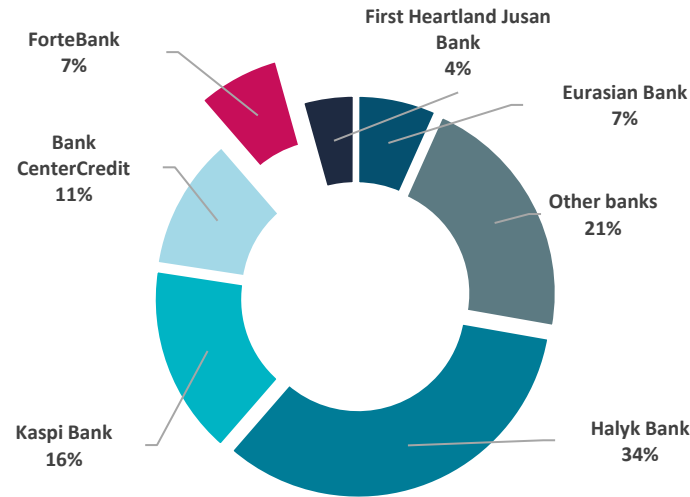
## LIABILITIES



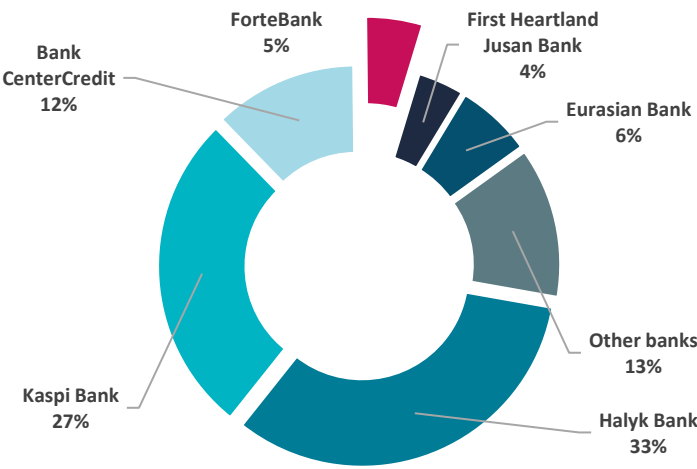
# FORTE MARKET SHARE

## CUSTOMER ACCOUNTS

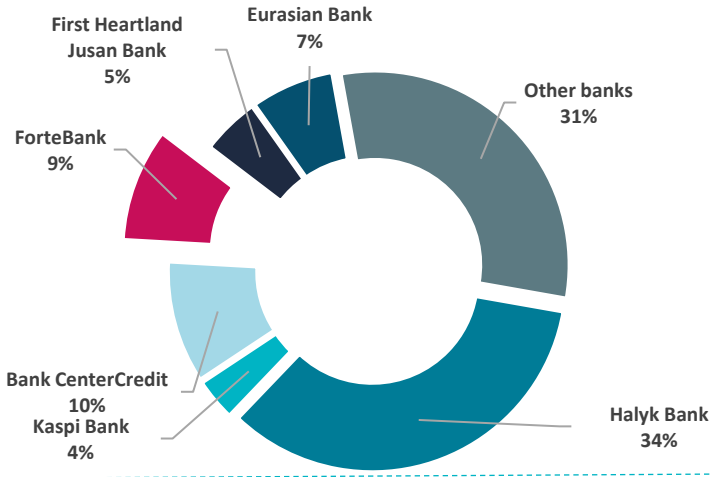
6M2023



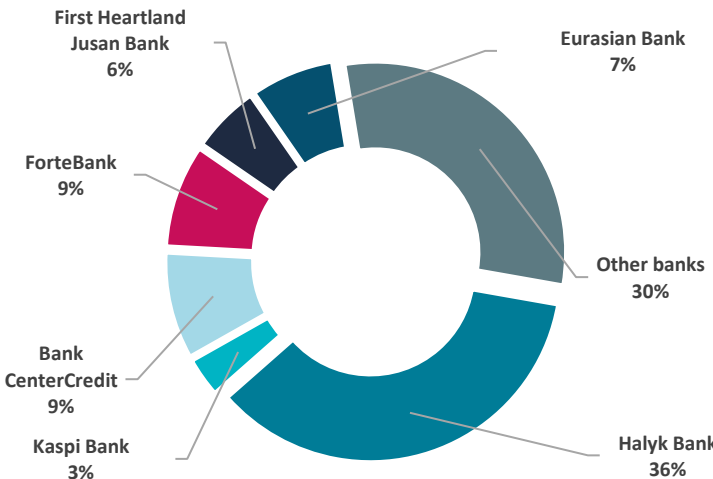
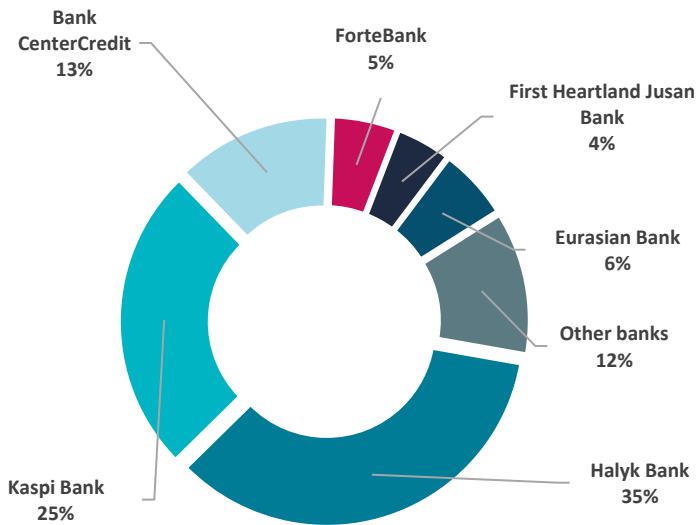
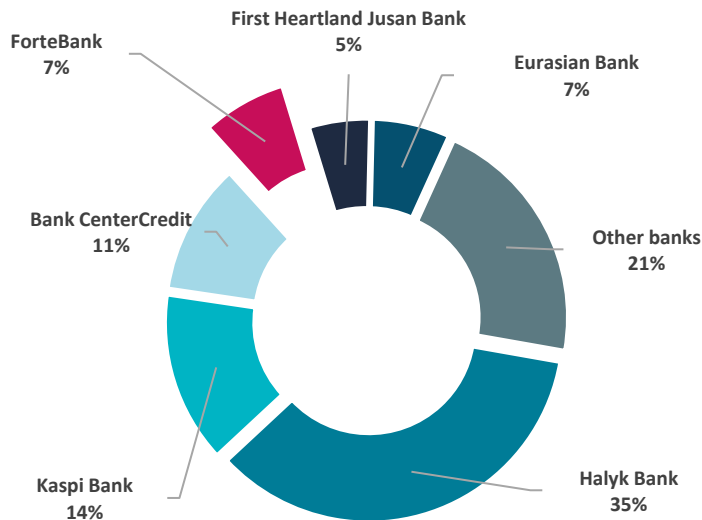
## CUSTOMER ACCOUNTS OF INDIVIDUALS



## CUSTOMER ACCOUNTS OF LEGAL ENTITIES

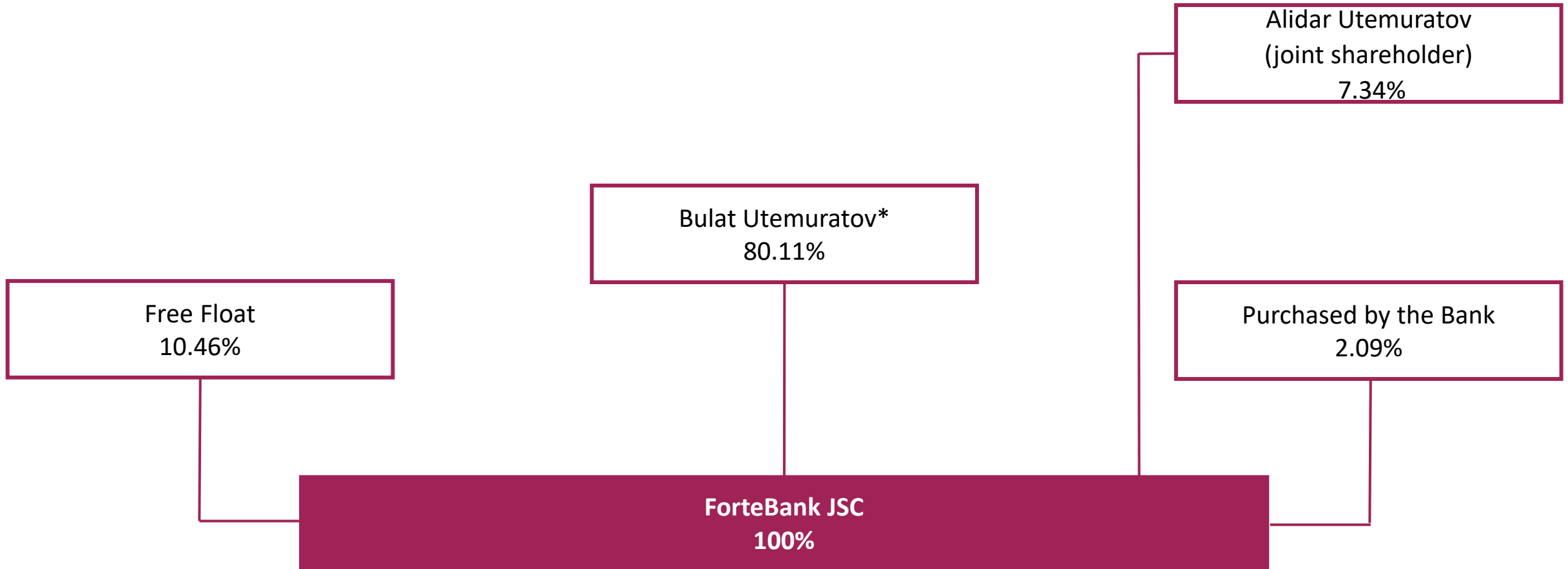


2022





## OWNERSHIP STRUCTURE



\* Mr. Bulat Utemuratov is a beneficial holder of 80.11% of the placed common shares of the ForteBank JSC.



**Yeldar Abdrazakov, Chairman of the Board - Independent director**, Member of: Risk Committee, Internal Audit Committee;  
Head of: HR and Remuneration Committee, Strategic Committee  
03/2019 - current – Member of the Board of Directors of ForteBank JSC, Independent Director  
05/2012 - current – Member of the Board of Directors, Kazakhstan Stock Exchange JSC  
04/2005 – current – owner of Centras Group, Chairman of the Board of Directors of “Kommesk-Omir” Insurance Company JSC, Centras Securities JSC, “Centras Insurance” Insurance Company JSC, Centras Venture Fund, SOS Medical Assistance



**Anuar Utemuratov, Member of the Board**, Member of Risk Committee, Strategic Committee, Internal Audit Committee, HR and Remuneration Committee  
2015- current – Alassio Capital LLC, Director  
2014 – current - Member of the Board of Directors of ForteBank JSC, B.Utemuratov’s interests’ representative  
2013 – 2016 Member of the Board of Directors, ABC Bank JSC (former - ForteBank JSC)  
2010 – 2013 Member of the Management Board, Chief Risk Officer, ForteBank JSC (former - Metrokombank JSC)



**Timur Issatayev, Member of the Board**, Member of Risk Committee, Strategic Committee, Internal Audit Committee, HR and Remuneration Committee  
2013 – current - Member of the Board of Directors of ForteBank JSC, B.Utemuratov’s interests’ representative  
2013 – 2015 – Chairman of the Management Board, ForteBank JSC (former - Alliance Bank JSC)  
2012 – 2013 Member of the Board of Directors, ABC Bank JSC (former - ForteBank JSC)



**Marlen Mirzabekov, Member of the Board**, Member of Risk Committee, Strategic Committee, Internal Audit Committee, HR and Remuneration Committee  
06/2019 - current – Chairman of the Board of Directors of ForteBank JSC, B.Utemuratov’s interests’ representative  
06/2019 – current – Member of the Board of Directors, Nova Leasing JSC  
05/2019 – current – First Deputy General Manager, Verny Investments Holding LLC  
06/2014 – 05/2019 – Managing Director, CEO, Kazzinc Holdings LLP  
07/2012 – 05/2019 – President, Managing Director, Altyntau Resources JSC



**Yerlan Ospanov, Member of the Board**, Member of Risk Committee, Strategic Committee, Internal Audit Committee, HR and Remuneration Committee  
June 2022 – present - ForteBank JSC, Member of the Board - Representative of the interests of the Bank shareholder  
April 2012 – present - «Verny Investments Holding» LLP, General Manager  
October 2020 – present - «Verny Capital» LLP, General Manager  
January 2006 – present - «SLS Sstroy» LLP, Director



**Talgat Kuanyshev, Member of the Board**, Member of Risk Committee, Strategic Committee, Internal Audit Committee, HR and Remuneration Committee  
12/2015 – 12/2016 – ForteBank JSC, Chairman of the Management Board  
04/2015 – 12/2015 - ForteBank JSC, First Deputy Chairman of the Management Board  
2013 – 2015 Alliance Bank JSC, Deputy Chairman of the Management Board  
2011 – New Economic University named after T. Ryskulov, member of the Management Board

# FORTEBANK TEAM

## MANAGEMENT BOARD



**Bekzhan Pirmatov**

Chairman of the Management Board (CEO)

19 years banking experience (HSBC, EBRD)

Responsibilities: General management, HR, Treasury, Informational Security



**Aliya Dykanbayeva**

First Deputy Chairperson (CFO), Member of the Management Board

15 years of experience as CFO in the largest Kazakhstan companies

Responsibilities: Financial analysis & Accounting



**Aidyn Auyezkanov**

Deputy Chairperson, Member of the Management Board

21 years banking experience

Responsibilities: Corporate Banking, Problem loans management



**Amyrkhan Chikanayev**

Deputy Chairperson, Member of the Management Board

16 years of experience in large Kazakhstan and international banks (HSBC)

Responsibilities: Retail Banking, Marketing, Customer experience



**Gaukhar Bissembiyeva**

Deputy Chairperson, Member of the Management Board

25 years of experience in large Kazakhstan and international banks

Responsibilities: Operations, Credit back-office

## KEY TEAM MEMBERS



**Anna Pilipenko,**

Managing Director (CRO)

21 years of experience in large Kazakhstan and international banks and financial institutions

Responsibilities: Risk Management



**Astan Sagitov**

Managing Director

18 years of experience in the banking sphere

Responsibilities: SME Banking



**Birzhan Nazhmidenov,**

Chief Compliance Officer & Corporate Secretary

21 years of experience in the banking system

Responsibilities: Compliance, Government relations, Corporate governance



**Niyaz Ayubayev,**

Executive Director

12 years of experience in the banking system (Treasury)

Responsibilities: Treasury



**Aliya Yeszhan**

Managing Director

23 years of banking experience (HSBC)

Responsibilities: International Relations, Premier banking



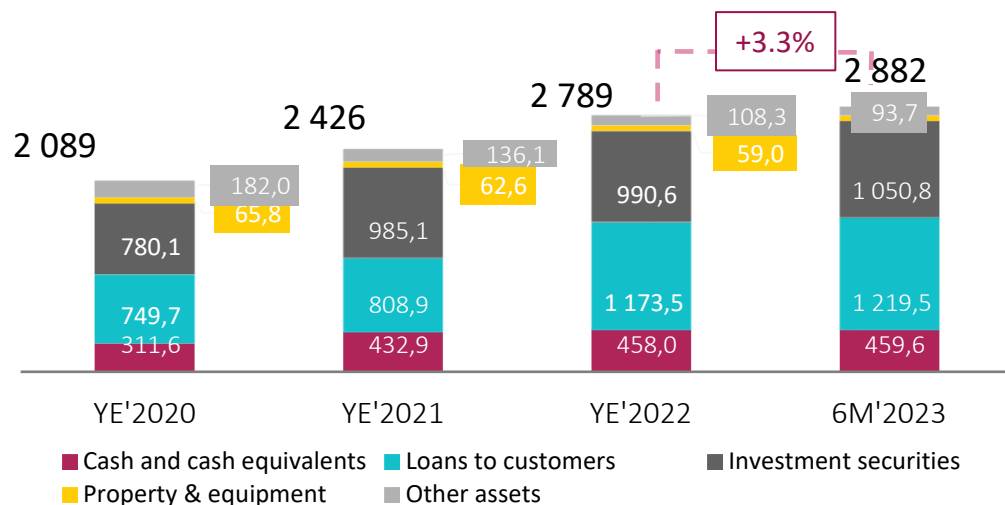
**Anuar Bolgauov**

Managing Director

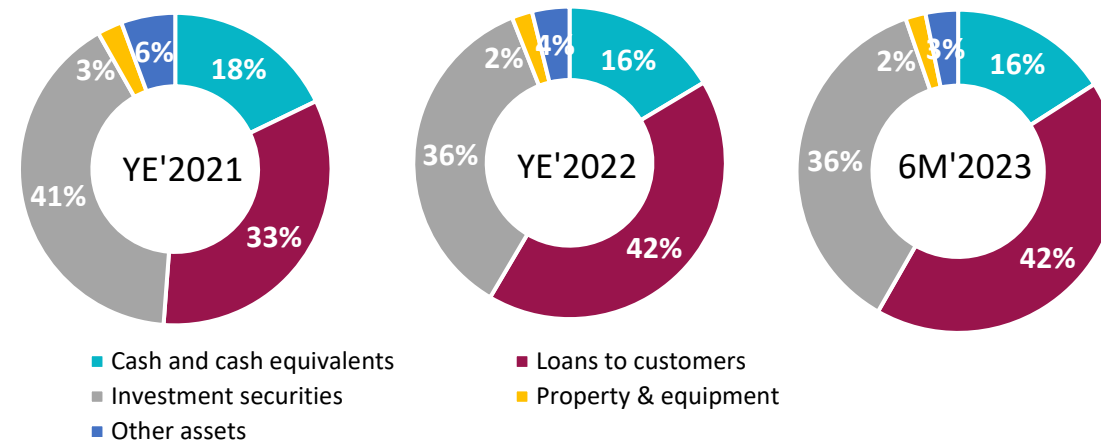
Responsibilities: Legal service

# ASSET STRUCTURE

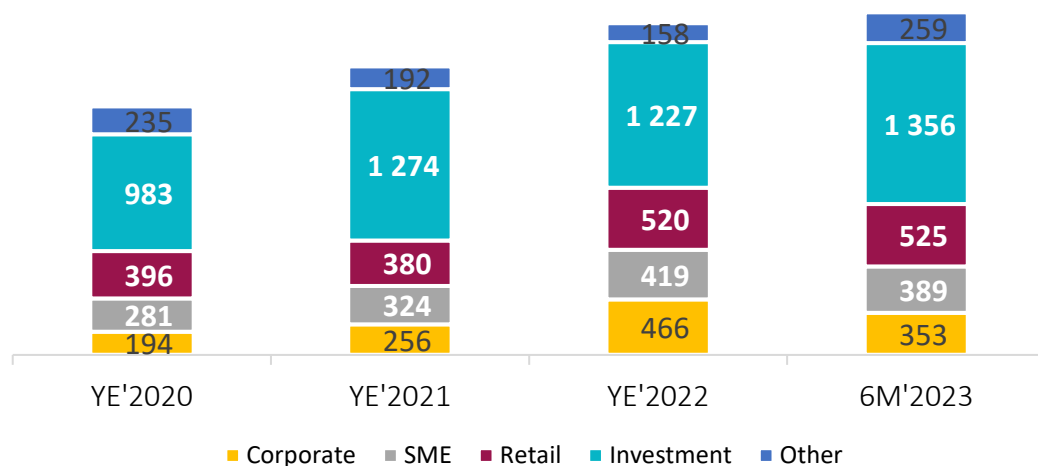
## ASSET STRUCTURE, [KZT BLN]



## ASSET STRUCTURE, %



## ASSET STRUCTURE BY SEGMENTS, [KZT BLN]



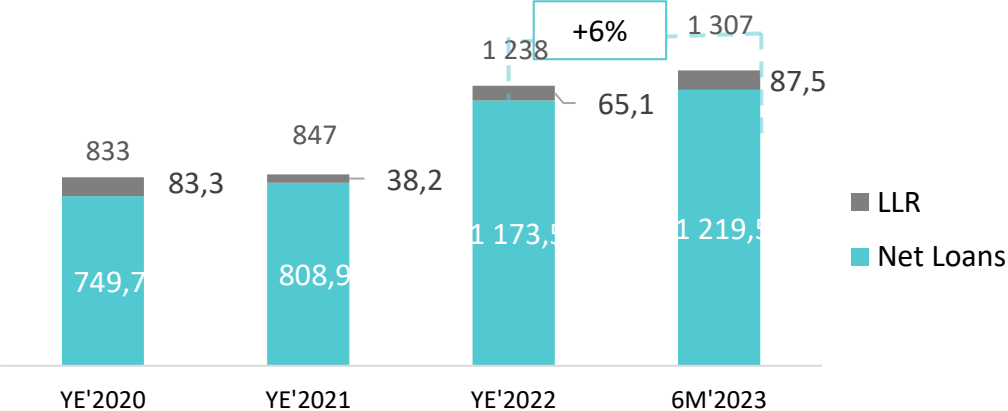
ForteBank ranks #4\* in terms of assets among commercial banks in Kazakhstan . Its assets in 6M'2023 grew by 3.3%, the banking sector – 4,5%

ForteBank has balanced asset structure. Loans represent only 42% of Total assets. The share of Securities is 36,5%, which slightly grew in 2023 after decrease from 40,6% due to the 45% in 2022.

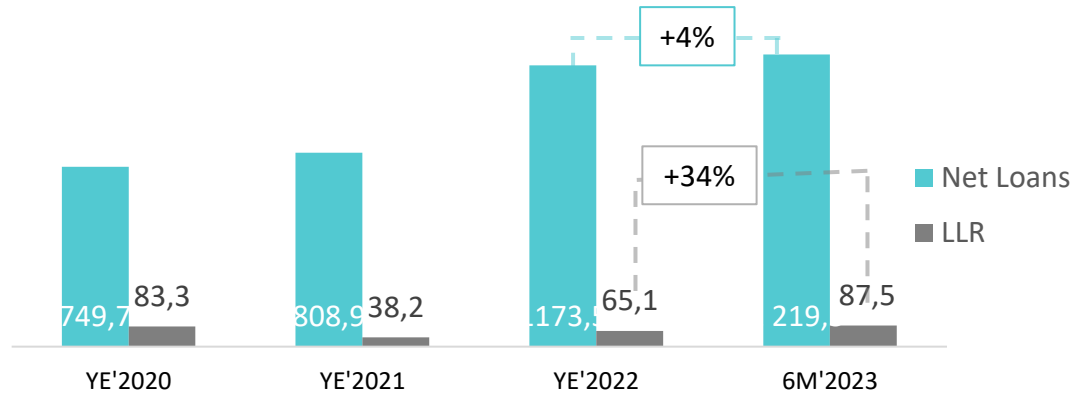
\*Excluding Otbasys Bank

# ASSET QUALITY

GROSS LOANS, [KZT BLN]

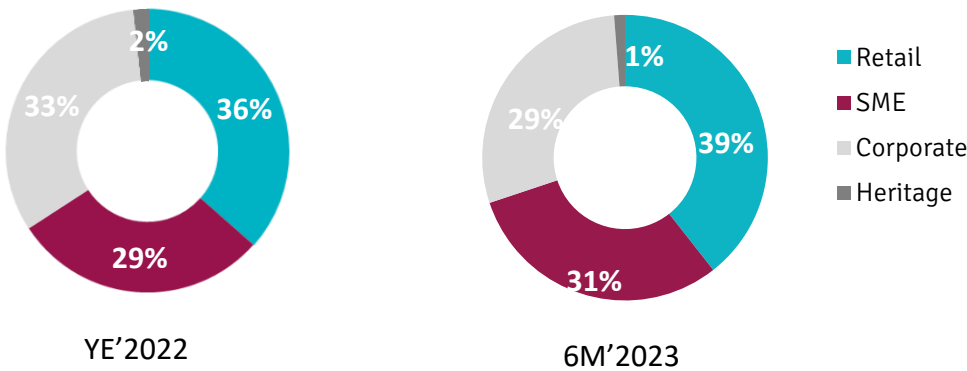


NET LOANS, [KZT BLN]

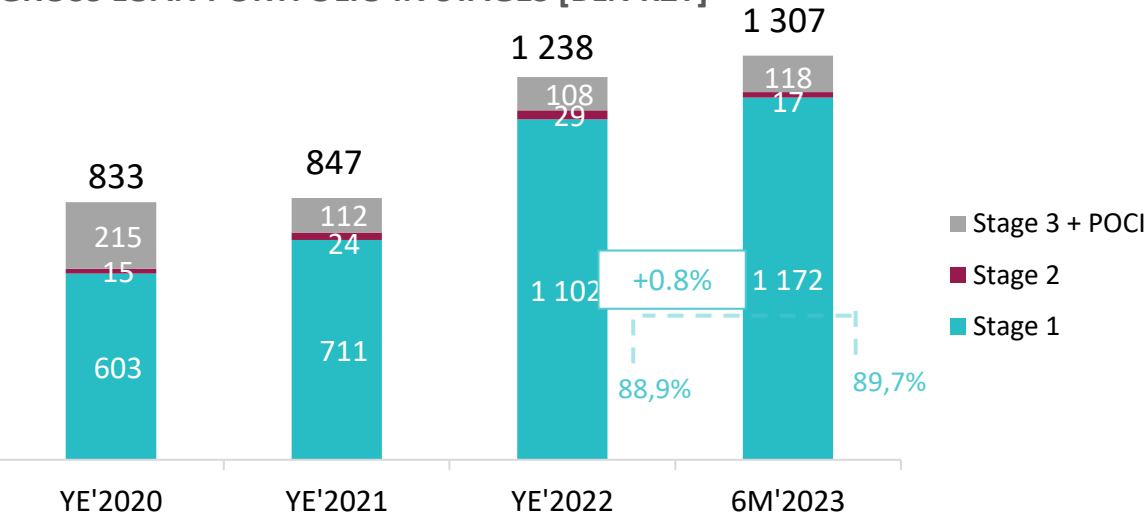


Provisioning coverage increases by 34% in !H'2023 after 70% growth in 2022,

LOAN PORTFOLIO BY SEGMENTS, %



GROSS LOAN PORTFOLIO IN STAGES [BLN KZT]

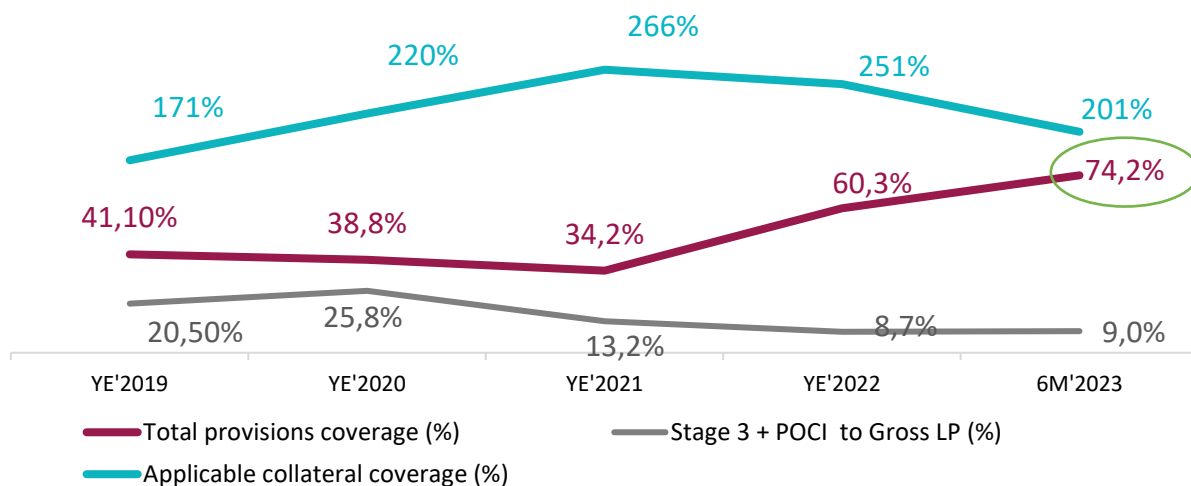


In last 4 years the share of Stage 3+POCI in loan portfolio Decreased more than 2 times from 20.4% to 9

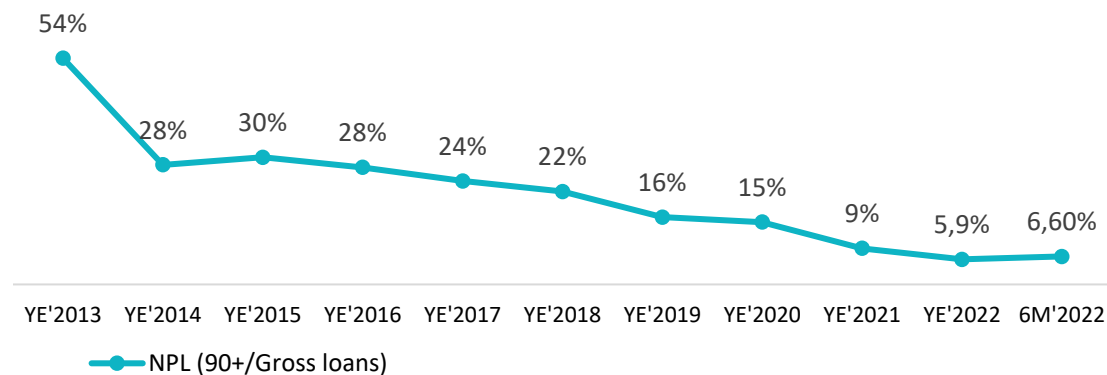
The share of Heritage loans (non-performing loan portfolio inherited from banks merger) in 2023 decreased by 20% (following the 2022 dynamics when the decrease was 53%). The decrease was resulted effective problem loans management.

# ASSET QUALITY

## DYNAMICS OF STAGE 3 + POCI



## NPL (90+ OVERDUE) LOANS STATISTICS\* [%]



- The provisioning model meets requirements of the regulator and IFRS 9
- Moderately low risk-appetite and regular model validations results demonstrate the adequacy of the formed provisions

## COVID-19 RESPONSE\*

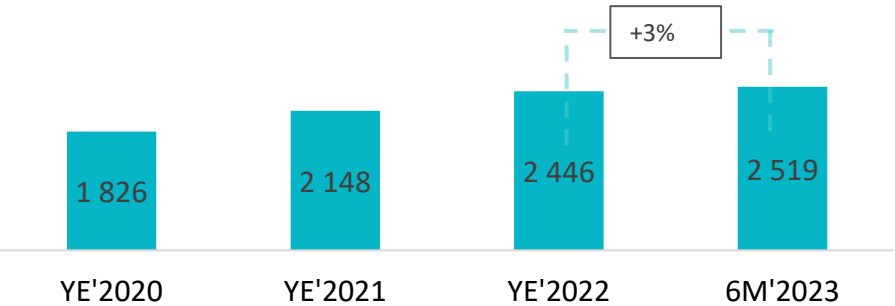
	Corporate and SME loans	Retail loans
Share of loans restructured due to Covid-19	2,27%	1,97%
of which 90+ days overdue	0,18%	0,55%

As part of supporting measures in connection with the Covid-19, during 2020 and 2H'2021 the Bank granted payment holidays to around 39 thsd applications received from the borrowers. As of 01.07.2023 outstanding balance of loans restructured due to Covid-19 was around KZT 56 bln (decreased by 3 times from KZT 180 bln as of 01.01.2021). 17% of the outstanding loans restructured due to Covid-19 have 90+ days overdue (or 0,7% of the loan portfolio).

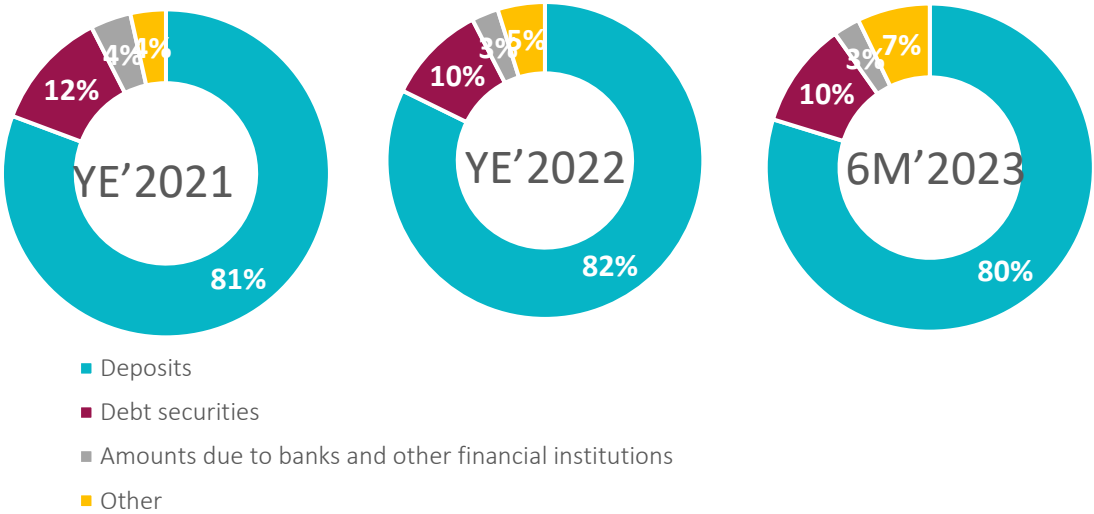


# FUNDING AND LIQUIDITY

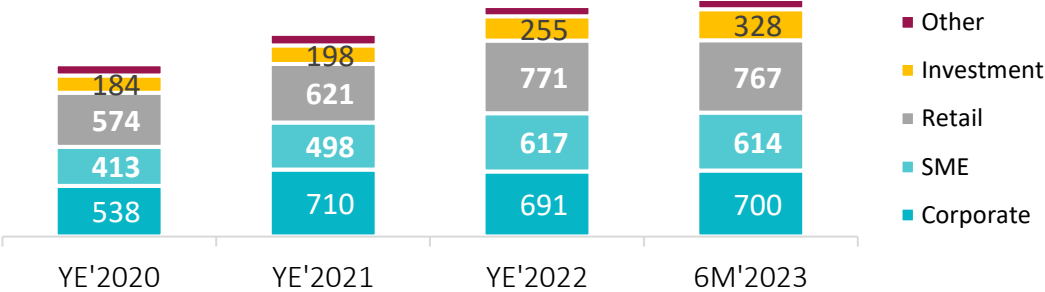
LIABILITIES [KZT BLN]



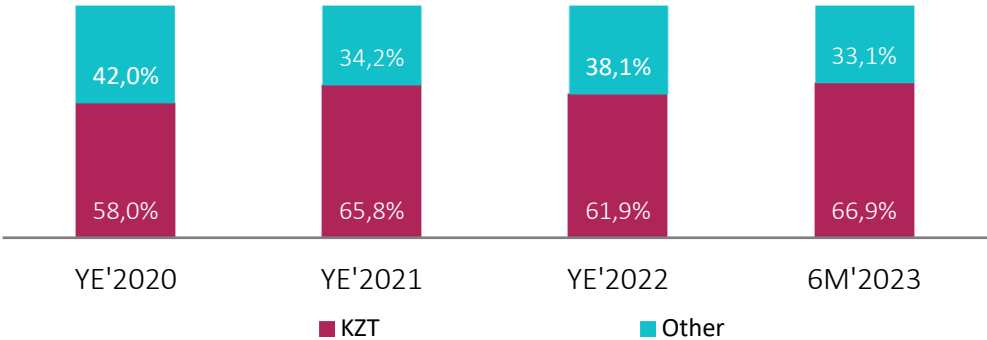
LIABILITIES STRUCTURE [%]



LIABILITIES STRUCTURE BY BUSINESS SEGMENTS, [KZT BLN, %]

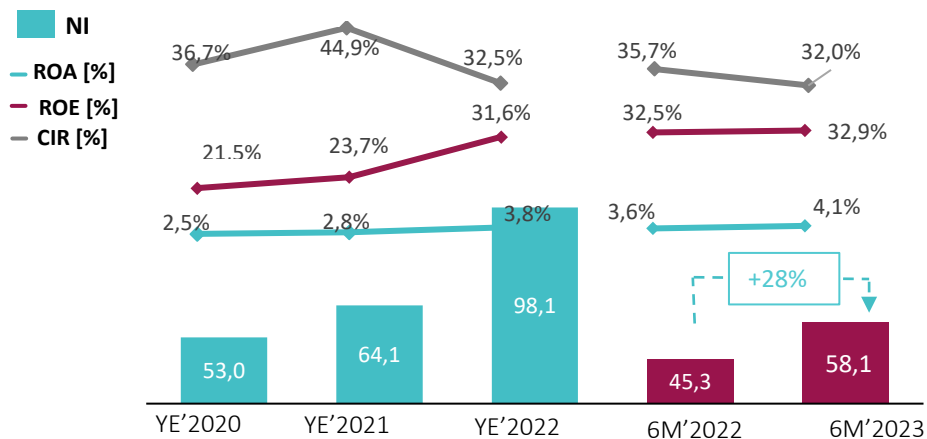


DEPOSIT STRUCTURE BY CURRENCY, %



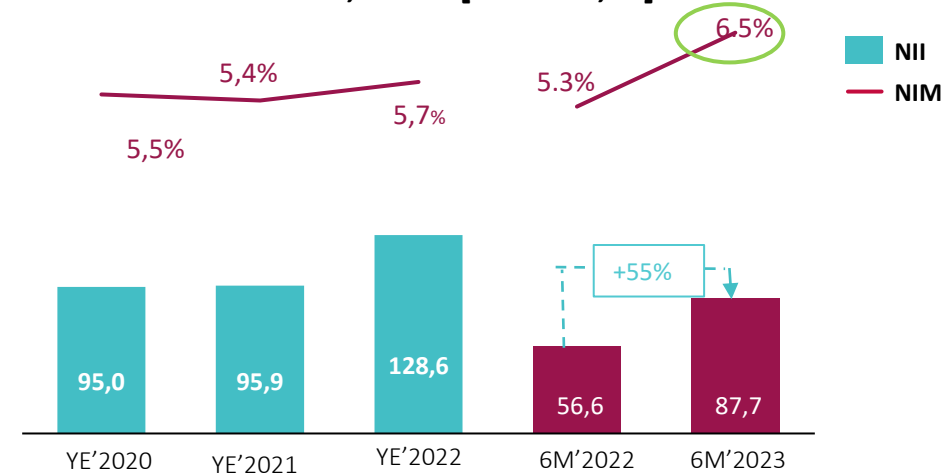
# EARNINGS AND PROFITABILITY

## NET INCOME, ROE, ROA, Cost-to-income [KZT BLN, %]



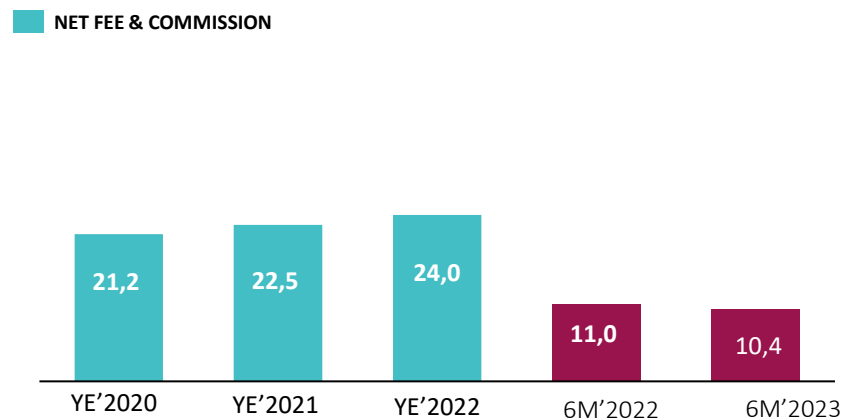
Net income comprised KZT 58,1 bln that is 28% higher than for the same period 2022.

## NET INTEREST INCOME, NIM\* [KZT BLN, %]



The share of interest received is 55% higher than for the same period of 2022 and amounted almost 98% of accrued interest.

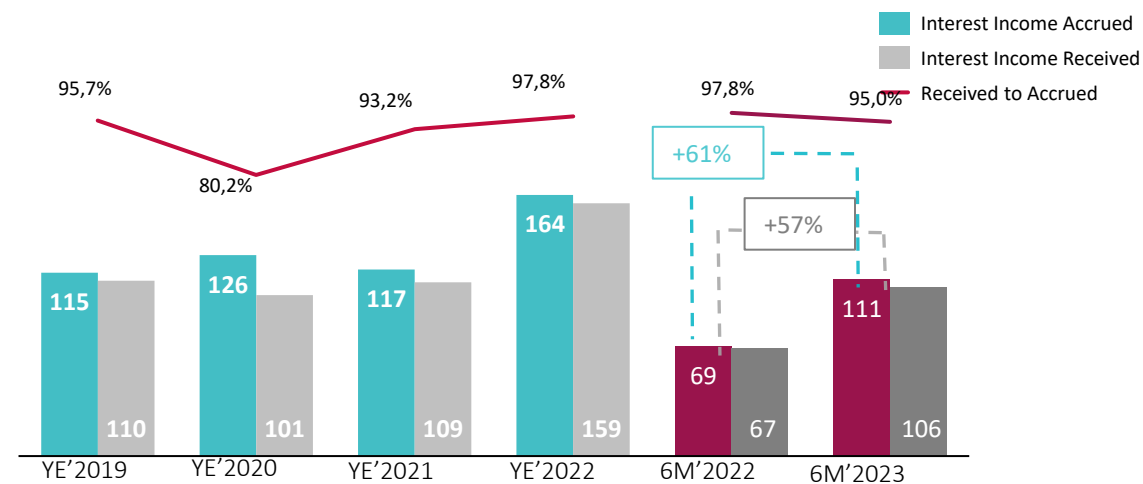
## NET FEE & COMMISSION INCOME [KZT BLN]



Net fee and commission income remains decreased by 5% comparing the same period 2022.

\*NIM is calculated on a standalone basis

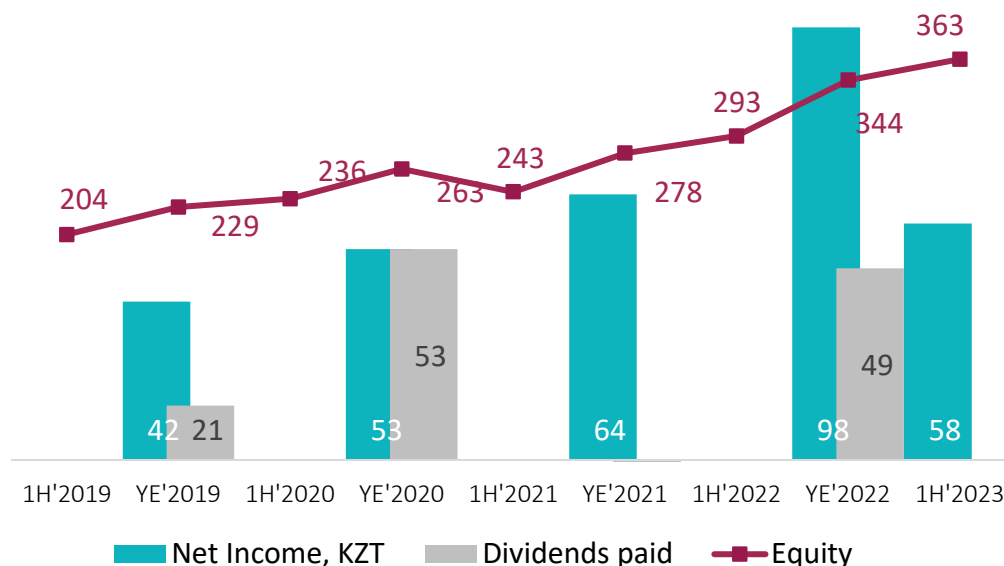
## INTEREST ON LOANS ACCRUED VS RECEIVED [KZT BLN]



In 6M'2023 Interest on loans grew by 1,5 times comparing the same period of 2022

# CAPITALIZATION - DIVIDENDS PAYMENT TRACK RECORD

## NET INCOME VS DIVIDENDS PAID [KZT BLN]



- The Bank has solid capital fulfilling regulatory requirements on capital adequacy
- Capital Adequacy ratios are more than twice exceed minimum regulatory requirements
- In 2022 AGM made a decision not to pay dividends and retain net income received per results of 2021 with the Bank due to the uncertain economic situation in Kazakhstan caused, mostly by geopolitical situation related to Russia-Ukraine conflict
- On 2 May 2023 AGM approved dividend payout in the amount KZT 49 bln (comprising 50% of 2022 net income).
- In 6 months 2023 Equity increased by 5.5%.
- As of July 1, 2023 Mr. Utemuratov is beneficial shareholder of the Bank, holding 80,11% of its placed shares.

	NBK min requirements	31 December 2019	31 December 2020	31 March 2021	31 December 2021	31 December 2022	30 June 2023
Ratio k1	Min 5,5% / Min 7,5% (with conservative buffer)	17.0%	21.0%	17,6 %	23.1%	19.6%	18,8%
Ratio k1-2	Min 6,5% / Min 8,5% (with conservative buffer)	17.0%	21.0%	17,6%	23.1%	19.6%	18,8%
Ratio k2	Min 8% / Min 10% (with conservative buffer)	18.3%	22.3%	18,8%	24.3%	20.2%	19,3%

# BALANCE SHEET

(millions of tenge)

	June 30, 2023	December 31, 2022	December 31, 2021
<b>Assets</b>			
Cash and cash equivalents	459.577	457.962	432.948
Amounts due from credit institutions	30.940	31.046	46.990
Securities at fair value through profit or loss	2.931	2.763	2.970
Loans to customers	1.219.506	1.173.542	808.948
Investment securities	1.050.797	990.574	985.109
Property and equipment	58.324	59.020	62.637
Intangible assets	14.249	14.550	14.071
Other assets	45.561	59.929	72.116
<b>Total assets</b>	<b>2.881.885</b>	<b>2.789.386</b>	<b>2.425.789</b>
<b>Liabilities</b>			
Current accounts and deposits of customers	2.008.910	2.011.734	1.733.759
Amounts due to banks and other credit institutions	66.464	66.751	85.189
Amounts payable under repurchase agreements	129.323	67.980	25.064
Debt securities issued	263.254	249.473	253.120
Subordinated debt	14.389	16.795	20.503
Deferred tax liabilities	11.984	13.904	13.987
Other liabilities	24.844	18.989	16.470
<b>Total liabilities</b>	<b>2.519.168</b>	<b>2.445.626</b>	<b>2.148.092</b>
<b>Equity</b>			
Share capital	332.815	332.815	332.815
Additional paid-in capital	23.651	23.651	23.651
Treasury shares	(3.465)	(3.465)	(3.465)
Fair value reserve	(14.044)	(23.886)	8.137
Retained earnings/(accumulated losses)	23.760	14.645	(83.441)
<b>Total equity</b>	<b>362.717</b>	<b>343.760</b>	<b>277.697</b>
<b>Total equity &amp; liabilities</b>	<b>2.881.885</b>	<b>2.789.386</b>	<b>2.425.789</b>

# INCOME STATEMENT

(millions of tenge)

	For the three-month period ended 30 June		For the three-month period ended 30 June	
	2023 (unaudited)	2022 (unaudited)	2023 (unaudited)	2022 (unaudited)
Interest income calculated using effective interest rate	87.256	59.173	169.211	113.024
Other interest income	776	459	1.428	810
<b>Interest expense</b>	<b>(42.145)</b>	<b>(31.081)</b>	<b>(82.970)</b>	<b>(57.186)</b>
<b>Net interest income</b>	<b>45.887</b>	<b>28.551</b>	<b>87.669</b>	<b>56.648</b>
Fee and commission income	9.007	9.197	17.388	16.547
Fee and commission expense	(3.490)	(2.831)	(6.946)	(5.508)
Net losses/gains from transactions with financial instruments at fair value through profit or loss	(323)	1.181	(394)	4.091
Net (losses)/gains on derecognition of investment securities at fair value through other comprehensive income	248	(5)	925	21
Net gains from foreign currencies	8.271	17.298	17.533	23.512
<b>Other income</b>	<b>2.211</b>	<b>1.746</b>	<b>3.500</b>	<b>2.153</b>
<b>Non-interest income</b>	<b>15.924</b>	<b>26.586</b>	<b>32.006</b>	<b>40.816</b>
Credit loss expense	(11.021)	(2.208)	(22.752)	(11.009)
Net gains/(losses) on derecognition of financial assets measured at amortized cost	(786)	(1.286)	(1.676)	(1.674)
General and administrative expenses	(19.152)	(17.008)	(35.501)	(31.312)
Other expenses	(1.128)	(2.544)	(2.854)	(3.471)
Non-interest expense	(32.087)	(23.046)	(62.783)	(47.446)
Profit before corporate income tax benefit/(expense)	29.724	32.091	56.892	49.998
<b>Corporate income tax benefit/(expense)</b>	<b>450</b>	<b>(3.001)</b>	<b>1.257</b>	<b>(4.696)</b>
<b>Profit for the period</b>	<b>30.174</b>	<b>29.090</b>	<b>58.149</b>	<b>45.302</b>

<b>Attributable to:</b>				
- Shareholders of the Bank	30.174	29.090	58.149	45.302
- Non-controlling interests	-	-	-	-

# INTERNATIONAL RELATIONS NETWORK

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**+20**

**NOSTRO  
CORRESPONDENTS**



**15 CURRENCIES**

**USD, EUR, GBP, CNY, RUB, AED, CHF, JPY, AUD,  
CAD, SEK, ZAR, KGS, TRY, HKD**

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**+40**

**SIGNED ISDAs, BANKNOTE  
AND GENERAL AGREEMENTS**

**+310 USD MILLIONS**

**AVAILABLE CREDIT LINES FROM  
BANKS FOR TREASURY  
OPERATIONS**

## WHAT WE OFFER:

- FX Spot - USDKZT, G-10, USDRUB, EURRUB, USDAED
  - FX Swaps, Forwards, NDFs - USDKZT, tenor up to 6m, G-10 (as price takers)
  - MM - KZT up to 1y
  - Fixed income – sale of Kazakhstan KZT government securities trading, Eurobonds mostly buy&hold
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**+40 USD millions**

**AVAILABLE CREDIT LINES  
FROM BANKS FOR TRADE  
FINANCE TRANSACTIONS**



**LETTER OF  
CREDIT**



**GUARANTEE**



**DOCUMENTARY  
COLLECTION**

## WHAT WE OFFER:

- Issue of covered letters of credit, i.e. secured by customer's own funds.
- Issue of uncovered letters of credit within the credit lines with various methods of payment (payment upon presentation, with deferred payment, drafts executed through acceptance, negotiation).
- Issue of letters of credit confirmed by international banks
- Post-financing of letters of credit i.e. financing of the import operation at the expense of credit lines set for the Bank customers
- Processing and confirmation of export letters of credit
- Discounting of documents on letters of credit
- Issue of all types of guarantees/counter-guarantees (payment, performance, advance, tender, credit repayment, customs, stand-by letters of credit, etc.)
- Advising of guarantees in favor of the Bank customers
- Issue and processing of documentary collection



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